

# PRUE SALTER

- ▶ ACCREDITED INVESTMENT MANAGEMENT STANDARD & INVESTMENT LOGIC MAPPING FACILITATOR
- ▶ ACCREDITED GATEWAY REVIEWER
- ▶ ACCREDITED TRAINING AND ASSESSMENT FACILITATOR

*Managing Director, Salter Hill Group (SHG)*



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## ABOUT SHG

Established in 2009, the Salter Hill Group is a boutique management consultancy that shapes its services around agility and innovation. We focus on delivering tailored solutions that empower teams and set them up for success. A preferred supplier to government, non-profit and corporate clients for over a decade, SHG has enviable network and broad service experience to offer prospective clients.

### SHG has:

- a depth and breadth of experience and insight in public policy development and budget strategy across government and non-profit organisations
- an excellent appreciation of stakeholder interests and concerns, built on detailed analysis and years of experience working in government contexts
- a passion for unpacking and understanding the stories behind policy problems and developing powerful responses that derive long term value for government and the community.

## FACILITATOR PROFILE

Prue is co-founder and Managing Director of the Salter Hill Group. With a background in public policy and political science, Prue is a government specialist having performed key advisory roles across government over the last 17 years. Prue is a former senior executive in the Victorian Government and has held roles in the portfolios of Health and Human Services, Treasury and Finance, Education and Training, Environment and the Parliament of Victoria.

A key focus of her work has been on establishing high performance cultures by embedding practices that incentivise robust problem solving; no surprises implementation planning; accurate, real-time monitoring; and informed risk management.

Prue's understanding and experience of policy development and the budget process is advanced. Having held roles in central and line agencies, ministerial offices and the private sector; she has experienced and influenced policy and budgets from all perspectives, providing her with a unique and comprehensive understanding of how to design policy that will have impact and build investment cases that will be supported.

She has been involved in the delivery of numerous Victorian State Budgets, managed the Expenditure Review Committee process, led departmental submission review processes, been key advisor to ministers on major infrastructure and economic stimulus projects and through her work at SHG has undertaken numerous policy and program reviews, evaluations and policy and service design projects, and has routinely advised departments on business case development and budget strategy.

## ILM FACILITATOR APPROACH

As an experienced facilitator and committed problem solver, Prue works hand in hand with organisations to develop problem solutions and policy responses that will deliver impact and outcomes over the longer term.

Prue is passionate about the ILM methodology and invested in supporting organisations to thoughtfully interrogate problems to drive innovation and derive long lasting value from the workshops and ILM products. Her approach to problem solving is pragmatic, evidence based and bedded in an advanced understanding of government policy contexts.

Prue delivers engaging and interactive workshops. She is adept at managing complex dynamics, and boasts an agility that enables her to deliver outcomes even under the most challenging or unpredictable conditions.

Whilst experienced working with government clients, Prue has also successfully employed the methodology to non-profit, corporate and sport based contexts.

## INDICATIVE COST

Prue will work with you to define your needs and develop a bespoke solution to maximise value to your organisation. Indicative costs for each ILM workshop are **\$2,200 (incl. GST)** including preparation and production of outputs and documentation as per the ILM standard. Package rates for multiple workshops can be negotiated. Prue is available to facilitate sessions across Australia and New Zealand.

SHG has also designed a suite of workshops (see below) to supplement the ILM process and support policy makers across all stages of policy and business case development, from problem identification to business case submission.

Contact Prue to discuss the best package for your needs.

WORKSHOP	OUTCOMES	POLICY CYCLE STAGE
<b>Concept accelerator</b>	<ul style="list-style-type: none"> <li>✓ Turn the Minister's policy idea into a robust policy proposal</li> <li>✓ Develop policy options in response to an identified problem for presentation to ministers &amp; senior bureaucrats</li> </ul>	<ul style="list-style-type: none"> <li>✓ Pre-budget</li> <li>✓ Pre-election</li> <li>✓ Rapid problem response</li> </ul>
<b>Proposal shark tank</b>	<ul style="list-style-type: none"> <li>✓ Rapid review of proposal merits</li> <li>✓ Internal (team, division, organisation) proposal prioritisation</li> <li>✓ Develop a cohesive investment story and persuasive package of proposals to submit for government consideration</li> </ul>	<ul style="list-style-type: none"> <li>✓ Pre-budget</li> <li>✓ Prior to or following, Departmental Investment Conferences or prioritisation processes</li> <li>✓ Prior to DTF/DPC submission consideration</li> </ul>
<b>Business case boot camp</b>	<ul style="list-style-type: none"> <li>✓ Put your business case or budget submission through our boot camp to strengthen the policy story, enhance persuasiveness and strengthen the case for investment</li> </ul>	<ul style="list-style-type: none"> <li>✓ Pre-budget</li> <li>✓ Prior to budget submissions being lodged (first or final submission)</li> </ul>
<b>De-mystifying decision making and the Budget</b>	<ul style="list-style-type: none"> <li>✓ Build your team's knowledge of how government decision making works</li> <li>✓ Equip your team to more thoughtfully interrogate policy problems and design responses that are outcomes focused, value adding, effective and impactful over the longer term</li> <li>✓ Empower and enable your team to develop targeted, persuasive, and powerful cases for investment</li> </ul>	All