



**Australian Government**

# **Assessment Requirements for FNSIBK601 Develop guidelines for broking services**

**Release: 1**

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## Modification History

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

## Performance Evidence

Evidence of the ability to:

- analyse and design broking services, taking account of business and legislative constraints
- create risk assessment methods and documentation, develop implementation plans and review processes
- design client management criteria and strategies to deal with contingent demands arising from client claims, risk changes and business development.

Note: If a specific volume or frequency is not stated, then evidence must be provided at least once.

## Knowledge Evidence

To complete the unit requirements safely and effectively, the individual must:

- explain analysis of relevant legislative and regulatory requirements that influence the provision of insurance broking services
- demonstrate analysis of insurance markets and products, and key trends and developments in global insurance markets
- explain evaluation of the current company or industry policy wordings and industry market position of various products and lines of business provided by the organisation
- discuss the strategies used to execute policy, procedures and/or guidelines in business practice relating to broking service provision
- discuss application of communication and information systems in design of broking services
- outline the sales and marketing principles applying to the design of broking services.

## Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the insurance broking field of work and include access to:

- common office equipment, technology, software and consumables
- organisational records
- organisational policy and procedures.

Assessors must satisfy NVR/AQTF assessor requirements.

## Links

Companion Volume implementation guides are found in VETNet -

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