



FNS04 Financial Services Training Package Version 2.0

Mapping to Previous Version

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Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
Industry Capability – Generic				
FNSICGEN301B	Communicate in the workplace	FNSICGEN301A	Communicate in the workplace	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN302B	Use technology in the Workplace	FNSICGEN302A	Use technology in the workplace	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN303B	Work with others	FNSICGEN303A	Work with others	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN304B	Apply health and safety practices in the workplace	FNSICGEN304A	Apply health and safety practices in the workplace	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. New Range Statement added to include Codes of Practice. Unit reformatted into latest template requirements. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICGEN305B	Maintain daily financial/business records	FNSICGEN305A	Maintain daily financial/business records	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN401B	Participate in formal communication processes	FNSICGEN401A	Participate in formal communication processes	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN402B	Participate in negotiations	FNSICGEN402A	Participate in negotiations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN403B	Collect, assess and use information	FNSICGEN403A	Collect, assess and use information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. Required Skills and Knowledge enhanced; New Range Statement added to include Legislative Requirements. Unit reformatted into latest template requirements. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICGEN404B	Resolve disputes	FNSICGEN404A	Resolve disputes	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN501B	Produce research reports and make presentations	FNSICGEN501A	Produce research reports and make presentations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICGEN502B	Solve workplace problems	FNSICGEN502A	Solve workplace problems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Element 3.1; ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Industry Knowledge				
FNSICIND301B	Work in the financial services industry	FNSICIND301A	Work in the financial services industry	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICIND401B	Apply principles of professional practice to work in the financial services industry	FNSICIND401A	Apply principles of professional practice to work in the financial services industry	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Organisational Skills				
FNSICORG301B	Administer fixed asset register	FNSICORG301A	Administer fixed asset register	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG302B	Prepare reports for management	FNSICORG302A	Prepare reports for management	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG401B		FNSICORG401A	FNSICORG401A	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG402B	Work with specialist and outsourced services	FNSICORG402A	Work with specialist and outsourced services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG501B	Develop a budget	FNSICORG501A	Develop a budget	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG502B	Manage a budget	FNSICORG502A	Manage a budget	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG503B	Develop an operational plan	FNSICORG503A	Develop an operational plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG504B	Implement an operational plan	FNSICORG504A	Implement an operational plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG505B	Manage staff performance to achieve strategic targets	FNSICORG505A	Manage staff performance to achieve strategic targets	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG506B	Develop and monitor policy and procedures	FNSICORG506A	Develop and monitor policy and procedures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG507B	Develop a resource plan	FNSICORG507A	Develop a resource plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG508B	Manage a project	FNSICORG508A	Manage a project	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG509B	Maintain integrity of financial systems	FNSICORG509A	Maintain integrity of financial systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG510B	Manage own professional development	FNSICORG510A	Manage own professional development	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG511B	Manage the staff training function	FNSICORG511A	Manage the staff training function	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG512B	Act as formal complaints officer	FNSICORG512A	Act as formal complaints officer	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG513B	Implement quality systems within work area	FNSICORG513A	Implement quality systems within work area	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG514B	Supervise work within a financial services context	FNSICORG514A	Supervise work within a financial services context	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG515B	Provide mentoring and coaching in the workplace	FNSICORG515A	Provide mentoring and coaching in the workplace	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG516B	Prepare financial reports to meet statutory requirements	FNSICORG516A	Prepare financial reports to meet statutory requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG517B	Prepare financial forecasts and projections	FNSICORG517A	Prepare financial forecasts and projections	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG518B	Implement business practices	FNSICORG518A	Implement business practices	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG519B	Analyse and comment on management reports	FNSICORG518A	Analyse and comment on management reports	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG601B	Prepare strategic plans	FNSICORG601A	Prepare practice strategic plans	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG602B	Recruit, select and induct staff	FNSICORG602A	Recruit, select and induct staff	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG603B	Negotiate to achieve goals and manage disputes	FNSICORG603A	Negotiate to achieve goals and manage disputes	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG604B	Provide leadership and motivation to in a workplace team	FNSICORG604A	Provide leadership and motivation to in a workplace team	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG605B	Draw up and executive employment contracts.	FNSICORG605A	Draw up and executive employment contracts.	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG606B	Manage flow of information	FNSICORG606A	Manage flow of information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG607B	Develop systems	FNSICORG607A	Develop systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG608B	Control a budget	FNSICORG608A	Control a budget	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG609B	Develop and manage financial systems	FNSICORG609A	Develop and manage financial systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICORG610B	Manage infrastructure	FNSICORG610A	Manage infrastructure	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG611B	Manage the selection and implementation of information technology systems	FNSICORG611A	Manage the selection and implementation of information technology systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG612B	Establish and prepare operational guidelines in a financial services organisation	FNSICORG612A	Establish and prepare operational guidelines in a financial services organisation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICORG613B	Establish outsourced services and monitor performance	FNSICORG613A	Establish outsourced services and monitor performance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Customer Relationship				
FNSICCUS301B	Respond to customer enquiries	FNSICCUS301A	Respond to customer enquiries	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICCUS302B	Process customer complaints	FNSICCUS302A	Process customer complaints	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS303B	Provide inbound telephone service	FNSICCUS303A	Provide inbound telephone service	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS304B	Provide outbound telephone service	FNSICCUS304A	Provide outbound telephone service	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS305B	Maintain customer database	FNSICCUS305A	Maintain customer database	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS401B	Deliver a professional service to customers	FNSICCUS401A	Deliver a professional service to customers	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICCUS402B	Maintain customer relationships	FNSICCUS402A	Maintain customer relationships	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS403B	Coordinate, evaluate and improve customer service	FNSICCUS403A	Coordinate, evaluate and improve customer service	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS404B	Implement a service support system	FNSICCUS404A	Implement a service support system	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS501B	Develop and nurture relationships with clients, other professionals and third party referrers	FNSICCUS501A	Develop and nurture relationships with clients, other professionals and third party referrers	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS502B	Monitor client requirements	FNSICCUS502A	Monitor client requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

