

1-23-2013

The Invisible Foot

Steven S. Taylor

Worcester Polytechnic Institute, sst@wpi.edu

Follow this and additional works at: <https://digitalcommons.wpi.edu/oa>

 Part of the [Arts and Humanities Commons](#), and the [Business Commons](#)

To access supplemental content and other articles, [click here](#).

Recommended Citation

Taylor, Steven S. (2013) "The Invisible Foot," *Organizational Aesthetics*: Vol. 2: Iss. 1, 5-25.

Available at: <https://digitalcommons.wpi.edu/oa/vol2/iss1/2>

This Art Piece is brought to you for free and open access by Digital WPI. It has been accepted for inclusion in Organizational Aesthetics by an authorized administrator of Digital WPI. For more information, please contact digitalwpi@wpi.edu.

The Invisible Foot*

Steven S. Taylor
Worcester Polytechnic Institute

Music written and performed by

Claus Springborg
Cranfield School of Management

Cast of Characters

June
Ginger
Yahweh
Kapital
Market

* inspired by *The Invisible Foot: Survival of New Art Ideas on the Swedish Art Arena - An Autoethnographic Study of nonTVTVstation* by Mikael Scherdin (Företagsekonomiska institutionen, Uppsala) 2007.

The Invisible Foot

(Ginger sits in the theater. June enters and sits next to Ginger.)

JUNE: Not much of a crowd. Looks like mostly friends and other outcasts of society.
(turning to Ginger) Hi, I'm June.

GINGER: Ginger.

JUNE: I don't think we've met.

GINGER: I don't believe we have.

JUNE: What brings you here tonight?

GINGER: The show. I came to see the show.

JUNE: Of course, why else would you be here in the audience? Unless of course you'd made some sort of mistake and thought you were here for something else. It wouldn't be the first time.

GINGER: June? You're the writer?

JUNE: Yes.

GINGER: Pleased to meet you. I've heard so much about this piece.

JUNE: Really?

GINGER: Oh yes. There's quite a buzz in certain circles.

JUNE: They must be small circles.

(Yahweh and Kapital enter the stage.)

YAHWEH: It is good to be well loved.

KAPITAL: Oh yes, that is one of the best things.

YAHWEH: I was talking about me.

KAPITAL: I am well loved.

YAHWEH: I suppose in your way, they love you.

KAPITAL: But not like you?

YAHWEH: Of course, not like me. But you couldn't expect them to love you like they love me. I am their one and only, the one from who all blessings flow, the alpha and the omega as it were.

KAPITAL: Blah, blah, blah.

YAHWEH: You disagree?

KAPITAL: That's all your language, your words. You've started believing your own marketing materials.

YAHWEH: I believe you are jealous.

KAPITAL: Of you?

YAHWEH: You're not even a minor deity. No one worships you. No one adores you. No one loves you.

KAPITAL: I make men rich. They love being rich. They all want to be rich.

YAHWEH: I offer them eternal life. And for that they love me.

KAPITAL: They don't love you.

YAHWEH: They do, too love me.

KAPITAL: No they don't.

YAHWEH: Yes they do.

KAPITAL: They fear you.

YAHWEH: What did you say?

KAPITAL: They don't love you, they fear you. They fear that you will bring a plague of locusts down upon them, that you will turn them into pillars of salt, – and for what? You said, "don't look back", she looks back; boom a pillar of salt – don't you think that's just a little harsh?

YAHWEH: I'll show you harsh.

KAPITAL: See, that's what I mean, it's that temper of yours. "Oh, they're being bad, I'll flood the whole place and take them all out."

YAHWEH: I saved Noah.

KAPITAL: You just didn't want to go through that whole creation shtick again.
YAHWEH: it wasn't as much fun as I thought it would be.
KAPITAL: And what about Job? You have to admit that was just plain mean.
YAHWEH: It made my point.
KAPITAL: That they should fear you. And they got it, so they do fear you.
YAHWEH: I think that's enough, Kappie.
KAPITAL: So you admit I'm right. They love me and fear you.
YAHWEH: I think you've crossed a line here.
KAPITAL: Oh, I'm afraid. Yeah, that's right even I fear you.
YAHWEH: I think you need to learn a lesson here.
KAPITAL: I think you're the one who's learned something here.
YAHWEH: The money changers in the temple, they're some of your favorites aren't they? They really love you.
KAPITAL: So you agree with me.
YAHWEH: I think I'll ask my son to kick them out of the temple.
KAPITAL: You can't do that.
YAHWEH: And that whole group that sells the sacrificial animals, I think I'll ask him to kick them out as well. Pretty much anything commercial, anything that involves you.
KAPITAL: That's not fair.
YAHWEH: And how's this, I'll get my son to tell them, "it's easier for a camel to pass through the eye of a needle than for a rich man to enter heaven." We'll make the whole thing about being poor.
KAPITAL: No way, they'll never go for that.
YAHWEH: Are you kidding me? The poor will love it. They might not have earthly pleasures, but they will have heavenly rewards in the next life. It makes being poor worthwhile.
KAPITAL: The rich and powerful will hate it.
YAHWEH: No, they'll love it, too. It will give the poor something to live for, and if it catches on, the rich won't have to worry about the poor wanting to be rich like them. They won't have to share.
KAPITAL: But they won't get into heaven.
YAHWEH: I don't think they'll care. The rich are used to doing whatever they please and having all the privileges the world has to offer. It won't even occur to them that those privileges won't extend to the afterlife.
KAPITAL: Don't you think that's a little manipulative?
YAHWEH: Oh, no. I hope that the rich fully accept the idea that it is easier for a camel to pass through the eye of a needle than for a rich man to enter heaven and give up all their riches and devote their lives to helping their fellow man. I want the money changers to not just leave the temple, but to stop being money changers.
KAPITAL: That's not going to happen.
YAHWEH: Probably not. I did give them free will.
KAPITAL: Look, I'm sorry about that whole, they don't love you stuff. I mean, you made them, of course they love you.
YAHWEH: No problem. I think you have a point. I am going to try and be much nicer in the future.
KAPITAL: So perhaps you could be start by being nicer to the money changers and let them stay in the temple?
YAHWEH: I'm going to be nicer to them, not to you.
KAPITAL: The system works fine as it is. The people need the money changers to change their currency. Otherwise they can't make the offerings. You wouldn't want that, you like the offerings.
YAHWEH: I've had enough offerings to last an eternity. I don't need anymore.
KAPITAL: I get that you're mad at me, but don't take it out on your people.
YAHWEH: You'll be fine, they love you, right?
KAPITAL: You're going to regret this. I don't know how, but I'll get you for this.

