Australian Government

FNS40821 Certificate IV in Finance and Mortgage Broking

Release 2

FNS40821 Certificate IV in Finance and Mortgage Broking

Modification History

Release 2	This version first released with the FNS Financial Services Training Package Version 8.0.
	Native elective units of competency were updated and/or superseded. 9 units added to elective unit list.
Release 1	This version first released with FNS Financial Services Training Package Version 7.0.
	Supersedes and is equivalent to FNS40820 Certificate IV in Finance and Mortgage Broking.
	Core unit removed from qualification (FNSSAM411 Sell financial products and services) as not consistent with *Best Interests Duty for Mortgage Brokers*. Packaging rules changed, with total number of units required to complete the qualification remaining the same.

Qualification Description

This qualification reflects the role of individuals working in finance and mortgage broking. Individuals in these roles apply theoretical and technical knowledge and skills to work autonomously and exercise judgement in completing routine activities relating to mortgage and finance broking.

Licensing, legislative, regulatory or certification considerations

Work functions in the occupational areas where this qualification may be used are subject to regulatory requirements. Relevant regulatory authorities should be consulted to confirm those requirements before applying the qualification.

Entry Requirements

Nil

Packaging Rules

Total number of units = 12

7 core units plus

5 elective units, of which:

- at least 3 must be from the elective units listed below
- up to 2 may be from this qualification or any currently endorsed Certificate III or above training package qualification or accredited course.

Elective units must be relevant to the work environment and the qualification, maintain the overall integrity of the AQF alignment, not duplicate the outcome of another unit chosen for the qualification, and contribute to a valid industry-supported vocational outcome.

Core units

BSBPEF501 Manage personal and professional development

FNSCUS511 Develop and maintain professional relationships in financial services industry

FNSFMB411 Prepare loan applications on behalf of clients

FNSFMB412 Identify client needs and present broking options

FNSFMK515 Comply with financial services regulation and industry codes of practice

FNSINC411 Conduct work according to professional practices in the financial services industry

FNSINC412 Apply and maintain knowledge of financial products and services

Elective units

BSBESB401 Research and develop business plans

BSBOPS304 Deliver and monitor a service to customers

BSBOPS404 Implement customer service strategies

BSBPEF402 Develop personal work priorities

BSBTEC301 Design and produce business documents

BSBTEC302 Design and produce spreadsheets

FNSASIC311 Establish client relationship and analyse needs

FNSASIC312 Provide personal advice on non-relevant financial products

FNSCRD401 Assess credit applications

FNSCRD412 Establish and maintain appropriate security options for credit facilities

FNSCRD413 Manage and recover bad and doubtful debts

FNSCUS403 Deliver a professional service to customers

FNSFLT411 Determine financial requirements of small businesses

FNSFMB511 Implement credit contracts in preparation for settlement

FNSFMB513 Present credit options to clients with special financial circumstances

FNSINC513 Identify and apply complex ethical decision making to workplace situations

FNSINC514 Apply ethical frameworks and principles to make and act upon decisions

FNSMCA413 Identify and manage individuals experiencing hardship

FNSSAM413 Identify and provide initial information to potential new clients

FNSSAM421 Provide information on financial products and services to clients

Qualification Mapping Information

Supersedes and is equivalent to FNS40820 Certificate IV in Finance and Mortgage Broking.

Links

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