



**Australian Government**

# **FNS51522 Diploma of Credit Management**

**Release 1**

# FNS51522 Diploma of Credit Management

## Modification History

Release	Comments
Release 1	<p>This version first released with the FNS Financial Services Training Package Version 8.0.</p> <p>Supersedes and is equivalent to FNS51520 Diploma of Credit Management.</p>

## Qualification Description

This qualification reflects roles in a range of financial services and other industry enterprises requiring well-developed skills and a broad knowledge base of the credit-management sector. Individuals in these roles have autonomy in performing technical operations, apply solutions to a range of often complex problems, and analyse and evaluate information from a variety of sources. They apply initiative to plan, coordinate and evaluate their own work and provide guidance to others.

### Licensing, legislative, regulatory or certification considerations

Work functions in the occupational areas where this qualification is used may be subject to regulatory requirements. Refer to the relevant regulator for specific guidance on requirements.

## Entry Requirements

Nil

## Packaging Rules

**Total number of units = 12 7 core units plus 5 elective units**, of which:

- at least 3 must be from the elective units listed below
- up to 2 may be from the remaining listed elective units or any currently endorsed Certificate IV or above training package qualification or accredited course.

Elective units must be relevant to the work environment and the qualification, maintain the overall integrity of the AQF alignment, not duplicate the outcome of another unit chosen for the qualification, and contribute to a valid industry-supported vocational outcome.

### Core units

BSBOPS504 Manage business risk

FNSCRD511 Respond to personal insolvency situations

FNSCRD514 Identify and manage credit risk

FNSCRD515 Respond to corporate insolvency situations\*

FNSINC411 Conduct work according to professional practices in the financial services industry

FNSORG411 Conduct individual work within a compliance framework

FNSORG512 Develop, implement and monitor policy and procedures

### **Elective units**

#### **Business ethics and management**

BSBSUS511 Develop workplace policies and procedures for sustainability

FNSINC513 Identify and apply complex ethical decision making to workplace situations

FNSINC514 Apply ethical frameworks and principles to make and act upon decisions

FNSORG507 Manage client service and business information

FNSRSK611 Develop and implement risk mitigation plan

#### **Debt collection**

FNSCRD404 Utilise the legal process to recover outstanding debt

FNSCRD415 Manage overdue customer accounts

FNSCRD502 Manage factoring and invoice discounting arrangements

FNSMCA413 Identify and manage individuals experiencing hardship

#### **Loan assessment**

FNSBNK512 Assess complex loans

FNSCRD513 Promote client understanding of the role and effective use of consumer credit

FNSCUS504 Manage premium customer relationships

#### **General**

BSBAUD412 Work within compliance frameworks

BSBMM511 Communicate with influence

BSBCNV614 Apply principles of trust accounting

BSBCRT511 Develop critical thinking in others

BSBLDR414 Lead team effectiveness

BSBLDR522 Manage people performance

BSBLDR601 Lead and manage organisational change

BSBLDR602 Provide leadership across the organisation

BSBOPS505 Manage organisational customer service

BSBOPS601 Develop and implement business plans

BSBPEF501 Manage personal and professional development

FNSCUS515 Determine client financial requirements and expectations

FNSORG614 Establish and manage outsourced services

\*Note the following prerequisite unit requirements.

UNIT IN THIS QUALIFICATION	PREREQUISITE UNIT
FNSCRD515 Respond to corporate insolvency situations	<ul style="list-style-type: none"><li data-bbox="798 309 1289 376">• FNSCRD511 Respond to personal insolvency situations</li></ul>

## Qualification Mapping Information

Supersedes and is equivalent to FNS51520 Diploma of Credit Management.

## Links

Companion Volume Implementation Guide is found on VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe>