



Australian Government

Assessment Requirements for FNSASICW513 Provide wholesale advice in securities

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with the FNS Financial Services Training Package Version 8.0. Supersedes and is not equivalent to FNSASICW503 Provide advice in securities.

Performance Evidence

The candidate must demonstrate the ability to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including evidence of the ability to:

- provide wholesale advice in securities for at least two different clients.

In the course of the above, the candidate must:

- comply with organisational policies and procedures, industry regulations and legislative requirements for securities
- implement the plan, policy or transaction once agreed by each client.

Knowledge Evidence

The candidate must be able to demonstrate knowledge to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including knowledge of:

Generic knowledge

- organisational policies and procedures relating to providing wholesale advice in securities
- characteristics of the economic environment, including:
 - impact of economic and business cycles
 - interest rates and exchange rates
 - inflation
 - government monetary and fiscal policy
- operation of financial markets, including:
 - roles played by intermediaries and issuers
 - structure and interrelationships within the financial markets

- interrelationship between industry sectors
- key aspects of financial products, including:
 - types of financial investment products
 - specific inclusions and exclusions
 - types of financial risk products
 - fee structures and charging methodologies

Specialist knowledge

- key characteristics of securities markets, including:
 - market participants
 - roles played by intermediaries
 - market structure and operation
- key characteristics of types of securities products, including:
 - range of securities
 - associated risks
 - investment options using securities product
 - alternative products, including derivatives
 - fee structures and charging methodologies
- key theories of investment, portfolio management and management of investment and risk, including:
 - investment concepts
 - investment strategies
 - identification of types of risk
 - client risk profile
- taxation issues in relation to securities, financial products and markets in which they operate
- legal environment, including disclosure and compliance covering:
 - role of representative and adviser
 - legal principles relating to key Acts relevant to performance evidence
 - relationship between ethics and regulatory requirements covering good faith, utmost good faith, full disclosure of remuneration and fees, and any other conflicts of interest that may influence adviser's recommendation
 - relevant industry standards and codes of conduct
 - regulators' guidelines relevant to the provision of advice in securities
 - resolution procedures for internal and external complaints
 - stockbroking competency standards
 - Australian Securities Exchange (ASX) 24 Operating Rules
 - Australian Securities and Investments Commission (ASIC) market integrity rules.

Assessment Conditions

Skills in this unit must be demonstrated in a workplace or simulated environment where the conditions are typical of those in a working environment in this industry.

This includes access to:

- office equipment, technology, software and consumables used to provide wholesale advice in securities
- clients requiring wholesale advice in securities
- securities product information.

Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards.

Links

Companion Volume Implementation Guide is found on VETNet -

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