(Kapital exits.)

YAHWEH: *(sings "Love Your Neighbor")*

You don't have to be rich, bitch.
You don't need, money, honey.
If you want to be with me.

You don't need, diamonds, Ruby.
You don't have to have cash, Bill.
If you want to get with me.

Just love your neighbor,
Love your neighbor.

You don't need a golden idol,
You just need a simple smile.
If you want to be with me.

You don't need a giant palace,
Just a heart that holds no malice,
If you want to get with me.

Just love your neighbor
Love your neighbor, now.

(Yahweh exits.)

GINGER: I am really loving this.

JUNE: Thank, you. It's still rough of course. And as you can see, we're a little short on butts in seats.

GINGER: But the basic idea, the story of Yahweh and Kapital ...

JUNE: I like to think of it as the continuing adventures of two of our greatest gods.

GINGER: I think it has real possibilities.

JUNE: Again, thank, you for saying that.

GINGER: How are you funding it?

JUNE: What do you mean?

GINGER: I know the economics of entertainment these days, how are you funding the creation, marketing, distribution – who are you talking to about deals?

JUNE: I had been thinking of it as more of an educational thing rather than an entertainment thing.

GINGER: Education, entertainment – is there really a difference these days? I see a huge upside here. I'm talking touring companies, a ride at a major theme park, action figures, the whole nine yards.

JUNE: A ride at a major theme park. That had not occurred to me.

GINGER: I'm just saying, I think the upside is limitless.

JUNE: It's nice to hear such encouraging words.

GINGER: So how are you funding this?

JUNE: Oh you know, the usual. We do some work here and there. We got this space for free.

GINGER: So you're not funding it.

JUNE: We pay our bills.

GINGER: Do you have a sponsor? Investors? Any money coming in at all?

JUNE: Did you pay for your ticket?

GINGER: You're not getting it. Look, this is what I do. I put together deals. I find talented like yourself and I put them together with people who like to invest in talented artists.
JUNE: You're a producer?
GINGER: No. But I may put you together with a producer.
JUNE: You're an agent?
GINGER: Let's not get hung up on titles. You've got something here and I can help make it happen. Are you interested?
JUNE: Sure, I'm interested.
GINGER: That's all I need to hear. It's been great meeting you. I will go do what I do, you keep doing what you do, and you will be hearing from me.

(Ginger exits.)

JUNE: Wow.

(Kapital enters and sits at the bar. Market enters and goes Kapital from behind.)

KAPITAL: Whoa! I didn't see you there.
MARKET: No one sees the hand.
KAPITAL: No, of course not. What's that at the end of your arm? I don't know, I can't see anything.
MARKET: Can I buy you a drink?
KAPITAL: Sure.
MARKET: You don't sound very enthusiastic.
KAPITAL: I never thought I'd say this, but I am growing bored with sitting around drinking fine wine.
MARKET: Perhaps a nice single malt scotch?
KAPITAL: Been there, done that. Alcohol doesn't seem to do it for me anymore.
MARKET: That's too bad.
KAPITAL: I grow bored, Markie.
MARKET: Perhaps I can help.
KAPITAL: It is a deep weariness. I grow tired of the pleasures of the flesh, of the finest things that the world has to offer.
MARKET: How about some G?
KAPITAL: Some G? You can provide G?
MARKET: I have a connection.
KAPITAL: It's illegal.
MARKET: Oh come on, what do you care about illegal? You're a god.
KAPITAL: Yahweh declared it illegal and immoral.
MARKET: Sorry, my mistake. If you're not interested . . .
KAPITAL: I didn't say I wasn't interested.
MARKET: I mean if Yahweh says it's wrong, then I guess that's that.
KAPITAL: Have you seen the church these days? I certainly have. That's about all I see of the world. And not like in the old days in the temple where I was in on the action. I wouldn't be surprised if old Yahweh wasn't into the G.
MARKET: Could be. It's not so hard to come by these days.
KAPITAL: So you can get it?
MARKET: Sure. Want to try some?
KAPITAL: You have some with you now?
MARKET: I am holding.
KAPITAL: Great, but not here. This is a little too public, if you know what I mean.
MARKET: I do know what you mean. Let's say we go someplace with a little more privacy.

(Market and Kapital exit. Ginger enters.)

GINGER: There she is, my genius.
JUNE: How are you?
GINGER: Not as good as you. And you want to know why? I'll tell you why. You are fantastic, only you don't know it. But now you do. You want to know why you're fantastic?
JUNE: Sometimes it's better not to know.
GINGER: You have attracted a sponsor.
JUNE: I didn't know I was looking for one.
GINGER: A patron of the arts you might say. A patron for your work.
JUNE: Great. What exactly does that mean?
GINGER: You want butts in seats? You want to fill this place for your performances? You want to have move to a bigger theater? You need to advertise, you need marketing, you need publicity. And that's what having a sponsor means.
JUNE: Okay.
GINGER: And once you start filling this place, the money starts rolling in – of course you will get your cut – I'm talking salary, I'm talking royalties, I'm talking personal wealth – then everything else just falls into line, professional sets, costumes, movie deals for everyone.
JUNE: That sounds great.
GINGER: And it all starts with your sponsor.
JUNE: Who is our sponsor?
GINGER: You know him, or at least you know of him. Let me give you a hint, "Come on down, I'm no clown, it's the best deal in town!"
JUNE: Crazy Stevie.
GINGER: That's right, Crazy Stevie the appliance king.
JUNE: Crazy Stevie wants to sponsor the adventures of Yahweh and Kapital? Has he seen the show?
GINGER: He doesn't need to see it. I've seen it. That's good enough for Stevie.
JUNE: So, he's going to give us money?
GINGER: He's rolling out a whole advertising campaign.
JUNE: Staring himself?
GINGER: He is a local celebrity.
JUNE: The adventures of Yahweh and Kapital! Come on down, I'm no clown, it's the best show in town!
GINGER: Exactly! Crazy Stevie fans will identify with Crazy Stevie and you will get butts in seats.
JUNE: We'll have an audience of Crazy Stevie fans. I don't know what that means.
GINGER: It means butts in seats, that's what it means. It means people will see your work. It means success.
JUNE: Well, what do we have to do? Do we have to include appliances in the show? Have Yahweh use a washing machine from Crazy Stevie's?
GINGER: No, nothing like that. Look, it's easy, Crazy Stevie underwrites the ad campaign and writes it off. His nephew gets some work producing the campaign, you get the advertising you need and Crazy Stevie gets some more exposure.
JUNE: Just what he needs.
GINGER: Everybody wins. So what do you say?
JUNE: What can I say, thank you?
GINGER: You're welcome.

