



**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<br>1.2 Obtain and analyse market and product data relevant to client needs and objectives<br>1.3 Analyse market opportunities for client using appropriate analytical tools and methodologies<br>1.4 Identify and justify trading opportunities for client as required |
| 2. Develop trading                               | 2.1 Identify risks in strategy to both client and organisation                                                                                                                                                                                                                                                            |

| ELEMENT                                  | PERFORMANCE CRITERIA                                                                                                                                                                                                                                                                                                 |
|------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| strategy and manage risk in transactions | <p>2.2 Discuss risks with client and appropriate organisational personnel and make decision on whether to proceed or adjust strategy</p> <p>2.3 Finalise strategy in accordance with organisation's policy, procedures and the legal and regulatory framework</p>                                                    |
| 3. Execute trading strategies for client | <p>3.1 Agree and set entry and exit levels and conditions for proposed strategy</p> <p>3.2 Identify appropriate order types or limit types for executing strategy and confirm order details with client</p> <p>3.3 Undertake ongoing monitoring for client, including adjusting trading strategy where warranted</p> |

## 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              | <ul style="list-style-type: none"> <li>Interprets and analyses textual information and financial data from a range of sources to determine and confirm requirements</li> </ul>                                                                                     |
| Writing                    | 1.1, 2.1, 3.3        | <ul style="list-style-type: none"> <li>Accurately frames and prepares documentation following organisational procedures and protocols</li> </ul>                                                                                                                   |
| Oral Communication         | 1.1, 2.2, 3.3        | <ul style="list-style-type: none"> <li>Participates in verbal exchanges using active listening and questioning techniques to share, convey and clarify information</li> <li>Uses language, terminology and concepts appropriate to audience and purpose</li> </ul> |
| Numeracy                   | 1.1-1.4, 3.1-3.3     | <ul style="list-style-type: none"> <li>Uses mathematical equations to perform calculations, modelling, estimations and testing to achieve required outcomes</li> </ul>                                                                                             |
| Navigate the world of work | 2.2-2.3              | <ul style="list-style-type: none"> <li>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</li> </ul>                        |
| Interact with others       | 1.1, 2.2, 3.4        | <ul style="list-style-type: none"> <li>Uses a range of strategies to identify different perspectives, establish rapport and maintain a sense of connection</li> </ul>                                                                                              |

|                   |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|-------------------|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Get the work done | 1.2-1.4, 2.1-2.3, 3.1-3.4 | <ul style="list-style-type: none"> <li>• Accepts responsibility for planning and sequencing complex tasks and workload</li> <li>• Takes responsibility for high impact decisions in complex situations involving many variables and constraints</li> <li>• Recognises and anticipates potential problems using analytical processes to propose possible solutions</li> <li>• Uses digital tools to access and organise complex data and analyse multiple sources of information for strategic purposes</li> </ul> |
|-------------------|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

## Unit Mapping Information

| Code and title<br>current version                   | Code and title<br>previous version                   | Comments                                                                                                   | Equivalence status |
|-----------------------------------------------------|------------------------------------------------------|------------------------------------------------------------------------------------------------------------|--------------------|
| FNSFMK510<br>Prepare trading strategies for clients | FNSFMK510A<br>Prepare trading strategies for clients | Updated to meet Standards for Training Packages<br><br>Rewording and clarification of performance criteria | Equivalent unit    |

## Links

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