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FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICCUS503B	Review service performance	FNSICCUS503A	Review service performance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Performance Criteria 1.1. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS504B	Manage business customer relationships	FNSICCUS504A	Manage business customer relationships	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS505B	Manage premium business customer relationships	FNSICCUS505A	Manage premium business customer relationships	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS506B	Determine client requirements and expectations	FNSICCUS506A	Determine client requirements and expectations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS507B	Record and implement client instructions	FNSICCUS507A	Record and implement client instructions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICCUS601B	Establish, manage and monitor key relationships	FNSICCUS601A	Establish, manage and monitor key relationships	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICCUS602B	Implement customer service strategy	FNSICCUS602A	Implement customer service strategy	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Product Skills				
FNSICPRO401B	Develop and maintain in-depth knowledge of products and services used by your organisation or sector	FNSICPRO401A	Develop and maintain in-depth knowledge of products and services used by your organisation or sector	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICPRO402B	Match financial products to customer needs	FNSICPRO402A	Match financial products to customer needs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICPRO403B	Tailor a product/service to meet customer needs	FNSICPRO403A	Tailor a product/service to meet customer needs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICPRO501B	Allocate authorities and guidelines for distribution	FNSICPRO501A	Allocate authorities and guidelines for distribution	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICPRO502B	Conduct product research to support recommendations	FNSICPRO502A	Conduct product research to support recommendations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICPRO601B	Develop a financial product	FNSICPRO601A	Develop a financial product	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICPRO602B	Establish agreements with intermediaries for product distribution	FNSICPRO602A	Establish agreements with intermediaries for product distribution	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICPRO603B	Develop a business plan for a financial product	FNSICPRO603A	Develop a business plan for a financial product	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICPRO604B	Coordinate implementation of product/fund support systems	FNSICPRO604A	Coordinate implementation of Product/Fund Support Systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Sales and Marketing				
FNSICSAM301B	Identify opportunities for cross selling products and services	FNSICSAM301A	Identify opportunities for cross selling products and services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM401B	Sell financial products and services	FNSICSAM401A	Sell financial products and services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM402B	Implement a sales plan	FNSICSAM402A	Implement a sales plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM403B	Prospecting for new clients	FNSICSAM403A	Prospecting for new clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICSAM501B	Develop a sales plan	FNSICSAM501A	Develop a sales plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM502B	Apply advanced selling techniques to selling of financial products and services	FNSICSAM502A	Apply advanced selling techniques to selling of financial products and services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM503B	Develop a marketing plan	FNSICSAM503A	Develop a marketing plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM504B	Implement, monitor and evaluate marketing plans	FNSICSAM504A	Implement, monitor and evaluate marketing plans	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICSAM505B	Assess market needs	FNSICSAM505A	Assess market needs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM506B	Monitor market opportunities	FNSICSAM506A	Monitor market opportunities	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM601B	Monitor performance in sales of financial products or services	FNSICSAM601A	Monitor performance in sales of financial products or services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICSAM602B	Identify and evaluate marketing opportunities in the financial services industry	FNSICSAM602A	Identify and evaluate marketing opportunities in the financial services industry	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Performance Criteria 1.1; ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Account Management				

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICACC301B	Administer accounts payable	FNSICACC301A	Administer accounts payable	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICACC302B	Administer financial accounts	FNSICACC302A	Administer financial accounts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICACC303B	Prepare, match and process receipts	FNSICACC303A	Prepare, match and process receipts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICACC304B	Prepare and bank receipts	FNSICACC304A	Prepare and bank receipts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICACC305B	Process payment documentation	FNSICACC305A	Process payment documentation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICACC306B	Process journal entries	FNSICACC306A	Process journal entries	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICACC307B	Reconcile and monitor accounts receivable	FNSICACC307A	Reconcile and monitor accounts receivable	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICACC401B	Evaluate and authorise payment requests	FNSICACC401A	Evaluate and authorise payment requests	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Industry Capability – Advice				
FNSICADV301B	Provide general advice on financial products and services	FNSICADV301A	Provide general advice on financial products and services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC301B	Establish client relationship and analyse needs	FNSASIC301A	Establish client relationship and analyse needs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSASIC302B	Develop, present and negotiate client solutions	FNSASIC302A	Develop, present and negotiate client solutions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503SB	Provide advice in Foreign Exchange	FNSASIC503SA	Provide advice in Foreign Exchange	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503TB	Provide advice in Managed Investments	FNSASIC503TA	Provide advice in Managed Investments	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503UB	Provide advice in Superannuation	FNSASIC503UA	Provide advice in Superannuation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503VB	Provide advice in Derivatives	FNSASIC503VA	Provide advice in Derivatives	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSASIC503WB	Provide advice in Securities	FNSASIC503WA	Provide advice in Securities	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503XB	Provide advice in Life Insurance	FNSASIC503XA	Provide advice in Life Insurance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503YB	Provide advice in Insurance Broking	FNSASIC503YA	Provide advice in Insurance Broking	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSASIC503ZB	Provide advice in Financial Planning	FNSASIC503ZA	Provide advice in Financial Planning	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSICADV501B	Provide appropriate services, advice and products to clients	FNSICADV501A	Provide appropriate services, advice and products to clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSICADV502B	Provide appropriate and timely information and advice to clients	FNSICADV502A	Provide appropriate and timely information and advice to clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Accounting Competency Standards				
FNSACCT401B	Process business tax requirements	FNSACCT401A	Process business tax requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT402B	Produce job costing information	FNSACCT402A	Produce job costing information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT403B	Prepare operational budgets	FNSACCT403A	Prepare operational budgets	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSACCT404B	Make decisions in a legal context	FNSACCT404A	Make decisions in a legal context	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Performance Criteria 3.1. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT405B	Prepare financial statements	FNSACCT405A	Prepare financial statements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. New Performance Criteria added at 2.4 to 2.6. New Range Statement added at end of section. The unit outcomes have not changed.
FNSACCT406B	Maintain asset and inventory records	FNSACCT406A	Maintain asset and inventory records	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. New Performance Criteria added at 3.2. Performance Criteria 5.2 removed. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSACCT407B	Set up and operate a computerised accounting system	FNSACCT407A	Set up and operate a computerised accounting system	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT501B	Provide financial and business performance information	FNSACCT501A	Provide financial and business performance information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT502B	Prepare income tax returns	FNSACCT502A	Prepare income tax returns	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT503B	Manage budgets and forecasts	FNSACCT503A	Manage budgets and forecasts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSACCT504B	Prepare financial reports for a reporting entity	FNSACCT504A	Prepare financial reports for a reporting entity	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT505B	Establish and maintain accounting information systems	FNSACCT505A	Establish and maintain accounting information systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT506B	Implement and maintain internal control procedures	FNSACCT506A	Implement and maintain internal control procedures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT507B	Provide management accounting information	FNSACCT507A	Provide management accounting information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSACCT601B	Prepare complex tax returns and lodgements	FNSACCT601A	Prepare complex tax returns and lodgements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT602B	Audit and report on financial systems and records	FNSACCT602A	Audit and report on financial systems and records	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT603B	Implement tax plans and evaluate tax compliance	FNSACCT603A	Implement tax plans and evaluate tax compliance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT604B	Monitor corporate governance activities	FNSACCT604A	Monitor corporate governance activities	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSACCT605B	Implement organisational improvement programs	FNSACCT605A	Implement organisational improvement programs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT606B	Conduct internal audit	FNSACCT606A	Conduct internal audit	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT607B	Evaluate business performance	FNSACCT607A	Evaluate business performance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT608B	Evaluate organisation's financial performance	FNSACCT608A	Evaluate organisation's financial performance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT609B	Evaluate financial risk	FNSACCT609A	Evaluate financial risk	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSACCT610B	Develop and implement financial strategies	FNSACCT610A	Develop and implement financial strategies	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT611B	Implement an insolvency program	FNSACCT611A	Implement an solvency program	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT612B	Implement reconstruction plan	FNSACCT612A	Implement reconstruction plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT613B	Prepare and analyse management accounting information	FNSACCT613A	Prepare and analyse management accounting information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSACCT614B	Prepare complex corporate financial reports	FNSACCT614A	Prepare complex corporate financial reports	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
Bookkeeping Competency Standards				
FNSBKPG401A	Develop and implement policies and practices relevant to bookkeeping activities	Not Applicable	Not Applicable	This is a new unit of competency.
FNSBKPG402A	Establish and maintain a cash accounting system	Not Applicable	Not Applicable	This is a new unit of competency.
FNSBKPG403A	Establish and maintain an accrual accounting system	Not Applicable	Not Applicable	This is a new unit of competency.
FNSBKPG404A	Carry out business activity and instalment activity statement tasks	Not Applicable	Not Applicable	This is a new unit of competency.
FNSBKPG405A	Establish and maintain payroll system	Not Applicable	Not Applicable	This is a new unit of competency.
Conveyancing Competency Standards				
FNSCONV501B	Take instructions in relation to a transaction	FNSCONV501A	Take instructions in relation to a transaction	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCONV502B	Prepare and/or analyse and execute documents	FNSCONV502A	Prepare and/or analyse and execute documents	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCONV503B	Establish, manage and administer trust accounts	FNSCONV503A	Establish, manage and administer trust accounts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSCONV504B	Finalise conveyancing transactions	FNSCONV504A	Finalise conveyancing transactions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCONV601B	Obtain and analyse all information for the transaction	FNSCONV601A	Obtain and analyse all information for the transaction	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Credit/Lending Services Competency Standards				
FNSCRDT301B	Process applications for credit	FNSCRDT301A	Process applications for credit	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCRDT302B	Assess applications for debt finance	FNSCRDT302A	Assess applications for debt finance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCRDT303B	Monitor and control accounts	FNSCRDT303A	Monitor and control accounts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSCRDT401B	Evaluate credit applications	FNSCRDT401A	Evaluate credit applications	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCRDT402B	Settle application and arrangements for debt finance	FNSCRDT402A	Settle application and arrangements for debt finance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCRDT403B	Determine and establish appropriate securities to minimise risk	FNSCRDT403A	Determine and establish appropriate securities to minimise risk	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCRDT404B	Manage and recover errant debts	FNSCRDT404A	Manage and recover errant debts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCRDT501B	Assess personal and corporate insolvency	FNSCRDT501A	Assess personal and corporate insolvency	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSCRDT502B	Sell debts	FNSCRDT502A	Sell debts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills; ES enhanced in Evidence Guide. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Debt Management Competency Standards				
FNSDMGT501B	Promote understanding of the role and effective use of consumer credit	FNSDMGT501A	Promote understanding of the role and effective use of consumer credit	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSDMGT502B	Assist clients to identify, address and monitor own financial situation	FNSDMGT502A	Assist clients to identify, address and monitor own financial situation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Finance/Mortgage Broking Competency Standards				
FNSFBRK401B	Prepare and present loan application to lender on behalf of finance or mortgage broking client	FNSFBRK401A	Prepare and present loan application to lender on behalf of finance or mortgage broking client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFBRK402B	Provide finance and/or mortgage broking services	FNSFBRK402A	Provide finance and/or mortgage broking services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFBRK403B	Present broking options to client	FNSFBRK403A	Present broking options to client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFBRK404B	Manage self in finance and/or mortgage broking industry	FNSFBRK404A	Manage self in finance and/or mortgage broking industry	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFBRK501B	Settle application and loan arrangements in the finance/mortgage broking industry	FNSFBRK501A	Settle application and loan arrangements in the finance/mortgage broking industry	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFBRK502B	Identify and develop complex broking options for client	FNSFBRK502A	Identify and develop complex broking options for client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFBRK503B	Present broking options to client with complex needs	FNSFBRK503A	Present broking options to client with complex needs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFBRK504B	Implement complex loan structures	FNSFBRK504A	Implement complex loan structures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Financial Literacy Competency Standards				
