

# APPLICATION FOR RPL FOR FNSICPRO502B CONDUCT PRODUCT RESEARCH TO SUPPORT RECOMMENDATIONS

## YOUR DETAILS

<b>STUDENT NAME:</b>	
<b>ENROLMENT NUMBER (ACCOUNT ID)</b>	

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. INTERPRET AVAILABLE INFORMATION AND CONDUCT RESEARCH	1.1 Where relevant, timelines are established to meet research requirement deadlines		
	1.2 <b>Relevant sources of information</b> are identified accurately and consistently, and required information can be sourced/retrieved readily and promptly		
	1.3 Sources of <b>research information/documentation</b> are constantly reviewed to ensure currency and accuracy		
	1.4 Research findings logically flow from the interpretation of information available at the time		
	1.5 Research findings are prepared in a detailed, clear, accurate and timely format		
2. ANALYSE AND REVIEW RESEARCH FINDINGS AND ACTIVITIES	2.1 Research activities and outcomes are consistent with <b>company policy and guidelines</b> , confidentiality requirements, and with <b>relevant legislation or industry codes of practice</b>		
	2.2 Research findings and activities are analysed and reviewed to ensure accuracy and thoroughness		
	2.3 The adequacy of		

	statutory disclosures is reviewed		
	2.4 Feedback is sought to monitor the effectiveness and appropriateness of research activities		
3. DOCUMENT RESEARCH AND DISTRIBUTE TO RELEVANT PARTIES	3.1 All research is checked to ensure compliance with company policy and guidelines, and with relevant legislation or industry codes of practice, and is <b>authorised</b> before release		
	3.2 Research is distributed to all <b>relevant parties</b> as required in a timely manner		
	3.3 Where relevant, confirmation of receipt of research information is obtained in order to complete company records of compliance		

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 <b>establish rapport</b> and promote positive client <b>adviser</b> 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 <b>legislative</b> , industry and organisational requirements		
	3.3 Features and benefits of recommended financial products are clearly described to client and meet client requirements and expectations		