Australian Government

FNSCRD412 Establish and maintain appropriate security options for credit facilities

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with the FNS Financial Services Training Package Version 8.0. Supersedes and is equivalent to FNSCRD402 Establish and maintain appropriate security.

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.

The unit applies to individuals who 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. Users are advised to check with the relevant state and territory regulatory authorities to confirm those requirements.

Unit Sector

Credit management

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
Elements describe the essential outcomes.	*Performance criteria describe the performance needed to demonstrate achievement of the element.*
1. Assess and communicate security requirements	1.1 Undertake risk analysis of credit applications according to organisational credit policies and guidelines 1.2 Determine customer risk level and identify security requirements 1.3 Explain security requirements to customers, considering any special needs of customers
2. Identify available security options and	2.1 Identify range of securities available and determine which are

ELEMENT	PERFORMANCE CRITERIA
suitability of available securities	required for type of credit facility 2.2 Determine customer security arrangements as required within organisational guidelines
3. Apply appropriate security	3.1 Confirm value of security through asset analysis and valuation 3.2 Register security interest according to legislative requirements
4. Monitor and review effectiveness of security arrangement	4.1 Maintain knowledge of market conditions according to organisation's credit policies and guidelines 4.2 Monitor customer accounts and determine appropriateness of security arrangements 4.3 Amend security arrangement documentation to reflect changes in customers' relationships or circumstances as required

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential to performance but not explicit in the performance criteria.

SKILL	DESCRIPTION
Numeracy	• Interprets and analyses numerically expressed information from different sources • Performs calculations that establish value and monitor security arrangements
Oral communication	• Elicits facts, exchanges information and negotiates satisfactory outcomes using well-developed strategies
Reading	• Establishes requirements through analysing and interpreting relevant legislative and regulatory information • Identifies and assesses risk from analysis of different documents containing textual and numerical information
Writing	• 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
Technology	• Completes work tasks and provides information using the main features and functions of organisation-supported digital tools

Unit Mapping Information

Supersedes and is equivalent to FNSCRD402 Establish and maintain appropriate security.

Links

Companion Volume Implementation Guide is found on VETNet - https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe