

# Advanced Diploma of Banking Services Management

FNS60615

## SALES AND CULTURAL CHANGE MANAGEMENT SKILLS FOR AN UP AND COMING LEADER IN BANKING SERVICES

The Advanced Diploma of Banking Services Management will help you develop high level skills in managing people performance and the co-ordinating the sale of financial products and services. These are key skills in the ever changing banking sector. Other subjects include organisational change and continuous improvement with a focus on customer service management.

### Planning for Success

The Advanced Diploma of Banking will meet ASIC RG105 licencing obligations. It develops advanced skills in managing people and organisational change. Other subjects include strategic planning, continuous improvement with a focus on customer service management, and sales results evaluation.

### Subject Choices 1 - 2 Electives are required

- Manage People Performance
- Organisational Change
- Quality Planning Strategies
- Quality Management Strategies
- Client and Third Party Relationships
- Evaluate Sales Results
- Professional Conduct in Finance
- Strategic Planning (E)
- Sustainability Policy and Strategies (E)
- Safety and Risk (E)

### Key Course Facts



Start and study anytime



24/7 access to courses



Dedicated student adviser

For more details and current fees please visit our [Advanced Diploma of Banking Services Management](#) page.