

BANKING SERVICES PROGRAMS

The banking industry provides a wealth of employment opportunities from bank tellers to investment bankers.

Banks or financial services organisations employ people in various types of financial and customer service roles.

Office and administrative support occupations make up the largest portion of jobs in the industry, while management, business & financial occupations also employ a significant number of employees in the banking industry.



APPLY NOW



CBD Campus

Modern facilities, computer labs, student lounges.



Capacity

1529 Students.



Student Support

Student lounge, student activities, In-house counsellor.



Nationality Mix

70 + Nationalities. Data from Feb 2023.



Bachelor Pathway

Articulation available at **Melbourne Polytechnic** and **Danford Higher Education** Bachelor Degrees

DIPLOMA OF BANKING SERVICES MANAGEMENT

Code: FNS50922

CrICOS Code: 111017A

Course Duration: 52 weeks

Holidays: 12 weeks

Total Hours: 800 hours

Material Fees: N/A

Digital Access Fees: \$100*

Course Fee: \$10,000

Industry Sector

Financial Services

What your future could look like

- Business Banking Manager
- Bank Manager

This qualification is designed to reflect a range of the job roles with team and business result responsibilities in banking or other deposit taking institutions' customer contact centres or retail and/or commercial financial services environments. Individuals in these roles have autonomy in performing technical operations, apply solutions to a range of often complex problems, and research, analyse and evaluate information from a variety of sources. They apply initiative to plan, coordinate and evaluate their own work and provide guidance to others.

Licensing/Regulatory Information.

Work functions in the occupational areas where this qualification.

CORE UNITS

BSBLDR522	Manage people performance
FNSCUS511	Develop and maintain professional relationships in financial services industry
FNSCUS513	Review business performance
FNSFMK515	Comply with financial services regulation and industry codes of practice
FNSINC411	Conduct work according to professional practices in the financial services industry

ELECTIVE UNITS

FNSBNK412	Align banking products with the needs of small business customers
FNSBNK511	Manage banking and service strategy for small business customers
FNSCUS512	Monitor clients' financial requirements
FNSCRD513	Promote client understanding of the role and effective use of consumer credit
FNSCUS515	Determine client financial requirements and expectations
FNSFMB511	Implement credit contracts in preparation for settlement
FNSAM512	Assess market needs and identify opportunities for new financial products and services

ADVANCED DIPLOMA OF BANKING SERVICES MANAGEMENT

Code: FNS60622

CrICOS Code: 109941E

Course Duration: 52 weeks

Holidays: 12 weeks

Total Hours: 800 hours

Material Fees: N/A

Digital Access Fees: \$100*

Course Fee: \$10,000

Industry Sector

Financial Services

What your future could look like

- Regional Executive (Banking)

This qualification is designed to flexibly reflect senior management and service job roles with team and business result responsibilities in banking or other deposit taking institutions, customer contact centres or retail financial services environments. At this level individuals are expected to apply specialist skills and knowledge in a range of situations to deal with complex situations and issues. They work across a broad range of technical or management functions with accountability for personal outputs and for team outcomes.

Licensing/Regulatory Information

Work functions in the occupational areas where this qualification is used may be subject to regulatory requirements. Refer to the relevant regulator for specific guidance on requirements.

CORE UNITS

BSBESB404	Market new business ventures
BSBLDR522	Manage people performance
BSBLDR602	Provide leadership across the organisation
BSBOPS505	Manage organisational customer service
BSBSTR601	Manage innovation and continuous improvement
FNSINC411	Conduct work according to professional practices in the financial services industry
FNSAM611	Monitor performance of financial products and services in meeting client needs
FNSAM612	Identify and evaluate marketing opportunities in the financial services industry

ELECTIVE UNITS

BSBLDR601	Lead and manage organisational change
BSBLDR812	Develop and cultivate collaborative partnerships and relationships
BSBSUS511	Develop workplace policies and procedures for sustainability
FNSORG602	Develop and manage financial systems
BSBAUD515	Evaluate and review compliance
BSBAUD601	Establish and manage compliance management systems



Jobs

Graduates of the Management and Commerce field (Advanced Diploma) are most often employed as:

23%	Professionals
25%	Managers
22.9%	Community and Personal Service Worker

Industries

Graduates of the Management and Commerce field (Advanced Diploma) are most often employed in:

33.8%	Health Care and Social Assistance
16.3%	Education and Training
10%	Accommodation and Food Services

Reference source: www.myskills.gov.au/courses

For information about entry requirements visit our website at www.danford.edu.au *Digital Access refers to your learning resources and assessments via our learning management system.