

Specification of Competency Standards
for the Banking Industry
Unit of Competency

Functional Area - 1. General Enterprise Banking Service Delivery
(Key Function – 1.6 Delivery of Foreign Exchange and Money Market Related Services)

Title	Provide consultative advice and solutions on delivery of foreign exchange and money market related services
Code	109184L5
Range	Provision of advice on foreign exchange and money market related services and customization of foreign exchange products for enterprise clients. This applies to different kinds of foreign exchange products in different currencies.
Level	5
Credit	4 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the Subject Area</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Possess knowledge in global forex market and currency trading in order to provide suitable suggestion to clients; • Understand features and applications of different types of foreign exchange products in order to elaborate the pros and cons of each and suggest suitable alternatives to clients; • Possess Knowledge on the factors which might affect foreign exchange risk and cause fluctuations in currency markets. <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Evaluate the business operations of clients and identify the detailed specifications of their demand on different foreign currencies; • Evaluate the exchange rates fluctuation between currencies and identify the possible impacts to clients; • Estimate effect on clients' assets, profits and cash flow when there are changes in respective exchange rates; • Compare the features of different foreign exchange and money market related products and based on that to analyse the foreign exchange risks clients exposed to; • Provide proposed solutions to clients based on their needs and financial positions. <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Develop appropriate strategy for mitigating foreign exchange risks in accordance with clients' specific needs; • Provide advisory services on hedging foreign exchange exposure (e.g. estimate total value of business components exposed to foreign exchange risk); • Advise clients on taxation issues in relation to foreign exchange products and markets in which they operate.
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Provision of foreign exchange solutions and risk management measures based on analysis on the business operations of clients and foreign exchange risks of the specific deal.
Remark	