

# Preliminary Self Assessment for RPL/ RCC

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Unit of Competency	Can you demonstrate	Do you have this competency?	Form to complete
<b>FNSFMKT501B</b> <b>Analyse financial markets and information</b>	<ul style="list-style-type: none"> <li>• knowledge of economic concepts</li> <li>• knowledge of market participants</li> <li>• knowledge of organisational requirements</li> <li>• ability to identify economic trends and market development</li> <li>• knowledge of legal and ethical constraints</li> <li>• ability to determine the operations within financial markets</li> <li>• ability to access market information</li> <li>• ability to report of market data</li> <li>• source, collect and assess a wide range of information using relevant data analysis methods and techniques</li> <li>• formulate and draw effective conclusions from the correct interpretation of data analysis</li> <li>• organise the timely completion and preparation of reports</li> <li>• monitor and evaluate changes in the market conditions using a range of data sources</li> </ul>	Yes / No	
<b>FNSFMKT502B</b> <b>Analyse financial market products for client-</b>	<ul style="list-style-type: none"> <li>• ability to identify clients needs</li> <li>• ability to conduct analysis of financial markets products</li> <li>• ability to provide advice and recommendations • knowledge of legislative requirements</li> <li>• knowledge of a range of financial market products</li> <li>• knowledge of organisational requirements when providing advice</li> <li>• accurate assessment of client financial requirements to formulate a strategy to meet specific objectives, needs and expectations</li> <li>• ability to test and assess the integrity of financial information for risk,</li> </ul>	Yes / No	

	<ul style="list-style-type: none"> <li>viability and effectiveness</li> <li>• assessment of the impact of trends on strategy and</li> <li>• product performance and validate outcomes against client requirements</li> <li>• • provision of correct and up to date advice on features and benefits of financial products and or services within designated timeframes</li> </ul>	
<b>FNSFMKT503B</b> <b>Advise clients on financial risks</b>	<ul style="list-style-type: none"> <li>• ability to determine risk profile of client</li> <li>• ability to assess financial risk</li> <li>• ability to report findings</li> <li>• knowledge of organisational requirements</li> <li>• knowledge of risk management alternatives</li> <li>• knowledge of client disclosure documents</li> <li>• knowledge of relevant legislation</li> <li>• accurate assessment of client financial requirements to formulate a strategy to assess client risk</li> <li>• ability to test and assess client strengths and liabilities</li> <li>• ability to assess the impact of risks to the client and the organisation and recommend strategies to control risk</li> <li>• ability to accurately review and prepare risk assessment findings in a format suitable for presentation</li> <li>• ability to provide up to date advice on the risk and benefits of financial products and/or services</li> </ul>	Yes / No
<b>FNSICADV502B</b> <b>Provide appropriate and timely information and advice to clients</b>	<ul style="list-style-type: none"> <li>• ability to analyse client expectations, requirements and investment strategies</li> <li>• ability to develop a response to client investment strategies and agreed terms of business</li> <li>• knowledge of appropriate legislation</li> <li>• ability of developing rapport with clients</li> <li>• knowledge of strategies utilise to inform clients of ongoing services or potential investment opportunities</li> <li>• good interpersonal and communication skills</li> <li>• the ability to empathise and build rapport with clients by offering thorough and ongoing assistance with all requests for service or</li> </ul>	Yes / No

	<ul style="list-style-type: none"> <li>advice</li> <li>thorough knowledge and application of compliance with company policies and guidelines, industry codes of practice and relevant legislation</li> </ul>	
<b>FNSICCU506B</b> <b>Determine client requirements and expectations</b>	<ul style="list-style-type: none"> <li>ability to develop an awareness of the clients financial situation</li> <li>the ability to obtain knowledge of the clients risk profile</li> <li>ability to determine client expectations and requirements with respect to stock or portfolio advice</li> <li>ability to prepare and update documentation where required</li> <li>the ability to empathise and build rapport with clients by offering thorough and ongoing assistance with all enquiries and requests for service</li> <li>consideration of, and adaptation to, any special needs of customers, including cultural, language, race, religion, ethnic origin, socio-economic status and demographic needs</li> </ul>	Yes / No
<b>FNSICCU507B</b> <b>Record and implement client instructions</b>	<ul style="list-style-type: none"> <li>understanding of legislative requirements</li> <li>ability to record and implement client instructions in accordance with company, industry and legislative requirements</li> <li>ability to monitor and review implemented strategies against client instructions</li> <li>knowledge of potential after sales services</li> <li>fraud detection and prevention procedures and practices</li> <li>consideration of, and adaptation to, any special needs of customers, including cultural, language, race, religion, ethnic origin, socio-economic status and demographic needs</li> </ul>	Yes / No
<b>FNSICGEN301B</b> <b>Communicate in the workplace</b>	<ul style="list-style-type: none"> <li>completion of a range of communications tasks demonstrating effective techniques and accurate</li> </ul>	Yes / No

	receival and transmission of workplace information	
<b>FNSICGEN302B Use technology in the workplace-</b>	<ul style="list-style-type: none"> <li>the ability to use technology and particularly computers to achieve the workplace outcomes required by their organisation</li> </ul>	Yes / No
<b>FNSICGEN304B Apply health and safety practices in the workplace</b>	<ul style="list-style-type: none"> <li>ability to work without causing harm to themselves or other workers</li> <li>ability to identify workplace hazards, demonstrate what should be done in case of emergency, and contribute to the workplace strategy for managing the safety and health of the organisation.</li> </ul>	Yes / No
<b>FNSICIND401B Apply principles of professional practice to work in the financial services industry</b>	<ul style="list-style-type: none"> <li>knowledge of products and services provided by sector</li> <li>knowledge of relevant legislation, regulations and industry codes of practice applicable to the workplace</li> <li>ability to analyse, evaluate and organise relevant information</li> <li>ability to plan work taking into account any constraints and available resources</li> <li>ability to identify and evaluate professional development opportunities</li> </ul>	Yes / No
<b>FNSICPRO502B Conduct research to support recommendations-</b>	<ul style="list-style-type: none"> <li>ability to establish and meet required deadlines</li> <li>basic knowledge of legislative requirements</li> <li>ability to interpret available information</li> <li>general understanding of statutory disclosure requirements</li> <li>ability to document research findings for distribution purposes</li> </ul>	Yes / No

