



Australian Government

Assessment Requirements for FNSPRM613 Grow financial practices

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 6.0.

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:

- develop at least two promotional plans and two growth plans to grow financial practices.

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:

- organisational policies and procedures relevant to growing a financial practice
- business research techniques, including competitor analysis
- features and purposes of business development, marketing and promotional, and growth plans
- key features of financial industry products and marketing mix
- key features of required marketing principles for professional practices
- key metrics to measure successful growth of the business
- methods to source and analyse required financial organisational data
- promotional tools that can be used to build clients and business.

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:

- common office equipment, technology, software and consumables
- organisational policies and procedures documentation.
- legislative and regulatory requirements and codes of practice relating to growing financial practices.

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>