



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

SalesforcenCino 201 Commercial Banking Functional Exam

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### QUESTION 1

What is the name of the junction object that typically ties Loans and Deposits to Relationships?

- A. Entity Engagement
- B. Collateral Management
- C. Entity Involvement
- D. Connection Plus

Correct Answer: C

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### QUESTION 2

Which SOQL Query would return the fields: Name, Billing address (street,city,state,zip) and phone number of all Relationships (Account) with the billing state of North Carolina with no syntax errors?

- A. SELECT NAME, BILLING ADDRESS, PHONE FROM ACCOUNT WHERE BILLINGSTATE = 'NC'
- B. SELECT NAME, BILLING ADDRESS PHONE FROM ACCOUNT WHERE BILLINGSTATE = NC
- C. SELECT NAME, BILLING ADDRESS, PHONE FROM ACCOUNT HAVING BILLINGSTATE = 'NC'
- D. SELECT NAME, BILLING ADDRESS, FROM ACCOUNT WHERE BILLINGSTATE = 'NC'

Correct Answer: A

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### QUESTION 3

True or False: The packaged Setup of nCino UI will have Risk Rating already configured.

- A. True
- B. False

Correct Answer: A

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### QUESTION 4

Collateral pledged impacts which calculation?

- A. Available lendable value
- B. Loan to value
- C. Debt Service coverage ratio



D. None of the above

Correct Answer: B

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#### QUESTION 5

When creating new screen sections for a credit memo, which field determines the order in which screen sections appear?

A. Render Order

B. Widget Order

C. Display Order

D. Section Order

Correct Answer: C

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