



Australian Government

FNS51815 Diploma of Financial Services

Release 4

FNS51815 Diploma of Financial Services

Modification History

Release	Comments
Release 4	This version released with FNS Financial Services Training Package version 3.0 Release 4 created to update elective unit list
Release 3	This version released with FNS Financial Services Training Package version 2.0 Release 3 created to correct typographical error
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 designed to provide a general purpose pathway into the financial services industries. It is also intended to provide an effective development option for those candidates for whom the specialist qualification pathways in the Financial Services Training Package are not yet appropriate. Individuals in these roles 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 or teams within defined guidelines.

Licensing/Regulatory Information

No licensing or certification requirements apply to this qualification at the time of publication. However, some units will specify relevant licensing, legislative and/or regulatory requirements that impact on the unit. Refer to the FNS Implementation Guide Companion Volume for guidance on requirements.

Entry Requirements

Nil.

Packaging Rules

Total number of units = 10

1 core units plus

9 elective units

The elective units consist of:

- 7 from the electives below or any Diploma qualification in the FNS Financial Services Training Package (5 units must have FNS code).

Of the remaining 2 units:

- up to 2 may be from the electives
- up to 2 may be from a Certificate IV, Diploma or Advanced Diploma qualification in any currently endorsed training package or accredited course.

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

Note: Where the packaging of this qualification meets the rules of a specialist qualification at this level, then the specialist qualification and not the generic qualification must be awarded. This includes where applicable, any entry requirements.

Core Units

FNSINC401 Apply principles of professional practice to work in the financial services industry

Elective Units

Group A

Financial services

FNSBNK501 Manage banking and service strategy for small business customers

FNSBNK502 Manage services in a Business Transaction Centre

FNSBNK503 Provide business advisory services within a financial services context

FNSCRD503 Promote understanding of the role and effective use of consumer credit

FNSCRD504 Manage the credit relationship

FNSCRD505 Respond to corporate insolvency situations

FNSCUS502 Monitor client requirements

- FNSCUS503 Review business performance
- FNSCUS504 Manage premium customer relationships
- FNSCUS505 Determine client requirements and expectations
- FNSCUS506 Record and implement client instructions
- FNSFLT501 Assist customers to budget and manage own finances
- FNSFLT502 Facilitate customer awareness of the Australian financial system and markets
- FNSFLT503 Promote basic financial literacy skills
- FNSFLT504 Facilitate customer understanding of personal financial statements
- FNSFLT505 Facilitate customer or employee understanding of superannuation as an investment tool
- FNSFMK501 Analyse financial markets and information
- FNSFMK505 Comply with financial services legislation and industry codes of practice
- FNSFMK509 Process transaction documentation
- FNSFMK510 Prepare trading strategies for clients
- FNSIAD501 Provide appropriate services, advice and products to clients
- FNSIAD502 Provide appropriate and timely information and advice to clients
- FNSINC402 Develop and maintain in-depth knowledge of products and services used by an organisation or sector
- FNSINC501 Conduct product research to support recommendations
- FNSINC503 Identify situations requiring complex ethical decision making
- FNSINC504 Apply ethical frameworks and principles to make and act upon decisions
- FNSORG501 Develop and manage a budget
- FNSORG502 Develop and monitor policy and procedures
- FNSORG503 Develop a resource plan
- FNSORG504 Monitor and supervise work practices to meet financial services regulatory requirements
- FNSORG505 Prepare financial reports to meet statutory requirements
- FNSORG506 Prepare financial forecasts and projections
- FNSORG507 Manage client service and business information
- FNSORG508 Analyse and comment on management reports
- FNSRSK501 Undertake risk identification
- FNSRSK502 Assess risks
- FNSRSK601 Develop and implement risk mitigation plan
- FNSSAM501 Apply advanced selling techniques to selling of financial products and services
- FNSSAM502 Assess market needs

FNSSAM503 Monitor market opportunities

Group B**Imported units**

- BSBCNV501 Take instructions in relation to a transaction
- BSBCNV502 Read and interpret a legal document and provide advice
- BSBCNV503 Analyse and interpret legal requirements for a transaction
- BSBCOM501 Identify and interpret compliance requirements
- BSBCOM503 Develop processes for the management of breaches in compliance requirements
- BSBCUS501 Manage a quality customer service
- BSBHRM506 Manage recruitment selection and induction processes
- BSBINN502 Build and sustain an innovative work environment
- BSBLEG513 Apply legal principles in corporations law matters
- BSBMKG501 Identify and evaluate marketing opportunities
- BSBMGT502 Manage people performance
- BSBMGT516 Facilitate continuous improvement
- BSBMGT517 Manage operational plan
- BSBSLS502 Lead and manage a sales team
- BSBPMG521 Manage project integration
- BSBPMG517 Manage project risk
- BSBPMG522 Undertake project work
- BSBSUS501 Develop workplace policy and procedures for sustainability
- BSBWHS507 Contribute to managing WHS information systems
- BSBWHS503 Contribute to the systematic management of WHS risk
- BSBWHS504 Manage WHS risks
- BSBWOR501 Manage personal work priorities and professional development

Qualification Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FNS51815 Diploma of Financial Services (Release 4)	FNS51815 Diploma of Financial Services (Release 3)	Updates to unit elective list	Equivalent qualification

Code and title current version	Code and title previous version	Comments	Equivalence status

Links

Companion Volume implementation guides are found in VETNet -
<https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe>