



Australian Government

FNS41715 Certificate IV in Insurance Broking

Release 2

FNS41715 Certificate IV in Insurance Broking

Modification History

Release	Comments
Release 2	This version released with FNS Financial Services Training Package version 1.1 Release 2 created to correct typographical error
Release 1	This qualification first released with FNS Financial Services Training Package version 1.0

Qualification Description

This qualification is for insurance brokers who provide advice and services to clients. They may also have a role in providing specialist advice, and supervision or training to others in the brokerage. Individuals in these roles apply specialist knowledge and skills to work autonomously and exercise judgement in completing routine and non-routine activities and to analyse and evaluate information from a variety of relevant sources

Licensing/Regulatory Information

Work functions in the occupational areas where this qualification may be used are subject to regulatory requirements. Refer to the FNS Implementation Guide Companion Volume or the relevant regulator for specific guidance on requirements.

Entry Requirements

Nil.

Packaging Rules

Total number of units = 12

4 core units plus

8 elective units

The elective units consist of:

- 6 from the electives below.

Of the remaining 2 units:

- 2 may be from the electives
- 2 may be from a Certificate IV or Diploma in any endorsed training package or accredited course.

The elective units chosen must be relevant to the work outcome and meet local industry needs.

Core Units

FNSIBK401 Research, analyse and report information in insurance broking

FNSIBK405 Meet industry and legislative guidelines and organisational procedures relating to insurance broking

FNSIBK406 Deliver professional insurance broking services

FNSINC301 Work effectively in the financial services industry

Elective Units

ASIC Tier 2 personal advice

FNSASIC304 Provide Tier 2 general advice in general insurance*

FNSASIC305 Provide Tier 2 personal advice in general insurance*

Communication

FNSCUS401 Participate in negotiations

FNSCUS402 Resolve disputes

BSBCMM401 Make a presentation

Customer Service

BSBCUS401 Coordinate implementation of customer service strategies

BSBCUS403 Implement customer service standards

FNSCUS403 Deliver a professional service to customers

Workers' Compensation Insurance

FNSPIM303 Work within the personal injury management sector

FNSPIM304 Assess and determine ongoing entitlements

FNSPIM406 Develop and maintain knowledge of personal injury management insurance

FNSPIM403 Educate clients on personal injury management issues

FNSPIM409 Maintain customer relationship

Risk management

BSBWHS404 Contribute to WHS hazard identification, risk assessment and risk control

FNSISV403 Survey potential risk exposure

FNSRSK502 Assess risks

Team and/or organisation

BSBMGT401 Show leadership in the workplace

BSBMGT402 Implement operational plan

BSBSMB407 Manage a small team

BSBWOR404 Develop work priorities

*Those who wish to meet ASIC Tier 2 personal advice in general insurance should include both elective units:

FNSASIC304 Provide Tier 2 general advice in general insurance; and

FNSASIC305 Provide Tier 2 personal advice in general insurance.

Qualification Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FNS41715 Certificate IV in Insurance Broking	FNS41710 Certificate IV in Insurance Broking	Updated to meet Standards for Training Packages. Significant changes to packaging rules.	No equivalent qualification

Links

Companion volumes are available from the IBSA website:

<http://www.ibsa.org.au/companion_volumes> - http://www.ibsa.org.au/companion_volumes