



Australian Government

Department of Education, Employment and Workplace Relations

FNS51610 Diploma of Securitisation

Revision Number: 1

FNS51610 Diploma of Securitisation

Modification History

Not applicable.

Description

This qualification is designed for professionals entering the securitisation sector in specialist job roles. The Australian Securitisation Forum (ASF), an association of companies participating in the Australian securitisation industry, has delivered a specialist qualification for professionals working in the field of securitisation, *The Securitisation Professionals Program*. This FNS51610 Diploma of Securitisation will replace the *Securitisation Professionals Program*.

Pathways Information

Qualification Pathway

The primary pathway from this qualification is employment in the financial services industry securitisation sector involving job roles such as:

- issuer
- swap provider
- insurer and guarantor
- tax specialist
- auditor
- rating agent
- trustee and originator.

A further learning pathway utilising qualifications such as FNS60710 Advanced Diploma of Financial Licensing Management or study in relevant higher education programs would support career progression.

Learners should establish relevant qualifications and any credit arrangements that may apply in order to make appropriate elective choices in this qualification.

Licensing/Regulatory Information

Not applicable.

Entry Requirements

Not applicable.

Employability Skills Summary

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY	
Employability Skill	Industry/enterprise requirements for this qualification include:
Communication	<ul style="list-style-type: none"> • assisting clients to identify financial goals and priorities and assessing their current financial situation • developing and writing reports to specifications • interpreting clients' requirements and tailoring financial plans to meet their needs • negotiating solutions with clients • questioning, listening and clarifying client's requirements • using excellent customer service skills and maintaining an ongoing relationship with clients
Teamwork	<ul style="list-style-type: none"> • working with colleagues in professional activities • maintaining professional networks • outsourcing tasks to internal and external specialists as required
Problem solving	<ul style="list-style-type: none"> • checking the accuracy of calculations for fees and charges • conducting trend and risk analysis including product modelling • estimating, forecasting and conducting competitive comparisons • identifying and resolving inconsistencies in information • testing strategic assumptions • using modelling tools to test assumptions against a variety of scenarios
Initiative and enterprise	<ul style="list-style-type: none"> • developing administrative processes to implement financial plans • identifying ongoing service options for clients and confirming these with clients • identifying risk and managing it • proactively anticipating customer requirements and recommending products • researching alternative options for clients' needs
Planning and organising	<ul style="list-style-type: none"> • ensuring the integrity of systems, records and reporting procedures are maintained • implementing financial plans according to agreed actions, time schedule and agreed priorities • undertaking research and developing solutions such as financial plans
Self-management	<ul style="list-style-type: none"> • planning own work schedule and monitoring and evaluating own work performance • taking responsibility as required by work role and ensuring all

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

	<ul style="list-style-type: none"> organisational policies and procedures are followed • understanding and acting upon compliance implications • working ethically and complying with industry professional code of practice and legislative requirements
Learning	<ul style="list-style-type: none"> • adapting to change in technology and/or work practices • defining own work role and working within defined responsibilities • developing and maintaining personal competence • following workplace safety procedures • identifying opportunities for professional development • maintaining currency of knowledge of financial products and services • seeking expert advice as required
Technology	<ul style="list-style-type: none"> • conducting web searches, using corporate templates and financial planning software • operating computers and using word processing, spreadsheet and database skills to produce workplace documentation • using business technology to access, organise and monitor information • using research data devices and telecommunication devices and equipment

Packaging Rules**Packaging Rules**

13 units must be achieved:

9 core units

plus 4 elective units

- the required elective units of competency can be selected from the elective bank below
- A maximum of 2 electives may be selected from units aligned to another FNS10 Financial Services Training Package Diploma or Advanced Diploma qualifications
- A maximum of 2 electives may be selected from units aligned to Diploma or Advanced Diploma qualifications from another endorsed Training Package or accredited course.

Elective units must be relevant to the work outcome, local industry requirements and the qualification level.

Units selected from other Training Packages or accredited courses must not duplicate units selected from or available within the FNS10 Financial Services or BSB07 Business Services Training Packages.

Core units of competency:

- FNSFMK501A Analyse financial markets and information
- FNSFMK503A Advise clients on financial risk
- FNSFMK505A Comply with financial services legislation and industry codes of practice
- FNSFMK601A Price financial transactions
- FNSSAM603A Tailor financial products to meet customer needs
- FNSINC401A Apply principles of professional practice to work in the financial services industry
- FNSINC402A Develop and maintain in depth knowledge of products and services used by an organisation or sector
- FNSINC501A Conduct product research to support recommendations
- FNSRSK501A Undertake risk identification

Elective units of competency:

- BSBINM401A Implement workplace information system
- BSBOHS303B Contribute to OHS Hazard identification and risk assessment
- BSBSUS501A Develop workplace policy and procedures for sustainability
- FNSACC403A Make decisions in a legal context
- FNSFMK602A Hedge financial products
- FNSINC601A Apply economic principles to work in the financial services industry

NOTE Certain elective units may be required to progress to membership of relevant professional organisations. Learners should establish such requirements where they apply in order to make appropriate choices.