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Exam : **201-Commercial-Banking-Functional**

Title : SalesforcenCino 201
Commercial Banking
Functional Exam

Vendor : Salesforce

Version : DEMO

NO.1 What is the name of the junction object that typically ties Loans to Relationships and Deposits?

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

Answer: A

NO.2 When using Spreads, what is the most likely reason an end user is unable to select the Show operations checkbox?

- A. They are not an administrator
- B. Spreads was configured incorrectly
- C. Field level security is too high
- D. Missing Underwriting Permission Set

Answer: D

NO.3 A "Standard Fee" is defined as: (Choose 3)

- A. A fee that can be queued up automatically with a preset amount
- B. Any fee that a Financial Institution might add to a loan
- C. A fee that exists as an option in the "Fee Type" Picklist on the Fee Object
- D. A fee that can be queued up automatically to be added to a specific loan product
- E. A fee that can be queued up automatically to be added when a loan hits a specific stage

Answer: A,D,E

NO.4 True or False? Risk rating can include both qualitative and quantitative values.

- A. False
- B. True

Answer: B

NO.5 True or False: Spelling and punctuation should match exactly when configuring back end product catalog and front end product catalog.

- A. True
- B. False

Answer: A

NO.6 You can create a new task off of which of the following objects?

- A. Change Memo
- B. Loan Modification
- C. Risk Rating
- D. All of the above
- E. Covenant

Answer: D

NO.7 Which SOQL Query would return all Loan ID's?

- A. SELECT ID FROM LLC_BI__LOAN__C
- B. SELECT ID, FROM LLC_BI__LOAN__C
- C. SELECT ID FROM ACCOUNT.LLC_BI__LOAN__C

Answer: C

NO.8 What icon represents a Relationship record in nCino?

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

Answer: C

NO.9 True or False? You don't need a field set in order to Build the Layout for a Screen Section.

- A. False
- B. True

Answer: A

NO.10 Where would a Route with the App Name of 'third-party-reports' display if you assigned it to a Group via Route Group and did NOT give it a Parent Route?

- A. The Main Navigation
- B. It won't render because it doesn't have a Parent Route
- C. In the Magic Wand
- D. The Secondary Navigation

Answer: A

NO.11 Which Salesforce features are commonly used to support flexible configuration in nCino features? (Select all that apply)

- A. Field Sets
- B. Permission sets
- C. All options listed are correct
- D. Custom Settings

Answer: C

NO.12 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. Complex Collateral
- B. Collateral Pledged
- C. Loan Ratio
- D. Collateral Coverage Ratio

Answer: D

NO.13 Which of the following ways can a Loan be created in nCino? (Select Two)

- A. Adding from Entity Involvement Related List

- B. New Loan Product button from Relationship
- C. Collateral Management Manage Collateral Button
- D. Converting a Lead to a Loan

Answer: B,C

NO.14 When using nCino Forms Generation, where are the templates stored so that a user can access to edit?

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

Answer: A

NO.15 How do I Modify/Renew a Loan from Product Package?

- A. Manage Loan button
- B. Navigate to loan and then modify/renew
- C. Credit Actions button
- D. Bulk Actions button

Answer: C

NO.16 True or False? Collateral Management records should be created for each loan they are associated with.

- A. True
- B. False

Answer: A