



# 201-COMMERCIAL-BANKING-FUNCTIONAL<sup>Q&As</sup>

SalesforcenCino 201 Commercial Banking Functional Exam

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### QUESTION 1

Which fields must be filled out when converting a Lead to a Loan?

- A. Product Information
- B. Customer Contact Information
- C. Related Entities
- D. Relationship and Loan Lookups

Correct Answer: A

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### QUESTION 2

From the default structure hierarchy in nCino, which options can have one or many options below them in the hierarchy? (Choose three)

- A. Sub Limit
- B. Current Takedown
- C. Main
- D. Limit

Correct Answer: ACD

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### QUESTION 3

For a user to add a '\\Non-Standard\\' Fee to a loan:

- A. The Fee must exist as an option in the '\\Fee Type\\' picklist on the Fee Object
- B. They need access to a text field labeled '\\other\\' to enter the fee type
- C. They need a special custom object to track Non-Standard Fees
- D. The Fee must exist as a record of the Template Object

Correct Answer: A

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### QUESTION 4

Which one of the following is NOT a tab available on your Homepage toolbar?

- A. Loans



B. Summary

C. Overview

D. Reports

Correct Answer: B

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#### QUESTION 5

Which Salesforce features are commonly used to support flexible configuration in nCino features? 9Select all that apply)

A. Field Sets

B. All options listed are correct

C. Permission sets

D. Custom Settings

Correct Answer: B

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