

Subject	Code	Description	Type	Assessment
General Insurance Fundamentals	FNSINC401	Apply principles of professional practice to work in the financial services industry	Core	Exam, Assignment
	FNSINC402	Develop and maintain in-depth knowledge of products and services used by an organisation	Core	
Provide Tier 1 General Insurance Personal Advice # **	FNSIAD501	Provide appropriate services, advice and products to clients.	Elective	Exam, Assignment
	FNSFMK505	Comply with financial services regulation and industry codes of practice	Elective	
Client Relationship and Risk	FNSCUS501	Develop and nurture relationship with clients, professionals and third party referrers	Elective	Progressive case-study based assignment, Oral assessment
	BSBR501	Manage risk	Elective	
	FNSRSK501	Undertake risk identification	Elective	
	FNSRSK502	Assess risks	Elective	
Measuring Client Needs	FNSCUS501	Conduct product research to support recommendations	Elective	Progressive case-study based assignment, Oral assessment
	FNSISV501	Issue contracts of insurance covering non-routine & complex situations	Elective	
Sales and Claims Management	FNSSAM501	Apply advanced selling techniques to financial products and services	Elective	Progressive case-study based assignment, Oral assessment
	FNSISV510	Manage non-routine and complex claims	Elective	

When students complete Tier 1 General Insurance Personal Advice separately, there are additional units of competency completed. Only the units of competency used in the FNS51115 Diploma of General Insurance are listed above.

** Includes Tier 1 generic knowledge, generic insurance knowledge and specialist general insurance knowledge.

On successful completion, a Qualification Certificate will be awarded the above 12 units of competency; 2 core and 10 electives.

Note: The assessments are listed by unit of competency above. The assessments are combined, covering multiple units of competency. Please refer to the subject outlines for more information on how the topics relate to the units of competency and the assessment.