



**Australian Government**

# **FNS51020 Diploma of Financial Markets**

**Release 2**

## FNS51020 Diploma of Financial Markets

### Modification History

Release	Comments
Release 2	<p>This version first released with FNS Financial Services Training Package Version 6.1.</p> <p>The following elective units of competency have been deleted as direct by the AISC:</p> <ul style="list-style-type: none"><li>FNSASICL503 Provide advice in the regulated emissions market.</li></ul> <p>The above training products were identified as having zero enrolments over a three year period.</p>
Release 1	<p>This version first released with FNS Financial Services Training Package Version 4.0.</p>

### Qualification Description

This qualification reflects job roles in financial markets involving duties in the areas of client advising, operations and trading. Individuals in these roles have autonomy in performing technical operations, apply solutions to a range of often complex problems, and research, analyse and evaluate information from a variety of sources. They apply initiative to plan, coordinate and evaluate their own work and provide guidance to others.

#### Licensing/Regulatory Information

No licensing, legislative or certification requirements apply to this qualification at the time of publication.

### Entry Requirements

Nil

### Packaging Rules

Total number of units = 10

**6 core units** plus

**5 elective units** of which:

- 3 units must be selected from the electives listed below,

- 2 units may be selected from the remaining listed electives or from a Certificate IV, Diploma, or Advanced Diploma in any currently endorsed training package or accredited course.

Elective units must be relevant to the work environment and the qualification, maintain the overall integrity of the AQF alignment and contribute to a valid vocational outcome.

#### Core Units

FNSINC503 Identify situations requiring complex ethical decision making  
FNSINC504 Apply ethical frameworks and principles to make and act upon decisions

FNSFMK416 Conduct work within financial markets compliance framework  
FNSFMK521 Analyse financial markets and information  
FNSFMK522 Apply financial product knowledge in the context of the deal transaction cycle

FNSFMK524 Conduct work within financial markets organisational risk management framework

#### Elective Units

##### Group A

##### Client advisory roles

FNSASICS503\* Provide advice in foreign exchange

FNSASICT503\* Provide advice in managed investments

FNSASICV503\* Provide advice in derivatives

FNSASICW503\* Provide advice in securities

FNSCUS504 Manage premium customer relationships

FNSCUS505 Determine client requirements and expectations

FNSCUS506 Record and implement client instructions

FNSFMK502 Analyse financial market products for client

FNSFMK503 Advise clients on financial risk

FNSFMK512 Apply knowledge of emissions markets

FNSIAD501 Provide appropriate services, advice and products to clients

FNSIAD502 Provide appropriate and timely information and advice to clients

FNSINC501 Conduct product research to support recommendations

##### Group B

##### Operational roles

FNSFMK411 Perform reconciliations

FNSFMK514 Complete confirmation and settlement processes

FNSFMK517 Analyse risk mitigation in the operation process

FNSFMK518 Monitor and process collateral

## Group C

Trading and sales roles

FNSFMK611 Price financial transactions

FNSFMK612 Manage trading exposures

FNSFMK520 Develop and monitor risk management strategies for clients

FNSFMK513 Undertake assessment of product and advice suitability for non-retail clients

\*Note the following prerequisite unit requirements:

Unit in this qualification	Prerequisite unit
FNSASICS503 Provide advice in foreign exchange	FNSINC501 Conduct product research to support recommendations FNSIAD501 Provide appropriate services, advice and products to clients FNSCUS505 Determine client requirements and expectations FNSCUS506 Record and implement client instructions
FNSASICT503 Provide advice in managed investments	FNSINC501 Conduct product research to support recommendations FNSIAD501 Provide appropriate services, advice and products to clients FNSCUS505 Determine client requirements and expectations FNSCUS506 Record and implement client instructions
FNSASICV503 Provide advice in derivatives	FNSFMK502 Analyse financial market products for client FNSFMK503 Advise clients on financial risk FNSCUS505 Determine client requirements and expectations FNSCUS506 Record and implement client instructions
FNSASICW503 Provide advice in securities	FNSFMK502 Analyse financial market products for client FNSFMK503 Advise clients on financial risk FNSCUS505 Determine client requirements

	and expectations FNSCUS506 Record and implement client instructions
--	--

\*\*FNSFMK521 Analyse financial markets and information is the updated and equivalent version of FNSFMK501 Analyse financial markets information.

## Qualification Mapping Information

No equivalent qualification. Supersedes and is not equivalent to FNS51015 Diploma of Financial Markets.

## Links

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