



Australian Government

FNSASICW513 Provide wholesale advice in securities

Release: 1

FNSASICW513 Provide wholesale advice in securities

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.

Application

This unit describes the skills and knowledge required to analyse client financial needs and objectives and provide wholesale advice ethically and professionally in securities, in compliance with industry regulations, codes of practice and current Australian Securities and Investments Commission (ASIC) and Australian financial services (AFS) licensing.

The unit applies to those who apply specialised knowledge and well-developed interpersonal communication and self-management skills to perform a wholesale advisory role in securities.

Work functions in the occupational areas where this unit may be used are subject to regulatory requirements. Users are advised to check with the relevant regulatory authorities to confirm those requirements.

Pre-requisite Unit

FNSFMK502 Analyse financial market products for client

FNSFMK525 Analyse clients' financial risk

Unit Sector

ASIC

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1. Establish relationship with client and identify client's	1.1 Establish knowledge level, objectives, risk profile and goals of client 1.2 Explain range of products and services available to client

ELEMENT	PERFORMANCE CRITERIA
needs and financial situation	according to client objectives and goals and respond to enquiries where required 1.3 Inform client about role of adviser and licensee or principal responsible for adviser's conduct 1.4 Analyse client's personal, financial and business details and assess client's financial needs 1.5 Establish product risk profile of client
2. Develop strategies and solutions according to clients objectives, needs, financial situation and risk profile	2.1 Assess client needs using information gathered, taking into consideration client's product expectations and specific needs 2.2 Consult and clarify with client throughout analysis where required 2.3 Analyse need for specialist advice and ensure client is referred to appropriate adviser for higher level or specialist advice where required 2.4 Assess and confirm product risk profile of client 2.5 Determine appropriate strategy to provide for identified needs and outcomes based on analysis of products, client risk profile and assessment of client needs 2.6 Conduct relevant research, analysis and product modelling and draft appropriate solution, plan, policy or transaction for presentation to client
3. Present strategies and solutions to client and determine financial plan, policy or transaction	3.1 Explain proposed strategy and/or solution to client according to organisational policies and procedures, legislative and regulatory requirements 3.2 Reinforce all relevant details, terms and conditions of product and service 3.3 Disclose impacts and possible risks of product or service 3.4 Provide supporting written documentation according to legislative requirements and organisational policies and procedures 3.5 Discuss and clarify any concerns or issues client has regarding proposed plan, policy or transaction 3.6 Confirm that client understands proposed plan, policy or transaction
4. Agree to plan, policy or transaction and complete documentation	4.1 Obtain client's formal agreement to proposed plan, policy or transaction 4.2 Explain and confirm that client understands all associated fees, cost structures and timeframes for execution and processing 4.3 Confirm that proposal and all other statutory and transactional documents are completed and signed off by

ELEMENT	PERFORMANCE CRITERIA
	client 4.4 Exchange copies of signed agreement and other required documentation
5. Provide arrangements for ongoing service, where requested by client	5.1 Confirm that type and form of ongoing service, including review of products or services, is agreed with client 5.2 Explain and confirm fees and costs for ongoing and specifically defined service, and confirm client understands all details 5.3 Implement procedures for agreed ongoing service according to organisational policies and procedures

Foundation Skills

This section describes those language, literacy, numeracy and employment skills that are essential to performance but not explicit in the performance criteria.

SKILL	DESCRIPTION
Numeracy	Interprets financial product information and completes calculations where required
Reading	Identifies and interprets textual information from relevant sources
Writing	Records and consolidates workplace documentation using clear, specific and industry-related terminology
Oral communication	- Articulates requirements using industry-specific language appropriate to audience - Selects and uses appropriate conventions and protocols when communicating with clients to build rapport, seek and share information, establish clear agreement and maintain an ethical service relationship
Initiative and enterprise	Uses research and analysis to extend knowledge of securities product features and applications relevant to current role
Technology	Completes work tasks and provides information using the main features and functions of organisation-supported digital tools

Unit Mapping Information

No equivalent unit. Supersedes and is not equivalent to FNSASICW503 Provide advice in securities.

Links

Companion Volume Implementation Guide is found on VETNet -

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

Assessment Requirements for FNSASICW513 Provide wholesale advice in securities

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 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>