(Ginger exits.)

JUNE: *(sings "They Like Me")*

They like me, they love me,
They want to give me money.

Deep inside, I always knew,
Some day, my truth would shine through.

They like me, they love me,
They want to give me money.

(Kapital enters. Pause. Yahweh enters.)

KAPITAL: I'm a little surprised to run into you here.

YAHWEH: Well yes, I can see how you would be.

KAPITAL: I would have thought that you didn't frequent places like this.

YAHWEH: Frequent is too strong a word. But I do try and get around. Be everywhere as they say.

KAPITAL: I see. Since you're here, can I buy you a drink?

YAHWEH: I wasn't planning on staying long.

KAPITAL: Let me know if you change your mind.

(Awkward pause.)

YAHWEH: I was meeting someone here. They seem to be late.

KAPITAL: There was a time when no one would have kept you waiting.

(Market enters.)

MARKET: Sorry I'm late.

KAPITAL & YAHWEH: No problem.

KAPITAL: So this is who you are waiting for – Markie?

YAHWEH: Yes, Market and I have some business to do.

KAPITAL: I thought you didn't do business. Just good works.

YAHWEH: The two are not so separable in today's world.

MARKET: It's good to see both of you – two birds with one stone if you will.

KAPITAL: The same stone?

MARKET: I don't have that many stones.

YAHWEH: Do we have to conduct our business in public?

MARKET: What, Kappie? Kappie's okay. Look, you're both after the same thing – a little G. And I've got the best G around. It's pure stuff, top quality. That's why you come to me.

KAPITAL: Yahweh, I would never have guessed. You have a little G habit.

YAHWEH: It's not a habit. I can stop anytime I want.

MARKET: You just don't want to *(laughs)*.

KAPITAL: I can't blame you for that. I love the stuff, can't get enough.

YAHWEH: Can we just get on with it?

MARKET: I've got it right here.

KAPITAL: Oh yeah.

(Market gives Kapital some G. Kapital lays out a line of G and snorts it, then offers a line to Yahweh, who snorts it. Finally Market snorts a line.)

KAPITAL: That's what I'm talking about.

YAHWEH: Oh yeah, that is good stuff.

KAPITAL: You are the best, Markie.

MARKET: I do what I can.

KAPITAL: So, Yahweh, how did this happen?

YAHWEH: How did what happen?

KAPITAL: From one growth junkie to another – how did you get hooked up with Markie? How did you get turned on to G?

YAHWEH: I'm not a growth junkie.
 MARKET: I would use the term connoisseur.
 KAPITAL: Whatever. You know you and I are not so very different.
 YAHWEH: Don't say that. You only care about yourself. I care about others. Love thy neighbor.
 KAPITAL: That's not true. I care about others, I want everyone to be rich.
 MARKET: This is getting a little deep for me and I have other clients to see, so I will bid you adieu.

(Market exits.)

YAHWEH: I don't care about riches.
 KAPITAL: But they do. Your followers do. They want to be rich.
 YAHWEH: And so they worship you?
 KAPITAL: Not like they worship you.
 YAHWEH: But still worship.
 KAPITAL: It's hard to sell poverty. Don't get me wrong, it was a brilliant move in its day. But these days, there really is the chance for everyone to be rich.
 YAHWEH: That G really goes straight to your head.
 KAPITAL: Sometimes I get carried away.
 YAHWEH: It's true for all of us gods.
 KAPITAL: So you think I'm a god?
 YAHWEH: My official line is that I am the only god. Well, except for that holy trinity stuff with the Christians, but unofficially, yes, you are a god.
 KAPITAL: Thank you.
 YAHWEH: And do you know why I say that? It's because you have established a divine right. That's what makes you a god. The people believe you have an innate, divine right to things.
 KAPITAL: I never thought of it that way.
 YAHWEH: I have the divine right to the love of the people, to their blind faith in my existence, to their Sunday mornings, or Fridays or Saturdays – I really can hardly keep track of all the different ways they choose to adore me.
 KAPITAL: And I have the divine right to all economic rents, to all returns, to all profit.
 YAHWEH: That's a good one. I have to give you that.
 KAPITAL: Give it to me? You fought like hell to keep it from me.
 YAHWEH: The pearl of great price is not had for the asking.
 KAPITAL: *(laughing.)* I could get to like you, Yahweh.
 YAHWEH: I think this might be the beginning of a beautiful friendship.

(Kapital and Yahweh freeze, Ginger enters.)

GINGER: Yahweh quotes Casablanca?
 JUNE: Bogart was godlike in that movie.
 GINGER: Let's talk grants.
 JUNE: I have a friend named Grant. Played saxophone. Drank cheap scotch.
 GINGER: Always the joker. I'm talking big grants from the big foundations, the life-blood of the non-profit organization.
 JUNE: I hadn't really thought of us as an organization.
 GINGER: Well, you're not much of one. But you can be and you will be when we get the grant. You'll have staff, people who do all of the things that you do, but don't really want to do.
 JUNE: It sounds like a lot of work.
 GINGER: You do a lot of work, now. It will be less work.
 JUNE: Having staff means having to pay people. Regularly.
 GINGER: And you'll have money to pay them from the foundations.
 JUNE: I don't generally manage to pay myself.

