

201-COMMERCIAL-BANKING-FUNCTIONAL^{Q&As}

SalesforcenCino 201 Commercial Banking Functional Exam

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QUESTION 1

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

- A. True
- B. False

Correct Answer: A

QUESTION 2

Which of the following ways can a Loan be created in nCino (Select 2)

- A. Converting a Lead to a Loan
- B. Adding from Entity involvement related list
- C. New Loan Product button from Relationship
- D. New Loan Product button from Relationship

Correct Answer: A

QUESTION 3

What method of organization should be used to create the Loan Document Manager Smart Checklists?

- A. Start with least common documents with broad criteria, work your way down to smaller groups
- B. Start with most common documents with broad criteria, work your way down to smaller groups with more granular criteria
- C. Start with random documents, no one way is easier
- D. Use Loan Amount and Product Line only

Correct Answer: B

QUESTION 4

Which loan field is Not required to be filled out to initially create a Rate and Payment Stream?

- A. Loan Amount
- B. First Payment Date

C. Amortized Terms (Months)

D. Index

E. Loan Term (Months)

Correct Answer: D

QUESTION 5

True or False: If you assign a task to someone, they will receive email notification letting them know that they have been assigned a new task.

A. True

B. False

Correct Answer: A

QUESTION 6

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

QUESTION 7

True or False: During Approval Process, the Stage field on Product Package and Loan are what controls the syncing of Approval.

A. True

B. False

Correct Answer: A

QUESTION 8

True or False: An approval process can fire email alerts to groups of users.

- A. True
- B. False

Correct Answer: A

QUESTION 9

Which Selection is NOT a Modification Frequency Value that can be set per index?

- A. Adjusted Yearly
- B. Adjusted as needed
- C. Adjusted Daily
- D. Adjusted Hourly

Correct Answer: C

QUESTION 10

True or False: Risk Grade Groups can be associated with Multiple Risk Grade Templates.

- A. True
- B. False

Correct Answer: A

QUESTION 11

What determines the available choices of Product Line, Product Type, and Product picklists?

- A. Field Level Security
- B. Field Dependencies
- C. Clickback protection
- D. Workflow + Field update

Correct Answer: B

QUESTION 12

Where can a User find "Recent Items"?

- A. Side Pane
- B. Center Pane

Correct Answer: A

QUESTION 13

Which items must be created in order to configure a team key? (Select Two)

- A. Role
- B. Email alert
- C. Email template
- D. Loan field
- E. Role
- F. Email template

Correct Answer: AC

QUESTION 14

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

QUESTION 15

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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