



Australian Government

FNSFMK502 Analyse financial market products for client

Release: 1

FNSFMK502 Analyse financial market products for client

Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 1.0.

Application

This unit describes the skills and knowledge required to conduct analysis of financial market products to meet the specific requirements and expectations of clients.

It applies to individuals who use up-to-date specialised knowledge and analytical and problem-solving skills to provide customised solutions.

Work functions in the occupational areas where this unit 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.

Unit Sector

Financial markets

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. Conduct analysis of financial market products	1.1 Analyse information provided on client's investment objectives 1.2 Identify a range of appropriate financial markets products that meet client's objectives and investment strategy 1.3 Source and assess information relevant to the range of available financial products for currency and accuracy 1.4 Seek specialist advice if required for complex investment strategies 1.5 Apply appropriate analytical techniques and processes to identify facts, issues and patterns, interrelationships and trends 1.6 Accurately analyse trends to provide meaningful information on performance of financial products and markets

ELEMENT	PERFORMANCE CRITERIA
	1.7 Conduct risk assessment of possible financial strategies and products identified through research and analysis processes
2. Provide information to inform decision making	2.1 Collate and review analyses to ensure accuracy and thoroughness, and present in an appropriate format, style and structure 2.2 Outline how financial market products meet client investment objectives and planned investment strategy 2.3 Ensure suggested products meet relevant legislative, industry and organisational requirements

Foundation Skills

This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.

Skill	Performance Criteria	Description
Reading	1.1-1.3, 1.5-1.7, 2.1	Researches and evaluates complex textual and numerical information and financial data from a range of sources to determine requirements and complete necessary actions
Writing	2.1, 2.2	- Uses accurate language, terminology and concepts to convey and confirm explicit information and requirements - Prepares logically structured documents using appropriate format and style for the audience and purpose
Oral Communication	1.4, 2.2	- Participates in verbal exchanges using active listening and questioning skills and clear language to present and clarify complex information - Effectively presents detailed information using language, tone and pace appropriate to audience and purpose
Numeracy	1.1-1.7, 2.1, 2.2	Uses comparative analysis techniques and mathematical equations to perform calculations, make comparisons and determine trends
Navigate the world of work	2.3	Takes responsibility for ensuring that information and suggestions to client comply with relevant legislative, industry and organisational requirements

Interact with others	1.4, 2.2	Selects and uses appropriate conventions and protocols when liaising or sharing information with others
Get the work done	1.1-1.7, 2.1, 2.2	- Accepts responsibility for planning and sequencing complex tasks and workload - Applies systematic and analytical decision-making processes to make recommendations in complex and non-routine situations - Uses the main features and functions of digital tools to complete work tasks and access information

Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FNSFMK502 Analyse financial market products for client	FNSFMK502A Analyse financial market products for client	Updated to meet Standards for Training Packages Rewritten and clarified elements and performance criteria	No equivalent unit

Links

Companion Volume implementation guides are found in VETNet -

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

Assessment Requirements for FNSFMK502 Analyse financial market products for client

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Performance Evidence

Evidence of the ability to:

- use appropriate techniques to identify financial products to meet client's financial objectives and investment strategy
- conduct analysis of a range of financial market products to provide effective information to use in investment decisions
- interpret and comply with legislative and organisational requirements
- test the integrity of financial information and assess the impact of trends on strategy and product performance
- provide correct and up-to-date information on features and benefits of financial products and/or services.

Note: If a specific volume or frequency is not stated, then evidence must be provided at least once.

Knowledge Evidence

To complete the unit requirements safely and effectively, the individual must:

- evaluate strategies for analysing client needs and gathering feedback
- outline key information requirements needed from clients
- explain the concept of a financial product, including general definitions and specific inclusions and exclusions
- identify and outline a range of financial products and information sources
- distinguish between the products and differentiate between their benefits and drawbacks
- describe a range of techniques for evaluating information about financial market products
- describe the key features of organisational policies and procedures relating to the analysis of financial market products for clients
- describe the key features of relevant legal principles and compliance requirements
- outline the main risks and implications associated with financial products and services

- outline the key taxation issues in relation to the products and markets in which they operate
- describe a range of financial market products and services.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the financial markets field of work and include access to:

- office equipment, technology, software and consumables
- financial services product information
- financial markets databases.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

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