



Australian Government

Assessment Requirements for FNSINC511 Conduct financial product research to support product recommendations

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:

- conduct research into a different financial product to support recommendations in at least three of the following practice areas:
 - aged care
 - direct investments
 - estate planning
 - life insurance
 - managed investments
 - retirement planning
 - social securities
 - superannuation
 - taxation.

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:

- legislative requirements and codes of practice relating to financial product research, including:
 - protocols relating to product research
 - confidentiality requirements
- organisational policies, procedures, guidelines and requirements relating to products and research, including for:
 - sourcing required product information
 - conducting research activities
 - preparing and documenting research findings

- obtaining release authorisations
- distributing research and receipt confirmation
- completing records of compliance
- sources of information for research on financial products
- current economic climate and forecasted outlook for researched financial products
- financial forecasting techniques and tools to be used to assess the market for financial products
- local and international financial markets and investment outlook for financial products
- techniques and tools for evaluating and interpreting research data.

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, software and consumables
- sources of 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>