FNSFLIT201B	Develop and use a personal budget	FNSFLIT201A	Develop and use a personal budget	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Performance Criteria 1.3; ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFLIT202B	Develop and use a savings plan	FNSFLIT202A	Develop and use a savings plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFLIT203B	Develop understanding of debt and consumer credit	FNSFLIT203A	Develop understanding of debt and consumer credit	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFLIT204B	Develop understanding of superannuation	FNSFLIT204A	Develop understanding of superannuation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFLIT205B	Develop understanding of the Australian financial system and markets	FNSFLIT205A	Develop understanding of the Australian financial system and markets	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFLIT501B	Assist customers to budget and manage own finances	FNSFLIT501A	Assist customers to budget and manage own finances	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFLIT502B	Facilitate customer awareness of the Australian financial system and markets	FNSFLIT502A	Facilitate customer awareness of the Australian financial system and markets	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFLIT503B	Promote basic financial literacy skills	FNSFLIT503A	Promote basic financial literacy skills	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFLIT504B	Facilitate customer understanding of personal financial statements	FNSFLIT504A	Facilitate customer understanding of personal financial statements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFLIT505B	Facilitate customer or employee understanding of superannuation as an investment tool	FNSFLIT505A	Facilitate customer or employee understanding of superannuation as an investment tool	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Financial Markets Competency Standards				
FNSFMKT301B	Complete transaction processing	FNSFMKT301A	Complete transaction processing	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFMKT401B	Reconcile financial transaction	FNSFMKT401A	Reconcile financial transaction	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFMKT501B	Analyse financial markets and information	FNSFMKT501A	Analyse financial markets and information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFMKT502B	Analyse financial market products for client	FNSFMKT502A	Analyse financial market products for client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFMKT503B	Advise clients on financial risk	FNSFMKT503A	Advise clients on financial risk	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFMKT504B	Complete settlement and confirmation processes	FNSFMKT504A	Complete settlement and confirmation processes	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFMKT601B	Price financial transactions	FNSFMKT601A	Price financial transactions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFMKT602B	Trade financial products	FNSFMKT602A	Trade financial products	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFMKT603B	Implement and manage compliance with stockbroking regulations and standards	FNSFMKT603A	Implement and manage compliance with stockbroking regulations and standards	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Financial Planning Competency Standards				
FNSFPLN401B	Extract and analyse information on specified financial strategies and products to set guidelines	FNSFPLN401A	Extract and analyse information on specified financial strategies and products to set guidelines	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN402B	Prepare financial plans to set strategies and guidelines	FNSFPLN402A	Prepare financial plans to set strategies and guidelines	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN403B	Implement financial plan to predetermined guidelines	FNSFPLN403A	Implement financial plan to predetermined guidelines	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN501B	Comply with financial planning practice ethical and operational guidelines and regulations	FNSFPLN501A	Comply with financial planning practice ethical and operational guidelines and regulations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFPLN502B	Conduct financial planning analysis and research	FNSFPLN502A	Conduct financial planning analysis and research	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN503B	Develop and prepare financial plan	FNSFPLN503A	Develop and prepare financial plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN504B	Implement financial plan	FNSFPLN504A	Implement financial plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN505B	Review financial plan and provide ongoing service	FNSFPLN505A	Review financial plan and provide ongoing service	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN506B	Meet with client to determine client requirements and expectations	FNSFPLN506A	Meet with client to determine client requirements and expectations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFPLN507B	Provide financial planning advice	FNSFPLN507A	Provide financial planning advice	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN508B	Conduct complex financial planning research	FNSFPLN508A	Conduct complex financial planning research	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN601B	Provide technical and professional guidance	FNSFPLN601A	Provide technical and professional guidance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN602B	Determine client requirements and expectations for clients with complex needs	FNSFPLN602A	Determine client requirements and expectations for clients with complex needs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN603B	Provide comprehensive monitoring and ongoing service	FNSFPLN603A	Provide comprehensive monitoring and ongoing service	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSFPLN604B	Develop complex and/or innovative financial planning strategies	FNSFPLN604A	Develop complex and/or innovative financial planning strategies	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN605B	Present and negotiate complex and/or innovative financial plan to the client	FNSFPLN605A	Present and negotiate complex and/or innovative financial plan to the client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSFPLN606B	Implement complex and or innovative financial plan	FNSFPLN606A	Implement complex and or innovative financial plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
General Insurance Competency Standards				
FNSGINS401B	Provide technical guidance	FNSGINS401A	Provide technical guidance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSGINS402B	Inspect quality of work	FNSGINS402A	Inspect quality of work	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSGINS403B	Estimate jobs	FNSGINS403A	Estimate jobs	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSGINS404B	Inspect damage and develop scope of work	FNSGINS404A	Inspect damage and develop scope of work	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSGINS405B	Inspect vehicle systems/components and determine preferred repair action	FNSGINS405A	Inspect vehicle systems/components and determine preferred repair action	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSGINS406B	Inspect vehicle/property for saleable items and determine their value	FNSGINS406A	Inspect vehicle/property for saleable items and determine their value	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
Insurance Broking Competency Standards				
FNSINBK301B	Implement insurance program for broking clients	FNSINBK301A	Implement insurance program for broking clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK302B	Place broking client insurance with insurers	FNSINBK302A	Place broking client insurance with insurers	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK303B	Confirm insurance cover with broking client	FNSINBK303A	Confirm insurance cover with broking client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK304B	Provide a broking claims service to clients	FNSINBK304A	Provide a broking claims service to clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINBK501B	Prepare a new business submission for a broking client	FNSINBK501A	Prepare a new business submission for a broking client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK502B	Monitor client requirements	FNSINBK502A	Monitor client requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK503B	Implement changes to broking client's insurance program	FNSINBK503A	Implement changes to broking client's insurance program	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK504B	Identify and advise on significant risk changes to broking client insurances	FNSINBK504A	Identify and advise on significant risk changes to broking client insurances	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINBK505B	Assess and negotiate complex risk portfolio for broker client at renewal	FNSINBK505A	Assess and negotiate complex risk portfolio for broker client at renewal	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK506B	Review incidence of loss for broking clients	FNSINBK506A	Review incidence of loss for broking clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK507B	Meet compliance requirements relating to insurance broking	FNSINBK507A	Meet compliance requirements relating to insurance broking	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK508B	Negotiate complex claims settlement for insurance broking client	FNSINBK508A	Negotiate complex claims settlement for insurance broking client	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK601B	Develop guidelines for broking services	FNSINBK601A	Develop guidelines for broking services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINBK602B	Implement the broking service system	FNSINBK602A	Implement the broking service system	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINBK603B	Review insurance brokerage service performance	FNSINBK603A	Review insurance brokerage service performance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Life Distribution Competency Standards				
FNSLDIS501B	Prepare a distribution plan	FNSLDIS501A	Prepare a distribution plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLDIS502B	Resource the distribution plan	FNSLDIS502A	Resource distribution plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSLDIS503B	Establish services to provide advice	FNSLDIS503A	Establish services to provide advice	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLDIS504B	Implement and manage the distribution plan	FNSLDIS504A	Implement and manage the distribution plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Life Insurance Competency Standards				
FNSLIFE301B	Process and issue a life insurance policy	FNSLIFE301A	Process and issue a life insurance policy	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLIFE302B	Receive and process service requests	FNSLIFE302A	Receive and process service requests	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLIFE303B	Process policy payments and terminations	FNSLIFE303A	Process policy payments and terminations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSLIFE401B	Undertake life insurance risk assessment	FNSLIFE401A	Undertake life insurance risk assessment	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLIFE402B	Settle policy payments and terminations	FNSLIFE402A	Settle policy payments and terminations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLIFE501B	Assess extraordinary risks	FNSLIFE501A	Assess extraordinary risks	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Loss Adjusting Competency Standards				
FNSLOSS501B	Plan and implement loss investigation	FNSLOSS501A	Plan and implement loss investigation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSLOSS502B	Evaluate collected information	FNSLOSS502A	Evaluate collected information	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLOSS503B	Report findings and provide guidance to involved parties	FNSLOSS503A	Report findings and provide guidance to involved parties	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLOSS504B	Negotiate/effect settlement	FNSLOSS504A	Negotiate/effect settlement	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSLOSS505B	Provide ancillary services	FNSLOSS505A	Provide ancillary services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Workers Compensation Competency Standards				
FNSWCMP301A	Process benefit payments	Not Applicable	Not Applicable	This is a new unit of competency.
FNSWCMP302A	Determine claim liability	Not Applicable	Not Applicable	This is a new unit of competency.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSWCMP303A	Work within the worker's compensation industry sector	Not Applicable	Not Applicable	This is a new unit of competency.
FNSWCMP304A	Manage claims	Not Applicable	Not Applicable	This is a new unit of competency.
FNSWCMP401B	Plan and implement rehabilitation and return to work strategies	FNSWCMP401A	Plan and implement rehabilitation and return to work strategies	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSWCMP402B	Represent workers compensation agent/insurer at conciliation and review hearings	FNSWCMP402A	Represent workers compensation agent/insurer at conciliation and review hearings	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSWCMP403B	Educate clients on workers compensation issues	FNSWCMP403A	Educate clients on workers compensation issues	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSWCMP404A	Assist injured workers with job placement	Not Applicable	Not Applicable	This is a new unit of competency.
FNSWCMP501A	Manage Workers Compensation case loads	Not Applicable	Not Applicable	This is a new unit of competency.
FNSWCMP502A	Develop a return to work strategy	Not Applicable	Not Applicable	This is a new unit of competency.
FNSWCMP503A	Facilitate workplace assessment with stakeholders for workers compensation cases	Not Applicable	Not Applicable	This is a new unit of competency.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
Insurance Services Competency Standards				
FNSINSV301B	Evaluate risk for renewal business	FNSINSV301A	Evaluate risk for renewal business	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV302B	Process alteration to insurance policy	FNSINSV302A	Process alteration to insurance policy	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV303B	Issue contract of insurance	FNSINSV303A	Issue contract of insurance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV304B	Issue renewal business	FNSINSV304A	Issue renewal business	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV305B	Issue cancellation advice	FNSINSV305A	Issue cancellation advice	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV306B	Receive and record/ register claim	FNSINSV306A	Receive and record/ register claim	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV307B	Follow company procedures to process claim	FNSINSV307A	Follow company procedures to process claim	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV308B	Process facultative and treaty reinsurance claims	FNSINSV308A	Process facultative and treaty reinsurance claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV309B	Settle claims	FNSINSV309A	Settle claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV310B	Process a claims payments	FNSINSV310A	Process a claims payments	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV401B	Evaluate risk for new business	FNSINSV401A	Evaluate risk for new business	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV402B	Underwrite new business	FNSINSV402A	Underwrite new business	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV403B	Survey potential risk exposure	FNSINSV403A	Survey potential risk exposure	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV404B	Underwrite renewal business	FNSINSV404A	Underwrite renewal business	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV405B	Analyse insurance claims	FNSINSV405A	Analyse insurance claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV406B	Use specialist terminology in insurance claims	FNSINSV406A	Not Applicable	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV501B	Issue contract of insurance covering non-routine situations	FNSINSV501A	Issue contract of insurance in non-routine situations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV502B	Review operational performance of the portfolio	FNSINSV502A	Review operational performance of portfolio	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV503B	Undertake post loss risk management	FNSINSV503A	Undertake post loss risk management	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV504B	Negotiate treaty reinsurance	FNSINSV504A	Negotiate treaty