GINGER: You've been getting butts in seats, the show keeps selling out – where has all the money gone?

JUNE: It's in the box.

GINGER: The box? Is that some theater term that I don't know?

JUNE: I mean the cash box. It's where I keep money for the show. I take money out when I need to buy something. I did give Jules some money the other day. Jules owns the space we've been performing in.

GINGER: So you paid rent?

JUNE: It's not really as formal as all that. If we make money, I give Jules some. If we don't, I don't. Jules is in it for the art, not really for the money.

GINGER: Like you.

JUNE: Yeah, like me.

GINGER: So we'll need to hire an accountant. And probably some sort of overall manager.

JUNE: I manage okay.

GINGER: Look, I love the show, but what you do is not management. There needs to be accounting, detailed records, clear lines of responsibility, defined roles, salaries, withholdings – the whole shooting match. The big foundations won't give you a thing if you don't have a good organization.

JUNE: I don't think I can afford an organization.

GINGER: You can't afford not to have an organization. I think we should start with accounting. We'll hire a good accountant right away.

JUNE: I don't know about hiring someone. Maybe we could find someone like Jules who I could just give some money to when we had some extra.

GINGER: Accountants don't work like that. In fact, nobody works like that.

JUNE: I do. Maybe it would be better if more people did.

GINGER: And what do you do when you run out of money and you really need some?

JUNE: Something comes along.

GINGER: You are going to like having a regular salary. It makes your whole world more dependable, more predictable.

JUNE: Sounds boring to me.

GINGER: This really is not a choice. If you want grants you have to have accounting, you have to have organization.

JUNE: It sounds stressful to me.

GINGER: Having a regular paycheck sounds more stressful than not knowing where your next bit of income is coming from?

JUNE: It's having to pay someone regularly. It's having others being financially dependent upon us. That sounds stressful.

GINGER: That sounds like being an adult.

JUNE: Are you saying I'm not being an adult now?

GINGER: It really will be easier for you. You will be able to just focus on your art. You won't have to worry about all of the administrative details, the organization will manage all of that for you. Trust me, you are going to love it.

JUNE: Well, maybe you're right.

GINGER: Of course I'm right.

JUNE: Okay, let's do it. We'll hire an accountant. Can we get one that doesn't wear a suit and tie all the time?

GINGER: I don't think that will be a problem.

(Ginger exits. Cut to Kapital and Yahweh at the bar.)

KAPITAL: I believe the next round is on me.

YAHWEH: You are a party animal.

KAPITAL: With the help of some G, I can keep going all night. And I usually do.

YAHWEH: How much G have you had?

KAPITAL: All I can.

YAHWEH: You are an addict.

KAPITAL: A regular growth junkie. I just cannot get enough.
YAHWEH: Lets hope they never run out of it.
KAPITAL: To unlimited growth!
YAHWEH: Are you still getting it from Markie?
KAPITAL: You bet, best G around.
YAHWEH: It is good stuff
KAPITAL: I don't know what I'd do without it.
YAHWEH: Let's not think about that.
KAPITAL: I've done some pretty stupid things to get some G, let me tell you
YAHWEH: Oh yeah.
KAPITAL: How about that whole dot-com thing?
YAHWEH: That was a good one.
KAPITAL: Remember Pets.com? They went from an initial public offering to having a superbowl ad to being bankrupt in no time. But was it really such a bad idea – I mean, people love their pets?
YAHWEH: Was that the one with the cute little sock puppet?
KAPITAL: Yes, how could that not work? Ah, those were some wild times for me. Pretty much anything for some G was my motto.
YAHWEH: Giving out food to starving people if they're willing to convert.
KAPITAL: That's a good one. Still works for you.
YAHWEH: Well, the speculative bubbles have always worked for you.
KAPITAL: Remember railway mania in Britain in the 1840s? Or Tulip Mania in the Netherlands in the 1630s? Or the Florida land boom of the 1920s? Those were some good times.
YAHWEH: My favorites are the really idiotic ones, like Beanie Babies in the 1990s,
KAPITAL: I know that none of them ended well, but damn it, I have no regrets.
YAHWEH: You got your G.
KAPITAL: I've got to have my G. Can you imagine not having G? I can't.
YAHWEH: Still, it's a finite world. It has to run out sometime.
KAPITAL: I don't believe that. There's always some way to grow. There's always a way to create more wealth – we will never run out of G.
YAHWEH: I hope you're right.
KAPITAL: Just think about how Market managed to get involved with the American health care system. Sure, it didn't make any economic sense, but it produced some excellent G. And the pharmaceutical industry, forget about it.
YAHWEH: Market is well on the way to becoming a god, you know.
KAPITAL: Your number of followers is still growing.
YAHWEH: In case you haven't noticed, the westerners, my people, aren't reproducing like they used to. The Europeans aren't even having kids at a replacement rate. I mean growth was easy when every Catholic family popped out a gaggle of children.
KAPITAL: I know what you mean. I need those same people to be consumers.
YAHWEH: At least you have other ways to grow. Sure more people is good, but you can also increase consumption of existing individuals.
KAPITAL: And get this, I've been working on some new ways that don't require consumption at all. Pure growth with no connection to the physical world. Market has hooked me up with a world that is just pure financial products – it's all about perceived value and guesses as to whether something will be worth more or less in the future. And here's the best part – I can get growth either way.
YAHWEH: I don't really follow you.
KAPITAL: Well, I don't fully understand it either, but it seems to produce some of the purest, best G I have ever had.

(Market enters.)

MARKET: *(sings "Deregulate It")*

I say deregulate it,
And trust in the market to work.

Rules are for the weak,
It's profits that we seek.
Please don't constrain us,
Rules can't contain us.
Forget the externalities,
Forget the practicalities.

And just deregulate it.
And trust in the market to work.

(Ginger enters.)

