

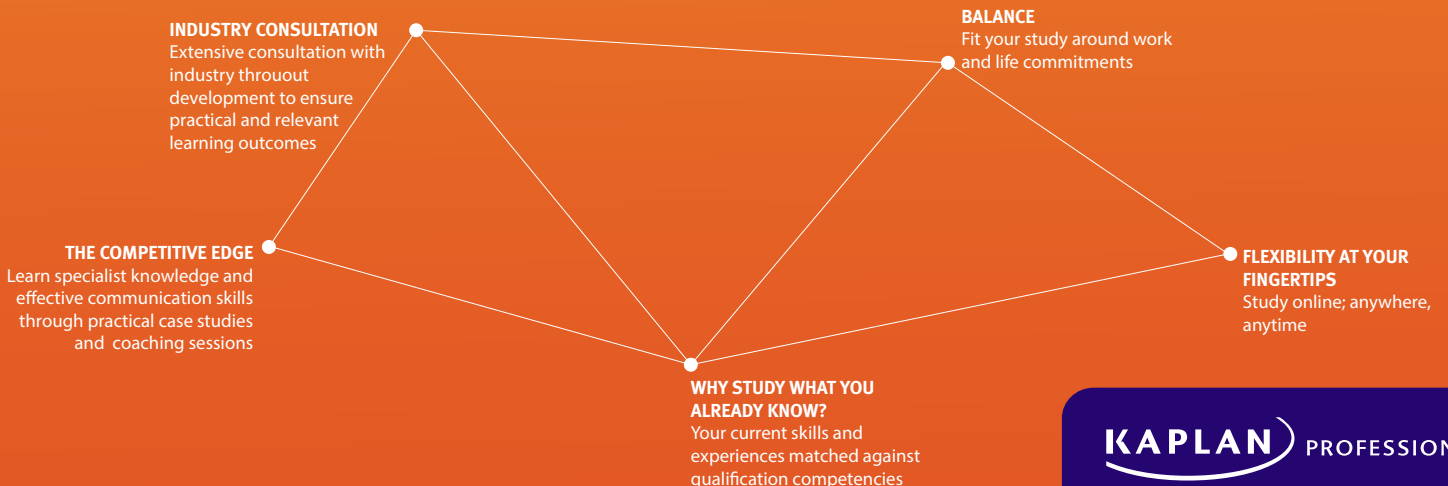


Learn, to lead.
**Diploma of General Insurance
(FNS51115)**

The Diploma of General Insurance (FNS51115) is designed to provide individuals with the essential skills and knowledge needed to kickstart a career in general insurance or to take those already in the industry to the next level.

Developed in consultation with leading industry experts, our RG 146 compliant course combines industry expertise and practical strategies to enable individuals to provide general and personal advice to retail clients.

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There are two study options for the Diploma of General Insurance (FNS51115) qualification: online self-study or a recognition of prior learning (RPL) pathway.

OPTION 1

DGI1 General insurance fundamentals
DGI2 Provide Tier 1 general insurance personal advice
DGI3 Client relationship and risk
DGI4 Measuring client needs
DGI5 Sales and claims management

OPTION 2 | RPL PATHWAY

Certificate IV in General Insurance (FNS41415)
Tier 1 General Insurance Personal Advice
DGI3 Co-assessed units of competency
DGI4 Co-assessed units of competency
DGI5 Co-assessed units of competency

LEARNING OUTCOMES

- › Demonstrate understanding of the role and compliance responsibilities of a Tier 1 adviser in the Australian financial services industry
- › Identify general insurance products and services, and who they are suitable for
- › Propose continuous improvements based on client feedback
- › Provide general advice and personal advice for Tier 1 personal sickness and accident insurance
- › Explain the features, benefits and risks of Tier 2 and Tier 1 general insurance products
- › Develop and secure professional relationships in a professional network
- › Prepare an action plan for developing personal resilience
- › Apply a consultative approach with stakeholders in a risk assessment
- › Apply the risk management process for clients with complex risk exposures
- › Conduct product research, interpret information gathered and justify recommendations
- › Review the performance of an underwriting portfolio and propose remedial action
- › Compare and contrast distribution channels for general insurance products and services
- › Develop, pilot and evaluate a sales strategy for a distribution channel
- › Analyse, evaluate and determine settlement options for complex or non-routine claims

SUBJECTS

- › General Insurance Fundamentals
- › Provide Tier 1 General Insurance Personal Advice
- › Client Relationship and Risk
- › Measuring Client Needs
- › Sales and Claims Management

Enrolment Date

Start anytime.

Entry Requirements

There are no entry requirements for this qualification. However, it is recommended individuals complete Tier 2 General Insurance Personal Advice for underpinning knowledge.

Exemptions

Exemptions may be granted on the basis of previous study and/or experience.

Duration

60 weeks from activation date.

Delivery

Online: self-study access to a virtual classroom.

Assessment

Five (5) assignments, three (3) oral assessments and two (2) multiple-choice exams.

Completion

Individuals who successfully complete subjects 1-5 will be awarded the Diploma of General Insurance (FNS51115) qualification.

Fees

For an updated schedule of fees, please visit our website.

Correct at time of printing. Please refer to our website for more information.
kp.edu.au/DGI



Contact us on 1300 662 203 or via email at mail@kaplan.edu.au or alternatively speak to your Business Development Manager.

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