



Australian Government

FNSFMK510 Prepare trading strategies for clients

Release: 1

FNSFMK510 Prepare trading strategies for clients

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 assess client needs and prepare appropriate trading strategies.

It applies to individuals who manage relationships and use specialised knowledge and analytical skills to make judgements and prepare 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. Analyse client position, risks and needs	1.1 Obtain and confirm client needs and objectives 1.2 Obtain and analyse market and product data relevant to client needs and objectives 1.3 Analyse market opportunities for client using appropriate analytical tools and methodologies 1.4 Identify and justify trading opportunities for client as required
2. Develop trading strategy and manage risk in transactions	2.1 Identify risks in strategy to both client and organisation 2.2 Discuss risks with client and appropriate organisational personnel and make decision on whether to proceed or adjust strategy

ELEMENT	PERFORMANCE CRITERIA
	2.3 Finalise strategy in accordance with organisation's policy, procedures and the legal and regulatory framework
3. Execute trading strategies for client	3.1 Agree and set entry and exit levels and conditions for proposed strategy 3.2 Identify appropriate order types or limit types for executing strategy and confirm order details with client 3.3 Undertake ongoing monitoring for client, including adjusting trading strategy where warranted

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	1.1-1.4	Interprets and analyses textual information and financial data from a range of sources to determine and confirm requirements
Writing	1.1, 2.1, 3.3	Accurately frames and prepares documentation following organisational procedures and protocols
Oral Communication	1.1, 2.2, 3.3	- Participates in verbal exchanges using active listening and questioning techniques to share, convey and clarify information - Uses language, terminology and concepts appropriate to audience and purpose
Numeracy	1.1-1.4, 3.1-3.3	Uses mathematical equations to perform calculations, modelling, estimations and testing to achieve required outcomes
Navigate the world of work	2.2-2.3	Keeps up to date on changes to legislation or regulations relevant to own rights and responsibilities and considers implications of these when negotiating, planning and undertaking work
Interact with others	1.1, 2.2, 3.4	Uses a range of strategies to identify different perspectives, establish rapport and maintain a sense of connection
Get the work done	1.2-1.4, 2.1-2.3, 3.1-3.4	- Accepts responsibility for planning and sequencing complex tasks and workload - Takes responsibility for high impact decisions in

		complex situations involving many variables and constraints • Recognises and anticipates potential problems using analytical processes to propose possible solutions • Uses digital tools to access and organise complex data and analyse multiple sources of information for strategic purposes
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Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
FNSFMK510 Prepare trading strategies for clients	FNSFMK510A Prepare trading strategies for clients	Updated to meet Standards for Training Packages Rewording and clarification of performance criteria	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 FNSFMK510 Prepare trading strategies for clients

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Performance Evidence

Evidence of the ability to:

- apply compliance requirements for organisational and industry financial trading procedures
- analyse needs to develop appropriate strategies to suit circumstances using appropriate tools and techniques.

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:

- compare and contrast financial products that can be traded
- outline a range of analytical tools and methodologies that can be used to analyse market opportunities, including quantitative and qualitative approaches
- determine the relevant financial risk management factors at a client and organisational level, and discuss how to incorporate these into the strategy
- describe appropriate financial trading reporting procedures and documentation
- detect which relevant financial trading systems need to be used for strategy developed.

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
- integrated financial software system and data.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

Companion Volume implementation guides are found in VETNet -

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