



**Australian Government**

# **FNSFMK502 Analyse financial market products for client**

**Release: 1**

## FNSFMK502 Analyse financial market products for client

### 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 conduct analysis of financial market products to meet the specific requirements and expectations of clients.

It applies to individuals who use up-to-date specialised knowledge and analytical and problem-solving skills to provide customised solutions.

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

Financial markets

### 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. Conduct analysis of financial market products | 1.1 Analyse information provided on client's investment objectives<br>1.2 Identify a range of appropriate financial markets products that meet client's objectives and investment strategy<br>1.3 Source and assess information relevant to the range of available financial products for currency and accuracy<br>1.4 Seek specialist advice if required for complex investment strategies<br>1.5 Apply appropriate analytical techniques and processes to identify facts, issues and patterns, interrelationships and trends<br>1.6 Accurately analyse trends to provide meaningful information on performance of financial products and markets |

| ELEMENT  | PERFORMANCE CRITERIA  |
|--|---|
|  | 1.7 Conduct risk assessment of possible financial strategies and products identified through research and analysis processes  |
| 2. Provide information to inform decision making | <p>2.1 Collate and review analyses to ensure accuracy and thoroughness, and present in an appropriate format, style and structure</p> <p>2.2 Outline how financial market products meet client investment objectives and planned investment strategy</p> <p>2.3 Ensure suggested products meet relevant legislative, industry and organisational requirements</p> |

## Foundation Skills

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

| Skill                      | Performance Criteria  | Description   |
|----------------------------|-----------------------|---|
| Reading                    | 1.1-1.3, 1.5-1.7, 2.1 | <ul style="list-style-type: none"> <li>Researches and evaluates complex textual and numerical information and financial data from a range of sources to determine requirements and complete necessary actions</li> </ul>  |
| Writing                    | 2.1, 2.2              | <ul style="list-style-type: none"> <li>Uses accurate language, terminology and concepts to convey and confirm explicit information and requirements</li> <li>Prepares logically structured documents using appropriate format and style for the audience and purpose</li> </ul>                                     |
| Oral Communication         | 1.4, 2.2              | <ul style="list-style-type: none"> <li>Participates in verbal exchanges using active listening and questioning skills and clear language to present and clarify complex information</li> <li>Effectively presents detailed information using language, tone and pace appropriate to audience and purpose</li> </ul> |
| Numeracy                   | 1.1-1.7, 2.1, 2.2     | <ul style="list-style-type: none"> <li>Uses comparative analysis techniques and mathematical equations to perform calculations, make comparisons and determine trends</li> </ul>  |
| Navigate the world of work | 2.3                   | <ul style="list-style-type: none"> <li>Takes responsibility for ensuring that information and suggestions to client comply with relevant legislative, industry and organisational requirements</li> </ul>   |

|                      |                   |   |
|----------------------|-------------------|---|
| Interact with others | 1.4, 2.2          | <ul style="list-style-type: none"> <li>Selects and uses appropriate conventions and protocols when liaising or sharing information with others</li> </ul>   |
| Get the work done    | 1.1-1.7, 2.1, 2.2 | <ul style="list-style-type: none"> <li>Accepts responsibility for planning and sequencing complex tasks and workload</li> <li>Applies systematic and analytical decision-making processes to make recommendations in complex and non-routine situations</li> <li>Uses the main features and functions of digital tools to complete work tasks and access information</li> </ul> |

## Unit Mapping Information

| Code and title<br>current version                         | Code and title<br>previous version                         | Comments   | Equivalence status |
|---|--|--|--------------------|
| FNSFMK502<br>Analyse financial market products for client | FNSFMK502A<br>Analyse financial market products for client | Updated to meet Standards for Training Packages<br><br>Rewritten and clarified elements and performance criteria | No equivalent unit |

## Links

Companion Volume implementation guides are found in VETNet -

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