



Australian Government

FNS50320 Diploma of Finance and Mortgage Broking Management

Release 1

FNS50320 Diploma of Finance and Mortgage Broking Management

Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 6.0.

Qualification Description

This qualification reflects management roles in finance and mortgage broking where work is undertaken independently, through an aggregator, or involves managing a workplace team. At this level individuals are expected to apply theoretical knowledge and specialised skills in a range of situations and display initiative and judgement in completing activities. They have autonomy in performing complex technical operations and may be responsible for the work of others within broad but generally well-defined parameters.

Licensing, legislative, regulatory or certification considerations

Work functions in the occupational areas where this qualification may be used are subject to regulatory requirements. Relevant regulatory authorities should be consulted to confirm those requirements before applying the qualification.

Entry Requirements

Nil

Packaging Rules

Total number of units = 15

10 core units plus

5 elective units, of which:

- at least 3 must be from the electives listed below
- up to 2 may be from elsewhere in this or any other currently endorsed Diploma 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

FNSCUS511 Develop and maintain professional relationships in financial services industry

FNSFMB411 Prepare loan applications on behalf of clients

FNSFMB412 Identify client needs and present broking options

FNSFMB512 Identify and develop credit options for clients with special financial circumstances

FNSFMB513 Present broking options to client with special financial circumstances

FNSFMB514 Implement complex loan structures

FNSFMK515 Comply with financial services regulation and industry codes of practice

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

FNSINC504 Apply ethical frameworks and principles to make and act upon decisions

FNSRSK511 Undertake risk identification

Elective units

BSBESB404 Market new business ventures

BSBHRM413 Support the learning and development of teams and individuals

BSBINS402 Coordinate workplace information systems

BSBLDR414 Lead team effectiveness

BSBLDR523 Lead and manage effective workplace relationships

BSBLDR602 Provide leadership across the organisation

BSBOPS502 Manage business operational plans

BSBOPS505 Manage organisational customer service

BSBSUS511 Develop workplace policies and procedures for sustainability

FNSFMB511 Implement credit contracts in preparation for settlement

FNSINC412 Apply and maintain knowledge of financial products and services

FNSINC503 Identify situations requiring complex ethical decision making

FNSORG512 Develop, implement and monitor policy and procedures

FNSPRM611 Monitor and review organisational system compliance with legislation and regulations

FNSPRM612 Improve business of financial practices

FNSPRM613 Grow financial practices

FNSRSK512 Assess risks

FNSRSK612 Determine and manage risk exposure strategies

Qualification Mapping Information

No equivalent qualification. Supersedes and is not equivalent to FNS50315 Diploma of Finance and Mortgage Broking Management.

Links

Companion Volume Implementation Guide is found on VETNet -

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