



**FNS51115**  
**Diploma of General Insurance**  
**RPL pathway**

# RPL pathway

## Overview

Kaplan offer an RPL (Recognition of Prior Learning) pathway toward the FNS51115 Diploma of General Insurance. This pathway is an alternative to the online study program for students who have already attained units of competency towards the FNS51115 Diploma of General Insurance.

The Kaplan RPL pathway includes the following units of competency to meet the requirements of FNS51115 General Insurance.

Units of competency		Core or elective	RPL pathway
FNSINC401	Apply principles of professional practice to work in the financial services industry	Core	If you have already completed FNS41415 Certificate IV in General Insurance, contact exemptions.
FNSINC402	Develop and maintain in-depth knowledge of products and services used by an organisation	Core	
FNSIAD501	Provide appropriate services, advice and products to clients.	Elective	If you have already completed Tier 1 General Insurance Personal Advice, contact exemptions.
FNSFMK505	Comply with financial services regulation and industry codes of practice	Elective	
FNSCUS501	Develop and nurture relationship with clients, professionals and third party referrers	Elective	If you have already completed these four units of competency, contact exemptions.
BSBRK501	Manage risk	Elective	
FNSRSK501	Undertake risk identification	Elective	
FNSRSK502	Assess risks	Elective	
FNSCUS501	Conduct product research to support recommendations	Elective	If you have already completed these two units of competency, contact exemptions.
FNSISV501	Issue contracts of insurance covering non-routine & complex situations	Elective	
FNSSAM501	Apply advanced selling techniques to financial products and services	Elective	If you have already completed these two units of competency, contact exemptions.
FNSISV510	Manage non-routine and complex claims	Elective	

Kaplan’s exemption policy and the request pro forma are available at: <[www.kaplanprofessional.edu.au](http://www.kaplanprofessional.edu.au)>.