



Australian Government

Department of Education, Employment and Workplace Relations

FNS51611 Diploma of Securitisation

Release: 2

FNS51611 Diploma of Securitisation

Modification History

Release	Comments
Release 2	This version released with <i>FNS10 Financial Services Training Package version 3.0</i> . FNSACC403A updated to current FNSACC403B.
Release 1	This Qualification first released with <i>FNS10 Financial Services Training Package version 2.0</i> . FNSFMK503A Advise clients on financial risk has been removed as not required as its focus is too retail based for this environment. Packaging rule for this qualification have been changed to 8 core units and 4 electives. Replaces FNS51610 Diploma of Securitisation.

Description

This qualification is designed for professionals entering the securitisation sector in specialist job roles. The Australian Securitisation Forum (ASF), an association of companies participating in the Australian securitisation industry, has delivered a specialist qualification for professionals working in the field of securitisation, *The Securitisation Professionals Program*. This FNS51611 Diploma of Securitisation will replace the *Securitisation Professionals Program*.

Pathways Information

The primary pathway from this qualification is employment in the financial services industry securitisation sector.

A further learning pathway utilising qualifications such as Advanced Diploma of Financial Licensing Management or study in relevant higher education programs would support career progression.

Licensing/Regulatory Information

Not applicable.

Entry Requirements

Not applicable.

Employability Skills Summary

The following table contains a summary of the employability skills required by industry for this qualification. The employability skills facets described here are broad industry requirements that may vary depending on qualification packaging options.

Employability Skill	Industry/enterprise requirements for this qualification include:
Communication	<ul style="list-style-type: none"> • assisting clients to identify financial goals and priorities and assessing their current financial situation • developing and writing reports to specifications • interpreting clients' requirements and tailoring financial plans to meet their needs • negotiating solutions with clients • questioning, listening and clarifying client's requirements • using excellent customer service skills and maintaining an ongoing relationship with clients
Teamwork	<ul style="list-style-type: none"> • working with colleagues in professional activities • maintaining professional networks • outsourcing tasks to internal and external specialists as required
Problem solving	<ul style="list-style-type: none"> • checking the accuracy of calculations for fees and charges • conducting trend and risk analysis including product modelling • estimating, forecasting and conducting competitive comparisons • identifying and resolving inconsistencies in information • testing strategic assumptions • using modelling tools to test assumptions against a variety of scenarios
Initiative and enterprise	<ul style="list-style-type: none"> • developing administrative processes to implement financial plans • identifying ongoing service options for clients and confirming these with clients • identifying risk and managing it • proactively anticipating customer requirements and recommending products • researching alternative options for clients' needs
Planning and organising	<ul style="list-style-type: none"> • ensuring the integrity of systems, records and reporting procedures are maintained • implementing financial plans according to agreed actions, time schedule and agreed priorities • undertaking research and developing solutions such as

	financial plans
Self-management	<ul style="list-style-type: none">• planning own work schedule and monitoring and evaluating own work performance• taking responsibility as required by work role and ensuring all organisational policies and procedures are followed• understanding and acting upon compliance implications• working ethically and complying with industry professional code of practice and legislative requirements
Learning	<ul style="list-style-type: none">• adapting to change in technology and/or work practices• defining own work role and working within defined responsibilities• developing and maintaining personal competence• following workplace safety procedures• identifying opportunities for professional development• maintaining currency of knowledge of financial products and services• seeking expert advice as required
Technology	<ul style="list-style-type: none">• conducting web searches, using corporate templates and financial planning software• operating computers and using word processing, spreadsheet and database skills to produce workplace documentation• using business technology to access, organise and monitor information• using research data devices and telecommunication devices and equipment

Packaging Rules

12 units must be achieved:

8 core units

plus 4 elective units

2 elective units must be selected from the elective list below.

The remaining **2 elective units** may be selected from the elective units listed below, any endorsed Training Package or accredited course. Elective units may be selected from a Certificate IV, Diploma or Advanced Diploma qualification.

Elective units must be relevant to the work outcome, local industry requirements and the qualification level.

Core units of competency:

FNSFMK501A Analyse financial markets and information

FNSFMK505A Comply with financial services legislation and industry codes of practice

FNSFMK601A Price financial transactions

FNSINC401A Apply principles of professional practice to work in the financial services industry

FNSINC402A Develop and maintain in-depth knowledge of products and services used by an organisation or sector

FNSINC501A Conduct product research to support recommendations

FNSRSK501A Undertake risk identification

FNSSAM603A Tailor financial products to meet customer needs

Elective units of competency:

FNSACC403B Make decisions in a legal context

FNSFLT502A Facilitate customer awareness of the Australian financial system and markets

FNSFMK602A Hedge financial products

FNSINC601A Apply economic principles to work in the financial services industry

FNSSAM502A Assess market needs

BSBINM401A Implement workplace information system

BSBSUS501A Develop workplace policy and procedures for sustainability