



Australian Government

Assessment Requirements for FNSFPL622 Conduct financial planning analysis and research

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 5.0.

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:

- meet research requirements of at least three different financial planning clients, each research response relating to a different listed practice area:
 - aged care
 - direct investments
 - estate planning
 - life insurance
 - managed investments
 - retirement planning
 - social securities
 - superannuation
 - taxation.

In the course of the above, the candidate must:

- prioritise information and findings against client requirements
- develop appropriate strategies to conduct each piece of financial planning analysis and research
- summarise analysis against client expectations.

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:

- key features of the following as they relate to research:
 - legislative requirements and regulations governing trusts and companies
 - financial industry Acts and regulations

- relevant industry codes of practice requirements
- organisational policies and procedures relating to research, including for identifying and classifying a wide range of available information sources
- key features of taxation and social security systems and regulations, and their effect on specified financial products
- research aims and objectives, including financial strategy or product and performance parameters against client requirements and expectations, and against identified issues
- financial industry sources of information and data, and research techniques for accessing them
- key trends and latest research findings relating to financial strategies, products and markets
- key features of financial products and services, including:
 - associated benefits from a financial planning perspective
 - use in portfolios
- risks and implications associated with use of financial products and services
- key features of different financial planning strategies
- theories of investment, portfolio management, and management of investment and risk, including:
 - investment concepts
 - investment strategies
 - identification of types of risk
 - client risk profile.

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:

- organisational equipment, technology and software
- contact software system and data
- financial services 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>