



# 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 to Relationships and Deposits?

- A. Collateral Management
- B. Entity Management
- C. Connections Plus
- D. Entity Involvement

Correct Answer: D

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### QUESTION 2

True or False: You don't need a field set in order to Build the Layout for a Screen Section.

- A. True
- B. False

Correct Answer: B

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### QUESTION 3

Which nCino feature is required to be utilized when setting up multi-tiered loan structure?

- A. Credit Memo
- B. Rate Structure
- C. Product Package
- D. Spreads

Correct Answer: C

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### QUESTION 4

For a user to generate a record below the Main on the loan record in nCino, which button are you required to add to the page layout?

- A. Credit Memo
- B. Sharing
- C. Manage Customer Portal



D. New Limit/Sub/Takedown

Correct Answer: D

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#### QUESTION 5

Which of the following is a Data Loader option?

A. Side Slide

B. Update

C. Check and Return

D. Secondary Delete

Correct Answer: B

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#### QUESTION 6

True or False: A Limit or Sub Limit adds additional exposure to the overall hierarchy.

A. True

B. False

Correct Answer: B

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#### QUESTION 7

Where should an end user begin spreading from?

A. Loan

B. Relationship

C. Primary Contact

D. Credit Memo Summary Page

Correct Answer: A

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#### QUESTION 8

True or False: A Loan that is processed through nCino will typically go through multiple approval processes.

A. True

B. False



Correct Answer: A

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#### QUESTION 9

Which section of your homepage can be configured to show the reports you choose to have displayed?

- A. Dashboard
- B. Contacts
- C. Calendar
- D. My Tasks

Correct Answer: A

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#### QUESTION 10

After you begin Spreading, what is the first step a user must complete before adding income statements?

- A. Export the bundle
- B. Set Fiscal Year End
- C. Check the Common Sizing box
- D. Select number of months in a period

Correct Answer: B

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#### QUESTION 11

True or False: Once the entire Loan term is defined, the payment structure data from the first payment stream is pushed back to the loan object and saved. This overwrites existing data on the loan object.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 12

In order to configure the "Generate Forms" action within the Magic Wand/User Interface (UI) on the Loan object, which loan field value is required?



- A. Record Type
- B. Product Line
- C. Default App
- D. Principal Balance

Correct Answer: B

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#### QUESTION 13

True or False: Workbench can be used to query salesforce records that are otherwise difficult to report on.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 14

True or False: It is NOT important to have a corresponding customer request/permission before attempting to data load.

- A. True
- B. False

Correct Answer: B

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#### QUESTION 15

True or False: By default, the total exposure includes any proposed direct or indirect exposure.

- A. True
- B. False

Correct Answer: A

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