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

SalesforcenCino 201 Commercial Banking Functional Exam

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QUESTION 1

True or False: You can add Fees from Product Package.

A. True

B. False

Correct Answer: B

QUESTION 2

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 3

For a user to generate a record below the Main on the loan record in nCino, which button are you required to add to the page layout?

A. Credit Memo

B. Sharing

C. Manage Customer Portal

D. New Limit/Sub/Takedown

Correct Answer: D

QUESTION 4

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.

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A. True

B. False

Correct Answer: A

QUESTION 5

The following are the Related Lists (also called "hovers" or "quick links") that store any CRM activities for the relationship that have been closed/completed.

A. Contacts

B. Activity History

C. Connections

D. Open Activities

Correct Answer: B

QUESTION 6

From the default structure hierarchy in nCino, which options can have one or many options below them in the hierarchy? (Choose three)

A. Sub Limit

B. Current Takedown

C. Main

D. Limit

Correct Answer: ACD

QUESTION 7

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 8

True or False: Workbench can be used to query salesforce records that are otherwise difficult to report on.

A. True

B. False

Correct Answer: A

QUESTION 9

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

QUESTION 10

True or False: New Covenant Management records are created when the "Next Evaluation Date" is met.

A. True

B. False

Correct Answer: B

QUESTION 11

What objects are standard supported for Document Manager?

A. Loan

B. Relationship

C. Deposits

D. Collateral

E. Treasury Services

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F. Product Package

G. All of the Above

Correct Answer: G

QUESTION 12

True or False: New Covenant Management records are created when the "Next Evaluation Date" is met.

A. True

B. False

Correct Answer: B

QUESTION 13

Connections is used to join what 2 type of records.

A. Relationships with other Relationships

B. Reports to Dashboards

C. Relationships to Loans

D. Loans with other Loans

Correct Answer: A

QUESTION 14

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

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QUESTION 15

The Product Catalog is configured on the back end by using what tool?

A. Copy Loan Plus Tool

B. DM Admin Tool

C. Standard Cloner Tool

D. Document Manager Tab

Correct Answer: B