



**Australian Government**

# **FNSCRD402 Establish and maintain appropriate security**

**Release: 1**

## FNSCRD402 Establish and maintain appropriate security

### Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 1.0.

### Application

This unit describes the skills and knowledge required to determine and implement appropriate security options in relation to individual customers to protect the organisation against loss and exposure.

It applies to individuals who may use a range of specialised techniques and strategies to manage their work outcomes.

Work functions in the occupational areas where this unit 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.

### Unit Sector

Credit management

### Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Assess requirement for security	1.1 Undertake risk analysis of credit applications in accordance with organisational credit policy and guidelines to determine requirements for security 1.2 Determine customers' level of risk and identify security requirements
2. Identify available security options and suitability of available securities	2.1 Explain requirements for security to customers, considering any special needs of customers 2.2 Identify range of securities available and determine which are appropriate to type of credit facility 2.3 Negotiate with customers to determine security arrangements

<b>ELEMENT</b>	<b>PERFORMANCE CRITERIA</b>
	as required within organisational guidelines
3. Apply appropriate security	3.1 Analyse assets and conduct valuations to confirm value of security 3.2 Register security interest in accordance with legislative requirements
4. Monitor and review effectiveness of security arrangement	4.1 Maintain knowledge of current conditions in market and keep updated on any changes in organisation's credit policy and guidelines 4.2 Monitor customer accounts to confirm appropriateness of security arrangements 4.3 Amend security arrangement documentation to reflect changes in customers' relationships or circumstances where necessary

## Foundation Skills

*This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.*

<b>Skill</b>	<b>Performance Criteria</b>	<b>Description</b>
Reading	1.1, 2.2, 3.1, 4.1 , 4.2	<ul style="list-style-type: none"> <li>Analyses and interprets relevant legislative and regulatory information to establish requirements and identifies and assesses risk from analysis of a range of documents containing textual and numerical information</li> </ul>
Writing	3.1, 3.2, 4.2, 4.3	<ul style="list-style-type: none"> <li>Selects appropriate linguistic structures and text required to establish a customer profile, clarify options, detail service requirements and obligations, and register and amend relevant documentation in compliance with organisational and regulatory requirements</li> </ul>
Oral Communication	2.1, 2.3	<ul style="list-style-type: none"> <li>Participates effectively in interactions using well developed strategies to elicit facts, exchange relevant information and negotiate satisfactory outcomes for internal and external stakeholders</li> </ul>
Numeracy	1.1, 1.2, 2.1, 2.2, 3.2, 4.1	<ul style="list-style-type: none"> <li>Interprets and analyses numerically expressed information from a range of sources to identify appropriate security, performs calculations to establish value and monitors security arrangements to prevent</li> </ul>

		loss
Navigate the world of work	1.1, 1.2, 3.1, 3.2	<ul style="list-style-type: none"> <li>• Accepts responsibility and ownership for the task and makes decisions on completion parameters and the need for coordination with others</li> <li>• Takes personal responsibility for following explicit and implicit policies, procedures and legislative requirements</li> <li>• Identifies and acts on issues that contravene relevant policies, procedures and legal requirements</li> </ul>
Interact with others	2.3, 3.1, 3.2	<ul style="list-style-type: none"> <li>• Uses a range of strategies and reads verbal and non-verbal signals to establish a sense of connection and build rapport with customers</li> <li>• Recognises and accommodates the basic differences and priorities of others</li> </ul>
Get the work done	1.1, 2.2, 3.2, 4.1, 4.2	<ul style="list-style-type: none"> <li>• Makes routine decisions and implements standard procedures for routine tasks, using formal decision-making processes for more complex and non-routine situations</li> <li>• Takes responsibility for planning, sequencing and prioritising tasks and own workload for efficiency and effective outcomes</li> <li>• Uses the main features and functions of digital tools to complete work tasks</li> </ul>

## Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FNSCRD402 Establish and maintain appropriate security	FNSCRD402A Establish and maintain appropriate securitisation	Updated to meet Standards for Training Packages  Title change Rewording of performance criteria for clarification	Equivalent unit

## Links

Companion Volume implementation guides are found in VETNet -

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

