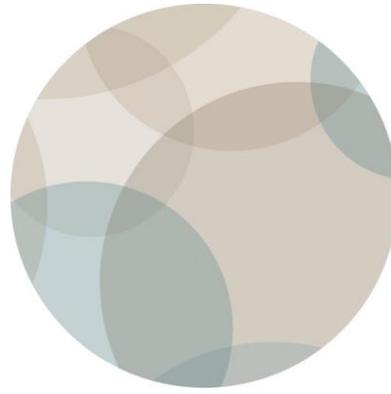


“He is a true fugitive who flies from reason.” - Marcus Aurelius



Investment Logic Mapping - facilitation

A STRUCTURED APPROACH TO DECISION-MAKING

Investment Logic Mapping (ILM) facilitates your thinking about investments. It's a simple approach that helps determine whether or not you have a compelling case for change. The result is a clearly articulated investment story depicted on a single page – an Investment Logic Map.

HOW IT WORKS

ILM brings the senior executive responsible for an investment and key senior stakeholders together for a series of informed discussions.

These discussions comprise a series of structured, facilitated two-hour workshops. The first of these is about defining the problem. Simple investments may not require any further workshops but more complex investments may require a workshop dedicated to each of the four steps: problem definition, benefits definition, strategic responses and solution

WHEN TO USE AN ILM

- Anytime you are considering a significant investment in business change
- When you think you are being presented with a solution trying to find a problem
- ILM is mandatory for high cost or high risk investments in the public sector

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For a successful outcome be clear about what you're investing in - and why

Doing the right thinking early in your decision-making process will lead to better investment decisions. It will help you clarify the underlying business problem you are trying to solve, the benefits you expect and your strategic responses before you even think about solutions.

Traditional approaches to investment decision making tend to focus on building the case for change around a particular solution. This often leads to poor outcomes. The problem persists or you end up investing in something without a clear business need and consuming resources that would be better used elsewhere.

ARRIVE AT A ROBUST DECISION MORE QUICKLY

Investment Logic Mapping (ILM) can be used to guide the decision making process for any investment regardless of scale. The process will:

- Reveal a bad idea early
- Identify if there is a compelling case for change
- Tell the investment story in a way that all stakeholders can understand

WHAT YOU WILL COME AWAY WITH

The ILM process will give your organisation confidence that:

- There is a real problem that needs to be addressed
- The benefits of addressing the problem are compelling
- The way you plan to address the problem is both strategic and innovative

OUR FACILITATORS

Our facilitators are accredited by the Department of Treasury and Finance, Victoria, AU. Accreditation includes a requirement to follow a code of practice. For more information see the Department of Treasury and Finance Victoria website at www.dtf.vic.gov (look under 'Investment Management')