

40669

Apply knowledge of the financial market participants and systems to provide financial advice solutions

Kaupae Level	5
Whiwhinga Credit	15
Whāinga Purpose	<p>This skill standard is intended for people who want to provide financial advice solutions with knowledge of financial markets and systems in a general financial services context.</p> <p>This skill standard can be used in programmes leading to the New Zealand Certificate in Financial Services (Level 5) [Ref: 2315-3].</p>

Hua o te ako me Paearu aromatawai | Learning outcomes and assessment criteria

Hua o te ako Learning outcomes	Paearu aromatawai Assessment criteria
1. Apply knowledge of the financial market participants and systems to provide financial advice solutions.	a. Describe a range of financial services and products.
	b. Describe the differences between wholesale and retail clients and how a financial adviser's obligations vary for each.
	c. Define the difference between a Financial Adviser, Nominated Representative, and Financial Advice Provider and the breadth of service of the three and disclosure obligations of each.
	d. Describe key financial market participants and their roles and responsibilities within the financial market and how they interact with each other.
	e. Use knowledge of key financial market participants, systems and markets, and products as services to identify the market and product suitable for client needs.
	f. Present suitable products and services to clients.
	g. Explain and apply relevant legislation to provision of financial advice and solutions.
	h. Analyse key factors that impact participants and outcomes to provide financial advice solutions in a general financial services context.

Pārongo aromatawai me te taumata paearu | Assessment information and grade criteria***Assessment specifications:***

Assessment should use real or realistic documentation where appropriate. Simulated examples are permitted.

Learners are not expected to use tools and systems that are only available to a licenced financial advice provider or requiring a licence to use.

Any use of digital advice tools or artificial intelligence will need to be in accordance with relevant organisational and industry codes of conduct and practice.

All activities must comply with legislation, regulations, and best practice, including any guidance notes published by the agency responsible for the relevant enactment or code.

Client also includes potential clients. *Client* is intentionally broad to capture all types and include, individuals, partnerships, businesses, families, companies, trusts, charities, organisations, body corporates, and associations as current examples.

Ngā momo whiwhinga | Grades available

Achieved.

Ihirangi waitohu | Indicative content

Financial market participants refer to institutional and individual participants

- Financial Markets Conduct Act 2013: Licensed market participants
- insurance companies
- reinsurance companies
- trustee corporations, licensed supervisors
- Reserve Bank New Zealand licensed and unlicensed participants
- Financial Markets Authority
- Anti-Money Laundering/Countering Financing of Terrorism (AMTL/CFT) Supervisors
- Financial Advice Providers
- Financial Advisers
- Nominated Representatives
- authorised bodies
- dispute resolution schemes
- clients.

Common estate planning tools and applicable law

- wills
- asset ownerships (Individual, Company, Trust)
- enduring powers of attorney.

Taxation relevant to financial services

- Pay As You Earn (PAYE)
- withholding tax
- Good and Services Tax (GST)
- personal tax rates
- company tax
- Prescribed Investor Rate (PIR)
- Fringe Benefit Tax.

Financial Systems and Markets

- share market
- bond market
- tax system
- insurance market
- lending services
- blockchain.

Products and Services

- general insurance
- life, disability and health insurance
- direct investments; managed investments
- banking (cash, deposit, and transaction products)
- residential property lending
- personal consumer lending
- personal trustee services.

Key factors that may impact financial market participants

- inflation
- natural disasters
- changes to legislation
- epidemics
- international events.

Rauemi | Resources

- Code of Professional Conduct for Financial Advice Services - <https://financialadvicecode.govt.nz/>
- Customer vulnerability and expectations for providers - [CustomerVulnerability-ourexpectationsforproviders.pdf \(fma.govt.nz\)](#)
- [Financial Markets Authority Act 2011](#)
- [Financial Markets Authority - Developing cyber resilience for financial advice providers \(July 2024\)](#)

- [Financial Markets Authority- Financial Advice Provider Monitoring Insights \(May 2024\)](#)
- [Financial Markets Authority - Record-keeping-for-financial-advice-providers.pdf \(May 2022\)](#)
- [Financial Markets Authority - Standard-Conditions-for-full-FAP-licences.pdf \(November 2020\)](#)
- [Financial Markets Authority- Understanding Artificial Intelligence in Financial Services \(July 2024\)](#) by Mikayla Pakinga-Lawson, Amie White, Stuart Johnson
- [Financial Markets \(Conduct of Institutions\) Amendment Act 2022](#)
- [Financial Markets Conduct Act 2013](#)
- [Financial Service Providers \(Registration and Dispute Resolution\) Act 2008](#)
- [Financial Services Legislation Amendment Act 2019](#)
- [Reserve Bank of New Zealand Act 2021](#)
- Relevant industry codes of conduct and practice;
and their subsequent amendments or replacements.

Pārongo Whakaū Kouna | Quality assurance information

Ngā rōpū whakatau-paerewa Standard Setting Body	Ringa Hora Services Workforce Development Council
Whakaritenga Rārangi Paetae Aromatawai DASS classification	Service Sector > Financial Services > Financial Services - Professional Practice
Ko te tohutoro ki ngā Whakaritenga i te Whakamanatanga me te Whakaōritenga CMR	0112

Hātepe Process	Putanga Version	Rā whakaputa Review Date	Rā whakamutunga mō te aromatawai Last date for assessment
Rēhitatanga Registration	1	29 May 2025	N/A
Kōrero whakakapinga Replacement information	N/A		
Rā arotake Planned review date	31 December 2030		

Please contact Ringa Hora Services Workforce Development Council at qualifications@ringahora.nz to suggest changes to the content of this skill standard.