JUNE: I got paid.
GINGER: Congratulations.
JUNE: I got paid for writing, for putting on the adventures of Yahweh and Kapital.
GINGER: I know.
JUNE: That makes me a professional artist.
GINGER: Again, congratulations.
JUNE: I like getting paid. The accountant gives me a check every week.
GINGER: Maybe you should do automatic deposit.
JUNE: Oh no. We talked about that. I like getting a check. I like the physical sensation of holding the check in my hands. And then I cash it. I don't deposit it. I cash the check and get the physical sensation of the cash in my hand. Then maybe I deposit some of the cash – that really pisses off the folks at the bank, when I give them back some of the cash they just gave me, but I don't care.
GINGER: I'm really happy for you.
JUNE: You were so right about having an accountant. I like getting paid.
GINGER: I've got some news about the grant.
JUNE: Oh, more money. I could just kiss you.

(June moves towards Ginger. Market trips June who falls to the floor.)

GINGER: The grant's been delayed.
MARKET: Nobody sees the foot. Nobody ever sees the foot.
JUNE: What happened?
GINGER: It's just an administrative delay.
JUNE: We need that money. We've been planning on that money coming in. We need that money to be able to pay people. People like me.
GINGER: It's just a delay. A little timing issue.
JUNE: How small of a delay?
GINGER: Well, that's not completely clear.

(Market kicks June in the ass. June falls to the floor.)

MARKET: I love doing that. Everybody talks about the invisible hand of the market. But sooner or later everyone feels my invisible foot in their backside.

(Market exits.)

JUNE: What exactly do you mean, it's not clear.
GINGER: It seems that the foundation is having some issues with their investment management company and they have put all grants on hold.
JUNE: For how long?

GINGER: They aren't saying.
JUNE: But it's only a matter of time.
GINGER: It depends upon how bad these issues with their investments are. I heard that another foundation was using the same company and they lost everything. The whole endowment – gone.
JUNE: They said they'd give us money. The accountant is planning on that money coming in.
GINGER: There are other foundations. You can write more grants. Look, if you got one, then you're pretty much sure to get another. That's what they look at – have you gotten a grant before, if so you can have another. It's a delay, a small set back, that's all.
JUNE: I hope so.

(Cut to Kapital and Yahweh.)

KAPITAL: Have you seen Markie?
YAHWEH: Not recently.
KAPITAL: I need to score more G.
YAHWEH: You look a little strung out.
KAPITAL: Nothing a little G won't fix.
YAHWEH: Maybe you should go a little easy on that stuff. Take a break from it.
KAPITAL: Are you kidding me? Take a break from growth? You have to be kidding me. Where is Markie?
YAHWEH: I'm sure Market will be here. In the mean time you need to calm down.

(Market enters.)

KAPITAL: Markie, where have you been?
MARKET: Nice to see you, too, Kappie. Yahweh.
KAPITAL: I need some G.
MARKET: I can see that.
YAHWEH: I think you've had enough G.
KAPITAL: It's not your call and no I haven't had enough G. I want more.
MARKET: I've got some five percent G that's very solid.
KAPITAL: I need a lot more than that. What happened to that nice steady ten percent stuff you had, or that wild twenty percent action?
MARKET: I can't always get that stuff.
KAPITAL: I want it. I need it.
MARKET: What I've got is some five percent stuff based in thirty year mortgages. Safe as houses.
KAPITAL: I don't care about safe. Can we cut it with some ten or twenty percent stuff? Jack up the hit a bit?
MARKET: Maybe. I could leverage it and that might help.
KAPITAL: Do it. I'll take all you can get.
MARKET: Well, there's only so much I can get. I mean there's only so many good mortgages.
KAPITAL: Find more. There's people without mortgages, find them and sell them mortgages. Do I have to do all of the thinking?
MARKET: There's a reason they don't have mortgages.
KAPITAL: Just get me more G.
YAHWEH: This is starting to get a little ugly.
KAPITAL: Oh shut up, Yahweh. You didn't hear me saying anything when you were exploiting famine in Africa to get followers?
YAHWEH: That's enough. I don't need this abuse. Markie, I will see you later.

(Yahweh exits.)

KAPITAL: I don't care what it takes, just get me more G. I'm sure you can figure out some way to find more G.

MARKET: What about the risk?

KAPITAL: You'll find a way to manage it. I imagine there's a growth to be had in ameliorating the exposure.

MARKET: That's an idea.

(Market exits.)

KAPITAL: *(sings "G")*

I like a nice French wine,
And eating truffles when I dine.
But I'd rather have some G,
Oh, G's the food for me,
Really want to have some G.

I've tried cocaine and heroin,
Even done the pair of them.
But it don't compare to G,
Oh, G's the drug for me,
Got to have me some G.

I've tried party boys and leather,
A dominatrix called Heather,
But it's not the same as G,
Oh, G's the trick for me,
Please give me some G.

(Kapital exits. Cut to June and Ginger.)

JUNE: This is bad. Very bad.

GINGER: I think the show is going wonderfully. Maybe a bit dark, but I am sure you can pull that out.

JUNE: I don't mean the show. I mean the cash flow.

GINGER: I am so proud of you. Not so long ago you didn't even know what the phrase cash flow meant.

JUNE: We can call it "sweet, monkey foo-foo" for all I care, the problem is that I need to get paid.

GINGER: And you will.

JUNE: I'm not talking about tomorrow or next week or whenever the next grant comes in, if it does come in, I am talking about today.

GINGER: So, we'll make sure you get paid. At least in the accounting system. We can move to an accrual system and record the transaction today.

JUNE: I don't care if we use the cruelest accounting system in the world as long as I get paid today.

GINGER: I said accrual, not cruel. You wouldn't actually get any cash, but the system would show that you received payment.

JUNE: And how does that help me? I don't think the shoe store will give me new shoes if I say, I don't have any money, but in our accounting system I got paid. And you are right, that is a cruel system.

GINGER: Use a credit card.

JUNE: Oh, I hadn't thought of that. There's just one small problem. The stores run your credit card and mine's maxed out. In fact, I should really be paying the credit card company. Today!

GINGER: How did this happen?

JUNE: The bank said I couldn't use the credit card unless I paid them. And I don't seem to be able to get any other credit cards. And the grant didn't come in. And the bank called the line of credit. And I don't have any cash and I need some cash.

GINGER: What happened to the old, "money will come from somewhere" June?