reinsurance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV505B	Determine risk rating for investment and insurance products	FNSINSV505A	Determine risk rating for investment and insurance products	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV506B	Investigate claims	FNSINSV506A	Investigate claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV507B	Implement claim recovery procedures	FNSINSV507A	Implement claim recovery procedures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV508B	Review claims settlement policies and procedures	FNSINSV508A	Review claims settlement policies and procedures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV509B	Analyse financial, medical and psychological claims assessments	FNSINSV509A	Analyse financial, medical and psychological claims assessments	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV510B	Case manage claims rehabilitation	FNSINSV510A	Case manage claims rehabilitation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV511B	Manage non-routine, complex claims	FNSINSV511A	Manage non-routine, complex claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV512B	Settle non-routine, complex claims	FNSINSV512A	Settle non-routine, complex claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV513B	Work with legal teams to resolve complex claims	FNSINSV513A	Work with legal teams to resolve complex claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV514B	Provide decisions on legal liability and indemnity of a claim	FNSINSV514A	Provide decisions on legal liability and indemnity of a claim	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSINSV515B	Review and update claim reserves in portfolio	FNSINSV515A	Review and update claim reserves in portfolio	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSINSV516B	Evaluate and report on status of claims portfolio to identified stakeholders	FNSINSV516A	Evaluate and report on status of claims portfolio to identified stakeholders	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Mercantile Agent Competency Standards				
FNSMERC301B	Collect debts	FNSMERC301A	Collect debts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSMERC302B	Repossess property	FNSMERC302A	Repossess property	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSMERC303B	Serve legal process	FNSMERC303A	Serve legal process	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSMERC304B	Locate subjects	FNSMERC304A	Locate subjects	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSMERC401B	Develop and document case recommendations	FNSMERC401A	Develop and document case recommendations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSMERC402B	Initiate legal recovery of debts	FNSMERC402A	Initiate legal recovery of debts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Personal Trustees Competency Standards				
FNSPERT301B	Establish entitlements to an intestate estate	FNSPERT301A	Establish entitlements to an intestate estate	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT302B	Administer a non- complex Estate	FNSPERT302A	Administer a non- complex Estate	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT303B	Administer a non- complex Trust	FNSPERT303A	Administer a non- complex Trust	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSPERT401B	Apply principles of professional practice to work in the personal trustee industry	FNSPERT401A	Apply principles of professional practice to work in the personal trustee industry	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT402B	Administer an intestate estate	FNSPERT402A	Administer an intestate estate	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT403B	Prepare a Will	FNSPERT403A	Prepare a Will	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT404B	Administer a complex Estate	FNSPERT404A	Administer a complex Estate	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT405B	Administer a complex Trust	FNSPERT405A	Administer a complex Trust	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Performance Criteria 2.7 and 2.8. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSPERT406B	Establish Powers of Attorney or accept appointment under Financial Administration Orders	FNSPERT406A	Establish Powers of Attorney or accept appointment under Financial Administration Orders	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT407B	Administer Powers of Attorney or Financial Administration Orders	FNSPERT407A	Administer Powers of Attorney or Financial Administration Orders	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT501B	Advise clients on trust structures	FNSPERT501A	Advise clients on trust structures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPERT502B	Advise clients in estate planning	FNSPERT502A	Advise clients in estate planning	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSPERT503B	Allocate, assess and supervise work within the personal trustee sector	FNSPERT503A	Allocate, assess and supervise work within the personal trustee sector	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Practice Management Competency Standards				
FNSPRAC501B	Manage and maintain small/medium business operations	FNSPRAC501A	Manage and maintain small/medium business operations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPRAC601B	Establish, supervise and monitor practice systems to conform with legislation and regulations	FNSPRAC601A	Establish, supervise and monitor practice systems to conform with legislation and regulations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPRAC602B	Improve the practice	FNSPRAC602A	Improve the practice	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSPRAC603B	Grow the practice	FNSPRAC603A	Grow the practice	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPRAC701B	Prepare, supervise and monitor application of practice guidelines	FNSPRAC701A	Prepare, supervise and monitor application of practice guidelines	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPRAC702B	Establish or review marketing, client services and supplier relationships	FNSPRAC702A	Establish or review marketing, client services and supplier relationships	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSPRAC703B	Establish or review human resources, administration and information support	FNSPRAC703A	Establish or review human resources, administration and information support	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Risk Management Competency Standards				
FNSRISK501B	Undertake risk identification	FNSRISK501A	Undertake risk identification	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSRISK502B	Assess risks	FNSRISK502A	Assess risks	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRISK601B	Develop and implement risk mitigation plan	FNSRISK601A	Develop and implement risk mitigation plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRISK602B	Determine and manage risk exposure strategies	FNSRISK602A	Determine and manage risk exposure strategies	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Compliance Competency Standards				
FNSCOMP401B	Conduct individual work within a compliance framework	FNSCOMP401A	Conduct individual work within a compliance framework	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCOMP402B	Facilitate compliance with statutory, legislative and regulatory requirements via staff education	FNSCOMP402A	Facilitate compliance with statutory, legislative and regulatory requirements via staff education	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSCOMP501B	Comply with financial services legislation, industry and professional codes of practice	FNSCOMP501A	Comply with financial services legislation, industry and professional codes of practice	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCOMP601B	Interpret and manage statutory, legislative and regulatory obligations for organisational compliance	FNSCOMP601A	Interpret and manage statutory, legislative and regulatory obligations for organisational compliance	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSCOMP602B	Develop and implement compliance systems	FNSCOMP602A	Develop and implement compliance systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Retail Financial Services Competency Standards				
