



Australian Government

Assessment Requirements for FNSIBK608 Establish and maintain strategic networks and collaborative relationships

Release: 1

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Modification History

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

Performance Evidence

Evidence of the ability to:

- apply wide ranging research skills to identify and evaluate potential networks and collaborative relationships against identified client and brokerage business needs
- implement strategies to establish linkages and build relationships
- apply information from networks and work undertaken in collaborative relationships to address client and business requirements
- review results of networks and collaborations to determine future action plans.

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:

- describe research activities designed to identify and analyse information on ethical standards, legal requirements and industry codes relevant to the insurance broking sector
- outline leadership strategies that can be applied to the practical application of ethical standards in insurance broking
- explain the process of benchmarking to monitor, review, analyse and diagnose ethical business practice
- explain the application of conceptual thinking and reasoning skills in identifying ethical acceptable and unacceptable practices
- outline the use of change management and innovation techniques to identify useful strategies to implement ethical standards.

Assessment Conditions

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

- common office equipment, technology, software and consumables
- organisational records
- organisational policy and procedures.

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>