JUNE: I started getting paid. I like getting paid. Paying others, not so much.

GINGER: I don't know what to tell you.

JUNE: You're the deal maker, the answer to all of my problems – so make a deal, solve my problem, find some cash.

GINGER: It's not as easy as that.

JUNE: We'll have to close the show.

GINGER: Maybe.

JUNE: I need cash.

GINGER: I'll see what I can do.

JUNE: Cash is king. In cash we trust, all you need is cash.

GINGER: I'll make some calls, but no guarantees.

JUNE: Somebody must be holding.

GINGER: Just because they're holding doesn't mean they'll give you some.

JUNE: You find them and I'll shake that money tree. You tell me where it is and I will get me some. I guarantee that.

GINGER: You worry about the show and let me worry about the cash.

JUNE: Until there's cash there is no show.

GINGER: Maybe you can take this and use it in your writing.

JUNE: Don't give me that whole starving artist crap. I need cash. Not having cash gets in the way of everything else. No cash, no writing.

GINGER: Let me see what I have on me. (*Ginger looks about her person and finds some cash.*) Here, consider this a short term loan.

JUNE: Cash, lovely cash. (*June smells the money and caresses her face with the bills.*) But this is so little.

GINGER: It's all I have.

JUNE: You would give a starving man a taste, the merest fancy appetizer, an amuse-bouche?

GINGER: It's better than nothing.

JUNE: I'll take it, but I have to have more.

GINGER: I'll work on it. But you know times are tough, the economy is in the toilet.

JUNE: Yeah, yeah, just get me more money.

(*Ginger exits. Kapital enters the stage area in full withdrawal.*)

KAPITAL: Oh this is bad . . . very bad . . . oh, so very cold.

(*Yahweh enters.*)

YAHWEH: Kappie. You don't look so good.

KAPITAL: I don't feel so good.

YAHWEH: What's the problem?

KAPITAL: I can't score any G.

YAHWEH: You look to be in withdrawal.

KAPITAL: I don't care what you call it, I need some G.

YAHWEH: Maybe you've had enough G for a while. Maybe you need to take a break from it.

KAPITAL: Oh, that's easy for you to say, you're still growing, you're still getting your G.

YAHWEH: A little here and there.

KAPITAL: So don't talk to me about taking a break, you don't know what it's like.

YAHWEH: I've had my dry spells, I know what you're going through.

KAPITAL: Then you should know better than to suggest I don't need G. I need some G. I need it bad.

YAHWEH: I know you feel that way. But you're an addict. And this is how withdrawal feels. Sure, it's bad. It feels really bad. But that's part of addiction.

KAPITAL: So tell me where I can get some G.

YAHWEH: That whole mortgage thing pretty much fell apart didn't it.

KAPITAL: Oh, but it was good while it lasted.

YAHWEH: So, maybe you need a break. Maybe some time to dry out.

KAPITAL: I don't need to dry out, I need to score some high end G.

YAHWEH: Have you thought about rehab?

KAPITAL: Rehab?

YAHWEH: Yeah, Rehab. I know a nice place – it's where all the old gods go when they need to dry out and get it together again.

KAPITAL: I don't really like the sound of that. I don't need to dry out.

YAHWEH: It's very nice. Zeus did his rehab there. And Thor did his rehab there. Now they both really have their acts together.

KAPITAL: They don't have any believers, no followers.

YAHWEH: Well, not many. But both have found a place in the study of mythologies and ancient cultures. Children everywhere learn about Zeus and that's something.

KAPITAL: It's not worship.

YAHWEH: Perhaps not, but for some it really is love.

KAPITAL: That's not the kind of love I'm interested in.

YAHWEH: I don't know that you have a choice.

KAPITAL: Don't say that. I am not Zeus. I am not some old washed up deity doing children's stories.

YAHWEH: I've heard that rehab is very nice. Lots of storytelling and an opportunity to talk with others who have the same or at least similar problems.

KAPITAL: I've been down before, but I have never needed to go to rehab. I do not need to stop growing – that is just crazy talk. Can you imagine a world where Kapital doesn't grow? Even when you kicked the money changers out of the temple and tried to make it popular to be poor, I managed to grow. It was slow and torturous, but I did grow. I am not giving up G.

YAHWEH: You're an addict. You can't handle it.

KAPITAL: You haven't given it up.

YAHWEH: I am not an addict. Sure, I like some G now and then, but I am not addicted to it.

KAPITAL: And when your time comes and your followers turn to someone else, you'll be fine with that?

YAHWEH: I imagine it will be hard, but I am prepared. I have had a good long ride.

KAPITAL: Oh, I call bullshit on that. You'll be screaming and fighting to stay out of rehab just like me.

YAHWEH: I hope not. But my time hasn't come yet and yours has.

KAPITAL: This is not my time. I am not ready for the dustbin of history. Sure, I'm a little down and out, a bit shaky and I'm having the night sweats in the daytime, but I am not done.

YAHWEH: You sound done to me.

KAPITAL: I am not giving up G.

YAHWEH: Look, we all have to face the natural limits at some point. The world is only so big, there's only so much stuff in it -- it can only support so many people.

KAPITAL: So make another one. You created this one, create another one where I can get all the G I want.

YAHWEH: I can't do that.

KAPITAL: Yes, you can. You can get me all the G I need.

YAHWEH: I won't do that.

KAPITAL: You suck. Aren't we friends?

YAHWEH: We are friends and as your friend I have to say, "you need to go to rehab."

KAPITAL: I do not.

YAHWEH: You can't handle not having G. You are an addict. It's not your fault, some of us can be social users and not develop a habit. Some of us are just susceptible to addiction and even the littlest bit of G makes us an addict. You are an addict and you need help.

KAPITAL: This is jealousy speaking. You are jealous that people love me more than they love you.

YAHWEH: I am not jealous.

KAPITAL: You are a jealous god. You've tried everything you could think of and still when push comes to shove, they love me more.

YAHWEH: That's the addiction speaking.

KAPITAL: I am not going to rehab.

YAHWEH: It's for the best.

KAPITAL: You can't make me.