FNSRETA301B	Provide customer service in a retail agency	FNSRETA301A	Provide customer service in a retail agency	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA302B	Handle foreign currency transactions	FNSRETA302A	Handle foreign currency transactions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSRETA303B	Monitor and manage transactions	FNSRETA303A	Monitor and manage transactions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA304B	Administer debit card services	FNSRETA304A	Administer debit card services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA305B	Process customer accounts	FNSRETA305A	Process customer accounts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA306B	Process customer transactions	FNSRETA306A	Process customer transactions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA307B	Maintain ATM services	FNSRETA307A	Maintain ATM services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSRETA308B	Prepare statistical and ad hoc reports	FNSRETA308A	Prepare statistical and ad hoc reports	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA309B	Balance cash holdings	FNSRETA309A	Balance cash holdings	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA310B	Maintain main bank account	FNSRETA310A	Maintain main bank account	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA401B	Communicate new technologies to customers	FNSRETA401A	Communicate new technologies to customers	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA402B	Administer credit card services	FNSRETA402A	Administer credit card services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSRETA403B	Administer portfolios	FNSRETA403A	Administer portfolios	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA404B	Prepare government returns	FNSRETA404A	Prepare government returns	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSRETA501B	Produce financial statements	FNSRETA501A	Produce financial statements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Banking Competency Standards				
FNSBANK401B	Coordinate a small business customer portfolio	FNSBANK401A	Coordinate a small business customer portfolio	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSBANK402B	Align banking products with the needs of small business customers	FNSBANK402A	Align banking products with the needs of small business customers	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSBANK403B	Provide services in a Rural Transaction Centre	FNSBANK403A	Provide services in a Rural Transaction Centre	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSBANK501B	Manage banking and service strategy for small business customers	FNSBANK501A	Manage banking and service strategy for small business customers	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSBANK502B	Manage services in a Rural Transaction Centre	FNSBANK502A	Manage services in a Rural Transaction Centre	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSBANK503B	Provide business advisory services within a financial services context	FNSBANK503A	Provide business advisory services within a financial services context	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Self Managed Superannuation Funds Competency Standards				

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSMSF401B	Process Self Managed Superannuation contributions	FNSSMSF401A	Process Self Managed Superannuation contributions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF501B	Invest Self Managed Superannuation Funds assets	FNSSMSF501A	Invest Self Managed Superannuation Funds assets	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF502B	Manage changes to fund structure	FNSSMSF502A	Manage changes to fund structure	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF503B	Manage administration activities of a superannuation fund	FNSSMSF503A	Manage administration activities of a superannuation fund	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF504B	Meet Self Managed Superannuation Funds compliance requirements	FNSSMSF504A	Meet Self Managed Superannuation Funds compliance requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSMSF505B	Support trustee in the selection and performance monitoring of outsourced services	FNSSMSF505A	Support trustee in the selection and performance monitoring of outsourced services	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF601B	Provide advice in Self Managed Superannuation Funds	FNSSMSF601A	Provide advice in Self Managed Superannuation Funds	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF602B	Apply taxation requirements when advising in Self Managed Superannuation Funds	FNSSMSF602A	Apply taxation requirements when advising in Self Managed Superannuation Funds	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSMSF603B	Apply legislative and operational requirements to advising in Self Managed Superannuation Funds	FNSSMSF603A	Apply legislative and operational requirements to advising in Self Managed Superannuation Funds	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
Superannuation Competency Standards				
FNSSUPR301B	Establish, maintain and process superannuation records	FNSSUPR301A	Establish, maintain and process superannuation records	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSUPR302B	Process superannuation contributions	FNSSUPR302A	Process superannuation contributions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR303B	Process superannuation ETP benefits	FNSSUPR303A	Process superannuation ETP benefits	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR304B	Implement trustee investment instructions	FNSSUPR304A	Implement trustee investment instructions	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR305B	Process superannuation fund payments	FNSSUPR305A	Process superannuation fund payments	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR306B	Terminate superannuation plans	FNSSUPR306A	Terminate superannuation plans	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSUPR401B	Process complex superannuation benefit and/or insurance claim	FNSSUPR401A	Process complex superannuation benefit and/or insurance claim	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR402B	Assist in meeting superannuation compliance requirements	FNSSUPR402A	Assist in meeting superannuation compliance requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR403B	Work within a defined benefit fund	FNSSUPR403A	Work within a defined benefit fund	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR404B	Administer retirement income streams	FNSSUPR404A	Administer retirement income streams	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR405B	Establish and customise complex employer accounts	FNSSUPR405A	Establish and customise complex employer accounts	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSUPR406B	Implement fund review practices	FNSSUPR406A	Implement fund review practices	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR407B	Establish and maintain fund or plan	FNSSUPR407A	Establish and maintain fund or plan	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR408B	Assess complex superannuation benefit and/or insurance claims	FNSSUPR408A	Assess complex superannuation benefit and/or insurance claims	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR501B	Supervise complaints procedures	FNSSUPR501A	Supervise complaints procedures	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSUPR502B	Supervise insurer liaison	FNSSUPR502A	Supervise insurer liaison	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR503B	Develop client relationships with employers and establish superannuation systems	FNSSUPR503A	Develop client relationships with employers and establish superannuation systems	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR504B	Provide advanced customer service to superannuation clients	FNSSUPR504A	Provide advanced customer service for superannuation clients	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR505B	Produce reports for superannuation	FNSSUPR505A	Produce reports for superannuation	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR506B	Supervise and monitor operational guidelines in a superannuation organisation	FNSSUPR506A	Supervise and monitor operational guidelines in a superannuation organization	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSUPR507B	Review compliance with regulatory and contractual requirements	FNSSUPR507A	Review compliance with regulatory and contractual requirements	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR508B	Provide effective information to members	FNSSUPR508A	Provide effective information to members	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR601B	Liaise with and support trustees	FNSSUPR601A	Liaise with and support trustees	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.
