

Qualification details



FNS40815 - Certificate IV in Finance and Mortgage Broking

Summary

Releases:	Release	Status	Release date
	2	Current	2015/04/22
	1	Replaced	2015/03/25

Usage recommendation: **Superseded**

Mapping:	Mapping	Notes	Date
	Is superseded by FNS40820 - Certificate IV in Finance and Mortgage Broking		2021/02/02
	Supersedes and is equivalent to FNS40811 - Certificate IV in Finance and Mortgage Broking	Updated to meet Standards for Training Packages.	2015/03/25

Training packages that include this qualification

Code	Title	Release
FNS	Financial Services Training Package	1.1 - 5.0

Units of competency

Code	Title	Essential
BSBCUS301	Deliver and monitor a service to customers	Elective
BSBITU306	Design and produce business documents	Core
BSBWOR501	Manage personal work priorities and professional development	Elective
FNSASIC301	Establish client relationship and analyse needs	Elective
FNSASIC302	Develop, present and negotiate client solutions	Elective
FNSCRD301	Process applications for credit	Core
FNSCUS501	Develop and nurture relationships with clients, other professionals and third party referrers	Elective
FNSFMB401	Prepare loan application on behalf of finance or mortgage broking clients	Core
FNSFMB402	Identify client needs for broking services	Core
FNSFMB403	Present broking options to client	Core
FNSFMB501	Settle applications and loan arrangements in the finance and mortgage broking industry	Elective
FNSFMK505	Comply with financial services regulation and industry codes of practice	Core
FNSINC401	Apply principles of professional practice to work in the financial services industry	Core
FNSINC402	Develop and maintain in-depth knowledge of products and services used by an organisation or sector	Core
FNSSAM403	Prospect for new clients	Elective

Classifications

Scheme	Code	Name
ANZSCO Identifier	222112	Finance Broker
ASCED Qualification/Course Field of Education Identifier	0811	Banking, Finance And Related Fields
Qualification/Course Level of Education Identifier	511	Certificate IV
Taxonomy - Industry Sector	N/A	Financial Services, Broking
Taxonomy - Occupation	N/A	Finance Broker, Mortgage Broker

Classifications history

Scheme	Code	Name	Start date	End date
ANZSCO Identifier	222112	Finance Broker	2015/07/30	
ASCED Qualification/Course Field of Education Identifier	0811	Banking, Finance And Related Fields	2015/07/30	
Qualification/Course Level of Education Identifier	511	Certificate IV	2015/03/25	