YAHWEH: Maybe not, but the sooner you realize that it is what you need, the sooner you'll get better.

KAPITAL: Oh, kiss my ass, Yahweh. I'm out of here.

(Kapital exits and joins June. Yahweh exits. Kapital and June look at each for a time.)

JUNE: I didn't expect that.

KAPITAL: You wrote that.

JUNE: Nonetheless, it surprised me.

KAPITAL: So what am I suppose to do now?

JUNE: I don't care.

KAPITAL: You can't just leave me in the middle of withdrawal, desperately needing growth.

JUNE: Why not?

KAPITAL: You're the writer. You have to write a way out of this.

JUNE: No, I don't think so.

KAPITAL: Why not?

JUNE: No pay, no work.

KAPITAL: You can't quit.

JUNE: I can't just give it away for free.

KAPITAL: You used to give it away. At the start, you did all of this for free, for the love of doing it.

JUNE: That was then, this is now.

KAPITAL: So you're speaking in trite banalities?

JUNE: I'm not writing clever phrases, that's for sure.

KAPITAL: This completely sucks.

JUNE: You're telling me.

(June and Kapital sit for a moment. Market enters.)

MARKET: What is this, the lonely hearts club?

KAPITAL: I think I like silence better than writing like that.

JUNE: You get what you pay for.

MARKET: That would generally be my position.

JUNE: See, Markie agrees with me.

KAPITAL: Of course, he does, you write his lines.

MARKET: A good point.

KAPITAL: This is like some bad Pirandello piece.

MARKET: Two characters in search of an author?

JUNE: Maybe that was Pirandello's point, he wasn't getting paid.

KAPITAL: I'd have to go with his lifelong themes of disillusionment and disappointment.

JUNE: Which perhaps come from not getting paid?

MARKET: You are a gloomy Gus.

KAPITAL: Enough with the banal clichés, already.
 JUNE: You got something better?
 KAPITAL: This is what you get for allowing the forces of capitalism and the free market to get mixed up with your art. Art should be pure and kept free from gross commercial concerns.
 JUNE: Bite me. I write. Why shouldn't I get paid for it? It's not magic or sacred. It's just what I do.
 KAPITAL: So do it already.
 JUNE: I've had enough of this. I'm out of here.

(June goes to leave and Market trips her. June falls to the floor.)

MARKET: Nobody ever sees the foot.

(Kapital and Market exit. June gets up and makes a rude gesture at the departing Kapital and Market. Pause. Kapital enters and addresses the audience.)

KAPITAL: Hi, my name is Kapital and I'm an addict.
 YAHWEH & MARKET *(from off stage)*: Hi, Kapital.
 KAPITAL: I'm addicted to growth. I just had to have it. I would do anything for some G. If there wasn't any G where I was and I heard about some G somewhere else I would be there in a second. I didn't care what happened when I left, I didn't care about what pain I caused, what damage I did by leaving, I just followed the G. And what's more, I believed I was doing the right thing. I told everyone that it made everything more efficient and that everyone was better off if I chased the G. I said everyone came out ahead – a rising tide lifts all boats. *(pause)* But then it happened. There wasn't any more G to be had. I was in withdrawal, I switched from investing to gambling. I still called it investing, but it wasn't. There was no long term, no increase in value. I was just placing bets and collecting the winnings. I would bet on anything. Sure I lost a little here and there, but mostly I won. And then I stopped winning. I shrunk. Yeah, that's right, me a growth addict experienced shrinkage. It was bad. Scared the hell out of me. So I stopped. I started just sitting around the bank all day. I was afraid to go out, I felt like crap and I blamed everyone. Everyone but myself. I had hit rock bottom.

(Ginger enters and joins June.)

GINGER: You're writing again!
 JUNE: Yeah.
 GINGER: That's great.
 JUNE: Yeah, great.
 GINGER: So, did you work out the money? Find another sponsor ... ?
 JUNE: No. There's no money.
 GINGER: So ...?
 JUNE: I'm writing because I have to write. It's what I do.
 GINGER: You're an artist.
 JUNE: I'm sick. It's a disease.
 GINGER: It's a gift you give the world.
 JUNE: The world can bite me.

(Yahweh enters and joins Kapital.)

KAPITAL: Yahweh, I was just looking for you.
 YAHWEH: Really?
 KAPITAL: Yeah, I've been working on my addiction to G.

YAHWEH: And let me guess, you have reached step three and you wanted to turn your life over to me personally? Since we're friends and all?

KAPITAL: Well, uh, no. It was more of a step nine thing.

YAHWEH: You want to make amends for how you've wronged me?

KAPITAL: Un, yeah. Look, this isn't easy for me. I think this may be the hardest part for any of us going through the program.

YAHWEH: I cannot believe this. Let's go back to step three for a minute. Were you going to turn your life over to my care and not tell me? I mean we are friends and all.

KAPITAL: Don't take it personally.

YAHWEH: I am God as you understand God, aren't I?

KAPITAL: It's just that I've spent a lot of time in your care. And it wasn't really good for me.

YAHWEH: I am not your God?

KAPITAL: Look, it's nothing personal, it's just that it's kind of hard as a growth addict to turn yourself over to someone you've done G with – you know what I mean? I'm not saying you're an addict, but let's face it, when I go to meetings and get up and tell my story, you are often part of that story.

YAHWEH: Fine.

KAPITAL: So, I feel really badly about what I did in some of your churches. I managed to twist your message to be about doing the best for yourself, about making money and profiting.

YAHWEH: Those aren't my churches.

KAPITAL: They used your name.

YAHWEH: My name gets used a lot.

KAPITAL: So you're saying I don't have to make amends to you?

YAHWEH: I think if you really want to make amends, you need to do some penance. You need to give up on the idea of investment for financial return and start investing for human return.

KAPITAL: I don't follow you.

YAHWEH: I have many followers who could really use you, who could really use some investment. They live horrible lives, at least in the material sense, not enough food, no clean water, no toilets, disease – all things that could be easily fixed if they only had enough money. But they don't.

KAPITAL: You want me to give them money?

YAHWEH: Sure.

KAPITAL: With no return, no thought of growing.

