



**Australian Government**

# **FNS50322 Diploma of Finance and Mortgage Broking Management**

**Release 1**

# FNS50322 Diploma of Finance and Mortgage Broking Management

## 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 FNS50320 Diploma of Finance and Mortgage Broking Management.

## Qualification Description

This qualification reflects management roles in finance and mortgage broking where work is undertaken independently, through an aggregator, or involves managing a workplace team. At this level individuals are expected to apply theoretical knowledge and specialised skills in a range of situations and display initiative and judgement in completing activities. They have autonomy in performing complex technical operations and may be responsible for the work of others within broad but generally well-defined parameters.

Licensing, legislative, regulatory or certification considerations

Work functions in the occupational areas where this qualification may be used are subject to regulatory requirements. Refer to the relevant regulator for specific guidance on requirements.

## Entry Requirements

Nil

## Packaging Rules

**Total number of units = 15**

**10 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 other currently endorsed Certificate IV 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**

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  
FNSFMB512 Identify and develop credit options for clients with special financial circumstances  
FNSFMB513 Present credit options to clients with special financial circumstances  
FNSFMB514 Implement complex loan structures  
FNSFMK515 Comply with financial services regulation and industry codes of practice  
FNSINC411 Conduct work according to professional practices in the financial services industry  
FNSINC514 Apply ethical frameworks and principles to make and act upon decisions  
FNSRSK511 Undertake risk identification

**Elective units**

BSBESB404 Market new business ventures  
BSBHRM413 Support the learning and development of teams and individuals  
BSBINS402 Coordinate workplace information systems  
BSBLDR414 Lead team effectiveness  
BSBLDR523 Lead and manage effective workplace relationships  
BSBLDR602 Provide leadership across the organisation  
BSBOPS502 Manage business operational plans  
BSBOPS505 Manage organisational customer service  
BSBPEF501 Manage personal and professional development  
BSBSUS511 Develop workplace policies and procedures for sustainability  
FNSFMB511 Implement credit contracts in preparation for settlement  
FNSINC412 Apply and maintain knowledge of financial products and services  
FNSINC513 Identify and apply complex ethical decision making to workplace situations  
FNSORG512 Develop, implement and monitor policy and procedures  
FNSPRM611 Monitor and review organisational system compliance with legislation and regulations  
FNSPRM612 Improve business of financial practices  
FNSPRM613 Grow financial practices  
FNSRSK512 Assess risks  
FNSRSK612 Determine and manage risk exposure strategies

**Qualification Mapping Information**

Supersedes and is equivalent to FNS50320 Diploma of Finance and Mortgage Broking Management.

## **Links**

Companion Volume Implementation Guide is found on VETNet -

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