

APPLICATION FOR RPL FOR FNSFMKT502B ANALYSE FINANCIAL MARKET PRODUCTS FOR CLIENT

YOUR DETAILS

STUDENT NAME:	
ENROLMENT NUMBER (ACCOUNT ID)	

Complete the following table and attach the evidence.

ELEMENTS OF COMPETENCY

ELEMENT	PERFORMANCE CRITERIA	EVIDENCE OF COMPETENCY	EVIDENCE SUFFICIENT <i>(Office use only)</i>
1. IDENTIFY CLIENT NEEDS	1.1 Client information is accessed, and consultative processes are conducted to review and quantify client objectives , needs and expectations		
	1.2 Appropriate communication and interpersonal skills are used to establish rapport and promote positive client adviser interaction		
	1.3 Specialist advice is sought, as required, where it is identified and/or anticipated that clients have a complexity of needs or problems		
	1.4 Appropriate techniques are used to accurately assess client requirements		
	1.5 Strategies are developed to meet identified client needs and outcomes		
2. CONDUCT ANALYSIS OF FINANCIAL MARKET PRODUCTS	2.1 Information relevant to the range of available financial products is sourced and assessed for currency and accuracy		
	2.2 Appropriate analytical techniques and processes are applied to identify facts, issues and patterns, inter-relationships and trends		

	2.3 Trends are accurately analysed to provide meaningful information on the performance of financial products and markets		
	2.4 Risk assessment is conducted of possible financial strategies and products identified through research and analysis processes		
3. PROVIDE ADVICE AND RECOMMENDATIONS	3.1 Performance, trend and risk analyses are collated, reviewed to ensure accuracy and thoroughness, and presented in an appropriate format, style and structure		
	3.2 Recommendations are supported by evidence, and advice is consistent with relevant legislative , industry and organisational requirements		
	3.3 Features and benefits of recommended financial products are clearly described to client and meet client requirements and expectations		