



Australian Government

Assessment Requirements for FNSISV401 Evaluate risk for new business

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:

- interpret and comply with all relevant legal obligations and organisational procedures
- identify and thoroughly assess risks to develop a suitable insurance quote for a new business
- prepare a quote accurately, applying relevant underwriting guidelines
- identify and investigate risk as it relates to new business in accordance with underwriting and organisational guidelines
- accurately document risk assessment data in accordance with organisational guidelines
- identify and apply risk acceptance criteria for insurance products.

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 key features of relevant legislative requirements and industry regulations in the context of insurance risk
- describe the potential market share for the product or line of business
- explain the importance of wording of insurance policies in line with industry norms
- identify key features of organisational policy, procedures, underwriting guidelines and authorities
- describe insurance risks associated with organisational products
- define the difference between treaty and facultative reinsurance
- outline relative industry hazards associated with insurance products
- explain the application of relevant common law, legal systems and procedures relating to:
 - insurance contracts
 - insurance agents and brokers

- competition and consumer practices
- describe 'interim cover' as it relates to expiry and cancellations of contracts
- describe risk prevention methods and application.

Assessment Conditions

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

- organisational records
- organisational policy, procedures, legislation and regulations as they relate to insurance risk
- a range of common technology and software.

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>