



Australian Government

Assessment Requirements for FNSSAM614 Establish agreements with intermediaries for product distribution

Release: 1

Assessment Requirements for FNSSAM614 Establish agreements with intermediaries for product distribution

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:

- establish an agreement with an intermediary for product distribution on at least three occasions.

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:

- industry legislative and regulatory requirements, and industry codes of practice related to financial products and services
- organisational assessment criteria for accepting intermediaries
- organisational business plans, including income and expenditure forecasting
- organisational distribution requirements and channels
- organisational marketing strategies
- organisational performance measures
- organisational procedures relating to establishing agreements with intermediaries
- resourcing and budgeting requirements for establishing agreements with intermediaries
- organisational documentation processes
- issues relating to the application of required commercial and contract law in establishing agreements with intermediaries.

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:

- financial services and product information software system

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

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>