Australian Government

FNS60415 Advanced Diploma of Financial Planning

Release 4

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Modification History

Release	Comments
Release 4	This version released with FNS Financial Services Training Package version 3.0 Release 4 created to update elective unit list
Release 3	This version released with FNS Financial Services Training Package version 2.0 Release 3 created to update packaging rules
Release 2	This version released with FNS Financial Services Training Package version 1.1 Release 2 created to correct typographical error
Release 1	This Qualification first released with FNS Financial Services Training Package version 1.1

Qualification Description

This qualification is for financial planners who provide a comprehensive range of financial planning services across a variety of product environments, including those involving complex issues and/or innovative strategies. Individuals in these roles require well-developed skills and a broad knowledge base of the financial planning sector and the ASIC regulatory framework. At this level individuals are expected to apply specialist skills and knowledge in a range of situations to deal with complex situations and issues. They work across a broad range of technical or management functions with accountability for personal outputs and for team outcomes.

Licensing/Regulatory Information

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

Entry Requirements

The entry requirement for this qualification is completion of the following units of competency, from the core of the Diploma in Financial Planning or their equivalent from a previous version of the FNS Training Package. These are:

FNSASICZ503* Provide advice in financial planning

FNSFPL501 Comply with financial planning practice ethical and operational guidelines and regulations

FNSFPL502 Conduct financial planning analysis and research

FNSFPL503 Develop and prepare financial plan

FNSFPL504 Implement financial plan

FNSFPL505 Review financial plans and provide ongoing service

FNSFPL506 Determine client financial requirements and expectations

FNSINC401 Apply principles of professional practice to work in the financial services industry

The entry requirement can be met by evidence of equivalent competency to the above units through recognition of prior learning (RPL).

Packaging Rules

Total number of units = 11

8 core units plus

3 elective units

The elective units consist of:

- 3 from the electives below
- up to 3 may be from an Advanced Diploma in any currently endorsed training package or accredited course.

The elective units chosen must be relevant to the work outcome and meet local industry needs.

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

Core Units

FNSFPL508 Conduct complex financial planning research

FNSFPL601 Provide technical and professional guidance

FNSFPL602 Determine client requirements and expectations for clients with complex needs

FNSFPL603 Provide comprehensive monitoring and ongoing service

FNSFPL604 Develop complex and innovative financial planning strategies

FNSFPL605 Present and negotiate complex and innovative financial plans

FNSFPL606 Implement complex and innovative financial plan

FNSPRM601 Establish, supervise and monitor practice systems to conform with legislation and regulations

Elective Units

BSBINM601 Manage knowledge and information

BSBINN502 Build and sustain an innovative work environment

BSBMGT605 Provide leadership across the organisation

BSBMGT617 Develop and implement a business plan

BSBSMB405 Monitor and manage small business operations

BSBSUS501 Develop workplace policy and procedures for sustainability

FNSASICQ503* Provide advice in first home saver market linked accounts

FNSASICR503* Provide advice in margin lending

FNSASICS503* Provide advice in foreign exchange

FNSASICT503* Provide advice in managed investments

FNSASICU503* Provide advice in superannuation

FNSASICV503* Provide advice in derivatives

FNSASICW503* Provide advice in securities

FNSASICX503* Provide advice in life insurance

FNSASICY503* Provide advice in insurance broking

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

FNSIAD501 Provide appropriate services, advice and products to clients

FNSIBK403 Place client insurances with insurers and confirm insurance cover with clients

FNSIBK515 Monitor broking client requirements and establish loss control programs

FNSIBK507 Review service performance

FNSIBK508 Implement changes to broking client's insurance program
FNSINC501 Conduct product research to support recommendations
FNSINC503 Identify situations requiring complex ethical decision making
FNSINC504 Apply ethical frameworks and principles to make and act upon decisions
FNSPRM602 Improve the practice
FNSPRM603 Grow the practice

*Note the following prerequisite unit requirements:

Unit in this qualification	Prerequisite unit
FNSASICZ503 Provide advice in financial planning	FNSFPL501 Comply with financial planning practice ethical and operational guidelines and regulations FNSFPL502 Conduct financial planning analysis and research FNSFPL503 Develop and prepare financial plan FNSFPL504 Implement financial plan FNSFPL505 Review financial plans and provide ongoing service
FNSASICQ503 Provide advice in first home saver market linked accounts	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
FNSASICR503 Provide advice in margin lending	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
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
FNSASICU503 Provide advice in superannuation	FNSINC501 Conduct product research to support recommendations FNSIAD501 Provide appropriate services, advices 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
FNSASICX503 Provide advice in life insurance	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
FNSASICY503 Provide advice in insurance broking	FNSIBK406 Deliver professional insurance broking services FNSIBK508 Implement changes to broking client's insurance program FNSIBK513 Prepare submission for new business

Qualification Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FNS60415 Advanced Diploma of Financial Planning (Release 4)	FNS60415 Advanced Diploma of Financial Planning (Release 3)	Updates to elective unit list	Equivalent qualification

Links

Companion Volume implementation guides are found in VETNet - https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe