
Overview

This unit is about the pricing of assets and investments/units, ranging from the collection of information about asset values to the specification of their price. Assets may include property and commodities, as well as quoted or unquoted stocks and shares. The information will need to take into account aspects such as income or daily inputs and capital values. Those engaged in pricing need to clearly specify the spread of prices and justify their selection in terms of the market and the potential profit for the organisation. Computer-based pricing systems may well be utilised, although there are some instances where manual calculations are employed. You will need to use information and knowledge effectively, efficiently and ethically and pay attention to details that are critical to your work.

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Establish the price of assets and investments/units

Performance criteria

- You must be able to:*
- P1 Gather and analyse all relevant information relating to the value of assets and investments daily
 - P2 Utilise pricing systems in line with organisational procedures
 - P3 Pass information about asset values to the appropriate people within required timescales
 - P4 Investigate and resolve anomalies and discrepancies promptly
 - P5 Establish prices using all relevant information relating to asset values
 - P6 State purchase and sale prices for investments/units clearly and accurately
 - P7 Ensure the difference between the purchase and sales price optimises the benefit for the organisation and can be justified in market terms
 - P8 Ensure all price calculations are correct and inform all relevant people
 - P9 Comply with legal requirements, industry regulations, including ethical standards and health and safety, organisational policies and professional codes

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Knowledge and understanding

You need to know and understand:

- K1 The purpose and use of pricing systems and the relationship of pricing to organisational performance
- K2 The regulatory framework in relation to the pricing of assets and investments/units
- K3 The sources of data upon which prices are based and which are relevant to your own work role
- K4 Your organisation's systems and procedures are for establishing the value of assets and investments
- K5 Organisational and regulatory restrictions on investments and borrowing powers and the effect of breaking these restrictions
- K6 The implications of price exemptions and price limits on your work
- K7 Other individuals and teams involved in the pricing process and how they impact upon your own role
- K8 How to establish and maintain effective relationships with stakeholders, including the use of interpersonal and communication skills and the concepts of quality service delivery
- K9 Your organisation's systems and procedures for presenting price data and the importance of adhering to them
- K10 How your organisation's requirements relating to the application of codes, laws and regulatory requirements, including ethical standards and health and safety impact on your activities

FSPIO07 – SQA Unit Code HFGT 04

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Additional Information

Behaviours

1. You present information clearly and concisely

FSPIO07 – SQA Unit Code HFGT 04

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