

**100%** Money Back  
**Guarantee**

**Vendor:**Salesforce

**Exam**

**Code:**201-COMMERCIAL-BANKING-FUNCTIONAL

**Exam Name:**SalesforcenCino 201 Commercial  
Banking Functional Exam

**Version:**Demo

**QUESTION 1**

ncDataGrid can access field sets from what Objects?

- A. The Source Object the UI is on
- B. A related Object to the Object the UI is on
- C. A related - related Object to the Object the UI is on
- D. a visualforce page

Correct Answer: A

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**QUESTION 2**

True or False: List views should be created for each Stage on the Loan Object.

- A. True
- B. False

Correct Answer: A

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**QUESTION 3**

When copying/cloning Collateral Management records in nCino, which field allows an end- user to include associated sub collateral records?

- A. Quantity
- B. Bulk Update
- C. Include Collateral Children
- D. Advance Rate
- E. Include Collateral Hierarchy

Correct Answer: C

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**QUESTION 4**

When using reports to assist in a data load, which file type should that report be saved as?

- A. Excel Workbook

- B. PDF
- C. CSV MS-DOC
- D. CSV (Comma Delimited)

Correct Answer: D

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#### **QUESTION 5**

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 6**

True or False: The roles used in loan team member alerts configuration are the standard Salesforce roles.

- A. True
- B. False

Correct Answer: B

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#### **QUESTION 7**

Which of the following is NOT an example of a Fee that should be tracked using the nCino Fee Management feature?

- A. Appraisal
- B. Attorney
- C. Loan Origination
- D. Credit Card Late Payment Charge

Correct Answer: D

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#### **QUESTION 8**

True or False: On a Change Memo, you have to manually go back into the Loan record to update any new changes to fields like terms, rate, amount, etc.

- A. True
- B. False

Correct Answer: B

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**QUESTION 9**

Where are the graphics for the nodes used on the Overview tab (Process View Images) housed?

- A. Static Resources
- B. Desktop Administration
- C. Installed Packages
- D. Custom Labels
- E. Apps

Correct Answer: A

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**QUESTION 10**

When using nCino Forms Generation, where are the templates stored so that a user can access to edit?

- A. Forms Manager
- B. Templates can't be edited once saved
- C. nCino Administration
- D. Forms Templates

Correct Answer: A

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**QUESTION 11**

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 12**

Covenant Compliance records are generated until:

- A. the Status is changed
- B. A user deactivates the Covenant Management record
- C. All associated Loans are in the Booked Stage
- D. All Associated Loans are in the Complete Stage

Correct Answer: C