

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

SalesforcenCino 201 Commercial Banking Functional Exam

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#### QUESTION 1

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 2

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 3

True or False: The Process Overview enables nCino users to have a comprehensive view of all Relationships in the system.

- A. True B. False

Correct Answer: B

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#### QUESTION 4

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 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**

Which process gives you the most similar view of nCino on your mobile device?

A. Salesforce1 App

B. Browser

Correct Answer: B

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#### **QUESTION 7**

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 8**

Where can the Interest Accrual Method be changed?

A. Product Line

B. Manage Rates Tab

C. Product Type

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D. Index

Correct Answer: A

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**QUESTION 9**

How Does nCino use Risk Rating? (Choose 2 answers)

- A. Customize Rating Worksheets
- B. Allows use of an Approval Process to manage requests
- C. Automatically updates all Rating Worksheets
- D. Customize Rating Worksheets

Correct Answer: B

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**QUESTION 10**

True or False: When curating data in an excel sheet, leading zeros are sometimes hidden.

- A. True
- B. False

Correct Answer: A

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**QUESTION 11**

True or False: Fields can be made Editable in the Pending Facilities section in Product Package.

- A. True
- B. False

Correct Answer: A

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**QUESTION 12**

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 13

True or False: When you log a call, you are also given the ability to create a follow-up task on the same page, if needed.

- A. True
- B. False

Correct Answer: A

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### QUESTION 14

When configuring the form template, which of the following items are nCino's recommended best practices?

- A. Copy field API values from the "Show Available Fields" window to eliminate any misspellings caused by manual entry
- B. Ensure that all quotation marks within queries are the straight quotes " " instead of utilizing the curly Microsoft Word quotation marks " "
- C. When configuring a query within a table, navigate to Table Properties and uncheck the "Automatically Resize" checkbox
- D. Utilize the Schema Builder functionality when uncertain about how to query to a certain field on a related object to understand the data structure and how the objects are connected

Correct Answer: ABCD

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### QUESTION 15

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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