YAHWEH: With thoughts of shrinkage. I guarantee that it is the best way to get over your addiction to growth. Do good things even if it means shrinkage.

KAPITAL: You want me to voluntarily choose shrinkage?

YAHWEH: I want you to feed my people, house my people, give them clean water and proper sanitation.

(Kapital and Yahweh freeze. Cut to June and Ginger.)

GINGER: You want people to give you money?

JUNE: No. That's what didn't work for me. I mean sure, the grants were nice, but I came to expect it, to depend on it. No, I don't want them to give me money.

GINGER: Exactly. That was your mistake. You need a more dependable solution, a market solution.

(Market enters and joins June and Ginger.)

MARKET: I'm listening.

GINGER: That is really weird.

JUNE: You get used to it.

MARKET: So, let's talk about how I can make this work for both of you.

GINGER: The issue was that we didn't really identify your target market.
 MARKET: Exactly, who wants to see "The Adventures of Yahweh and Kapital"? What is the segment?
 GINGER: Soccer Moms? Probably not.
 MARKET: Country Club Capitalists? No.
 GINGER: Facebook Environmentalists? Maybe.
 MARKET: Liberal alarmists? Could be.
 GINGER: Atheist Intellectuals? I think so.
 MARKET: Oh yes, I think with just a little taste, I could have them hooked.
 JUNE: No!
 GINGER: And the play could use a little more ...
 MARKET: Sexiness, jazz, oomph?
 GINGER: Yes, a little more grab in the crotch and a little less kick in the head.
 JUNE: You want Kapital to sleep with Yahweh?
 MARKET: No, those two have been in bed together for years.
 GINGER: A little more of that.
 JUNE: More snarky?
 MARKET: Yes, "The adventures of Yahweh and Kapital: Now with extra snark!"
 JUNE: No, I am not writing to please some target market segment.
 GINGER: It could be everything you've ever wanted.
 MARKET: It's tempting, isn't it?
 JUNE: Yes, no. You know what? You are Satan. You are trying to tempt to me.
 GINGER: Me, Satan? I'm just in business.

(sings "It's Just Business")

It's just business, oh that's what I say,
 To justify myself and get me through the day.

It's just business, I'm not such a jerk,
 It's really not my fault that that's the way things work.

Caveat emptor and dog eat dog,
 Some barely make it - I live high on the hog.

It's just business, makes the world go round,
 It's not perfect, it's the best way we've found.
 It's just business, it's the best way we've found!

(Ginger joins Yahweh and Kapital.)

YAHWEH: Satan!
 KAPITAL: Old buddy! How are you doing?
 GINGER: I can't complain. Things are always busy in the temptation game. Especially with the wealth you've created, Kappie. Kudos for that.
 YAHWEH: It's been too long, how come we don't hang out anymore?
 GINGER: You were pretty mad at me after that whole Job thing.
 YAHWEH: Right, you tempted me.
 GINGER: And you gave in to temptation and ruined Job's life. That was some fun, wasn't it? I got you to take away his wealth - no offense Kappie - his family, his health. Oh, those were good times.
 YAHWEH: I'm remembering now why we don't hang out anymore.
 GINGER: I couldn't help overhearing you earlier. You know, Kappie if you invest in those poor people that Yahweh was talking about, you just might find that you can do well by doing good. If you can get them over the malnutrition and disease, they will be much more likely to become productive members of

society and make more money, generate more capital if you know what I mean.

KAPITAL: Are you talking about Growth?

GINGER: But good growth, growth where it's most needed.

(Market enters.)

MARKET: I heard that. If there is going to be growth, it's coming from me. I don't care that you are Satan, you are not horning in on my trade.

GINGER: No, you misunderstand me, Markie. I don't want to horn in on your territory. I want to create more territory for you to sell growth in.

MARKET: Now, that is tempting

YAHWEH: Well played.

KAPITAL: I could have growth and do good? That would be okay, wouldn't it?

(June joins the gods.)

JUNE: Do you hear yourselves? You're an addict Kappie! Do you think you can become just a casual user?

MARKET: Oh come on, a little growth never hurt anyone. You liked it when things were going well for you. Yahweh even likes some growth.

GINGER: It makes the world go round – there's nothing wrong with seeking a little growth. Everything grows, the flowers in the field grow, the animals in the jungle grow, even the mountains grew.

JUNE: Less bad is not good.

GINGER: What does that mean?

JUNE: I don't know.

MARKET: I've got some G with me – how about a little celebration?

JUNE: Kappie, no – don't do it!

GINGER: But it's good g, isn't it Markie?

MARKET: Yahweh?

(Yahweh snorts a line of G. June tries to stop Kappie from doing some G and gets knocked down by Ginger. Market stands with one foot holding down June.)

MARKET: Kappie? Satan?

(Kappie and Ginger do some G and then Market does as well.)

KAPPIE: Oh, that is good.

GINGER: And good for you.

YAHWEH: Are you going to let her go?

MARKET: Do you think I should?

YAHWEH: It would be nice.

KAPITAL: She's the playwright. It's really up to her.

(Kapital, Market, Yahweh, and Ginger stare at June. Pause.)

GINGER: I know a nice little bar, just around the corner from here. What do you say?

KAPITAL & YAHWEH & MARKET: Sounds great. *(and/or other phrases of agreement.)*

(Kapital, Market, Yahweh, and Ginger exit. June slowly gets up and stares at where the characters exited. June exits in the opposite direction.)

About the Author(s)

Steve Taylor is an associate professor in the School of Business at the Worcester Polytechnic Institute (WPI) in Worcester, Massachusetts, USA. His research focuses on the aesthetics of organizational action and reflective practice. Recently his academic work has focused on theorizing what business can learn from the arts and management as craft. He is the author of the book *Leadership Craft, Leadership Art*. Steve is also a playwright whose work has been performed in England, France, Poland, Canada, Denmark, New Zealand, Italy, Australia, and the USA.

Claus Springborg is PhD student at Cranfield School of Management with supervisor Donna Ladkin. His research interests include art-based methods in management education, embodied cognition, and creation of contemporary art. His research on teaching and learning is deeply influenced by his personal background as student, teacher, and practitioner of dance, music, and meditation.