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

SalesforcenCino 201 Commercial Banking Functional Exam

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### QUESTION 1

True or False: Activity History shows any prior CRM activities performed (phone calls, email sent, meetings, etc) and Open Activities shows any pending tasks.

- A. True
- B. False

Correct Answer: A

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### QUESTION 2

The Financial Indicator Value is determined by:

- A. The value specified by the user
- B. The Covenant Type
- C. The Loan Covenant
- D. The Covenant Compliance

Correct Answer: A

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### QUESTION 3

Which of the following object are commonly referred to as "Ticklers":

- A. Loan Covenants
- B. Events
- C. Covenant Compliance
- D. Covenant Management

Correct Answer: C

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### QUESTION 4

True of False: Individual Relationship records also have Contact records linked to them - and on the Contact record is where the customer's CIP information is stored.

- A. True
- B. False



Correct Answer: A

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#### QUESTION 5

When setting a Route to look at a VisualForce Page what field holds the API name of the VisualForce Page?

- A. Route Name
- B. App Name
- C. Screen Name
- D. Body

Correct Answer: D

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#### QUESTION 6

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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#### QUESTION 7

What data points related to Collateral MGMT is recommended to be used when starting Collateral Docman Smart Checklists?

- A. Collateral Type-> Type/Subtype
- B. Loan to Value
- C. Collateral Pledge
- D. Address
- E. Collateral History

Correct Answer: A

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### QUESTION 8

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 9

What tab should an admin navigate to for configuring Document Manager?

- A. Home
- B. nCino Administration
- C. DM Admin
- D. Docman Configuration Tool Suite
- E. Reports

Correct Answer: B

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### QUESTION 10

True or False: Informatica loads run on a manual sync. The admin must tell the sync to run.

- A. True
- B. False

Correct Answer: A

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### QUESTION 11

An Advance Rate override will impact which record?

- A. Collateral Type
- B. Collateral Pledged
- C. Collateral Management
- D. All of the Above

Correct Answer: B

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#### QUESTION 12

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 13

The navigation items organized vertically across the left side of the nCino User Interface are called:

- A. Alternate routes
- B. Parent routes
- C. Sub-routes
- D. Tertiary routes

Correct Answer: C

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#### QUESTION 14

What Icon represents a Loan record in nCino?

- A. Money Bag
- B. Small Green Man
- C. Coin
- D. Folder

Correct Answer: A

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#### QUESTION 15

Which Collateral Management feature enables the functionality of comparing the value of a piece of collateral to the value of all loans pledged to that particular piece of collateral?

- A. Collateral Coverage Ratio
- B. Collateral Pledged
- C. Complex Collateral



D. Loan Ratio

Correct Answer: A

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