FNSSUPR602B	Manage official complaints procedures and proceedings	FNSSUPR602A	Manage official complaints procedures and proceedings	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping units of competency

FNS04 Version 2 Unit Code	FNS04 Version 2 Unit Title	FNS04 Version 1 Unit Code	FNS04 Version 1 Unit Title	Comment in relation to previous iteration of the Training Package
FNSSUPR603B	Integrate investment strategy with fund operations	FNSSUPR603A	Integrate investment strategy with fund operations	Employability Skills (ES) mandatory statement inserted; Key Competencies information removed. ES enhanced in Required Knowledge & Skills. Code changed to reflect mandatory ES changes. The unit outcomes have not changed.

Mapping of qualifications

FNS04 Version 2 Qualification Code	FNS04 Version 2 Qualification Title	FNS04 Version 1 Qualification Code	FNS04 Version 1 Qualification Title	Comments in relation to previous iteration of the Training Package
FNS10104	Certificate I in Financial Services	FNS10104	Certificate I in Financial Services	No change.
FNS20104	Certificate II in Financial Services	FNS20104	Certificate II in Financial Services	No change.
FNS30107	Certificate III in Financial Services	FNS30104	Certificate III in Financial Services	This qualification now includes an option for learners to undertake a specialised outcome in Insurance Services. FNS30204 is now obsolete and has been removed.
FNS30304	Certificate III in Financial Services (Accounts Clerical)	FNS30304	Certificate III in Financial Services (Accounts Clerical)	No change.
FNS30404	Certificate III in Financial Services (Mercantile Agents)	FNS30404	Certificate III in Financial Services (Mercantile Agents)	No change.
FNS30507	Certificate III in Financial Services (Workers Compensation)			This is a new qualification.
FNS40107	Certificate IV in Financial Services	FNS40104	Certificate IV in Financial Services	This qualification now includes options for learners to undertake a specialised outcome in Insurance Services or Insurance Assessment Services. FNS40404 and FNS40504 are now obsolete and have been removed.
FNS40207	Certificate IV in Financial Services (Bookkeeping)			This is a new qualification.
FNS40204	Certificate IV in Financial Services (Personal Trust Administration)	FNS40204	Certificate IV in Financial Services (Personal Trust Administration)	No change.
FNS40304	Certificate IV in Financial Services (Credit Management)	FNS40304	Certificate IV in Financial Services (Credit Management)	No change.
FNS40604	Certificate IV in Financial Services (Accounting)	FNS40604	Certificate IV in Financial Services (Accounting)	No change.
FNS40704	Certificate IV in Financial Services (Financial Practice Support)	FNS40704	Certificate IV in Financial Services (Financial Practice Support)	No change.
FNS40804	Certificate IV in Financial Services (Finance/ Mortgage Broking)	FNS40804	Certificate IV in Financial Services (Finance/ Mortgage Broking)	No change.

Mapping of qualifications

FNS04 Version 2 Qualification Code	FNS04 Version 2 Qualification Title	FNS04 Version 1 Qualification Code	FNS04 Version 1 Qualification Title	Comments in relation to previous iteration of the Training Package
FNS40904	Certificate IV in Financial Services (Superannuation)	FNS40904	Certificate IV in Financial Services (Superannuation)	No change.
FNS41007	Certificate IV in Financial Services (Workers Compensation)			This is a new qualification.
FNS50107	Diploma of Financial Services	FNS50104	Diploma of Financial Services	This qualification now includes options for learners to undertake a specialised outcome in Insurance Services, Loss Adjusting, Insurance Broking, Life Distribution, General Distribution, General Insurance and ASIC Accreditation Financial Product Adviser in Life Insurance. FNS50304 & FNS50404 are now obsolete and have been removed.
FNS50204	Diploma of Accounting	FNS50204	Diploma of Accounting	No change.
FNS50504	Diploma of Financial Services (Finance/ Mortgage Broking Management)	FNS50504	Diploma of Financial Services (Finance/ Mortgage Broking Management)	No change.
FNS50604	Diploma of Financial Services (Conveyancing)	FNS50604	Diploma of Financial Services (Conveyancing)	No change.
FNS50704	Diploma of Financial Services (Personal Trustees)	FNS50704	Diploma of Financial Services (Personal Trustees)	No change.
FNS50804	Diploma of Financial Services (Financial Planning)	FNS50804	Diploma of Financial Services (Financial Planning)	No change.
FNS50904	Diploma of Financial Services (Superannuation)	FNS50904	Diploma of Financial Services (Superannuation)	No change.
FNS51004	Diploma of Financial Services (Financial Markets)	FNS51004	Diploma of Financial Services (Financial Markets)	No change.
FNS51104	Diploma of Financial Risk Management	FNS51104	Diploma of Financial Risk Management	No change.
FNS51204	Diploma of Financial Services (Banking)	FNS51204	Diploma of Financial Services (Banking)	No change.
FNS51304	Diploma of Financial Services (Consumer Education)	FNS51304	Diploma of Financial Services (Consumer Education)	No change.

Mapping of qualifications

FNS04 Version 2 Qualification Code	FNS04 Version 2 Qualification Title	FNS04 Version 1 Qualification Code	FNS04 Version 1 Qualification Title	Comments in relation to previous iteration of the Training Package
FNS51407	Diploma of Personal Injury Management (Workers Compensation)			This is a new qualification.
FNS60104	Advanced Diploma of Financial Services	FNS60104	Advanced Diploma of Financial Services	No change.
FNS60204	Advanced Diploma of Accounting	FNS60204	Advanced Diploma of Accounting	No change.
FNS60304	Advanced Diploma of Financial Services (Conveyancing)	FNS60304	Advanced Diploma of Financial Services (Conveyancing)	No change.
FNS60404	Advanced Diploma of Financial Services (Financial Planning)	FNS60404	Advanced Diploma of Financial Services (Financial Planning)	No change.
FNS60504	Advanced Diploma of Financial Services (Superannuation)	FNS60504	Advanced Diploma of Financial Services (Superannuation)	No change.