

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

SalesforcenCino 201 Commercial Banking Functional Exam

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QUESTION 1

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

QUESTION 2

Which of the following is a Data Loader option?

- A. Side Slide
- B. Update
- C. Check and Return
- D. Secondary Delete

Correct Answer: B

QUESTION 3

The nCino UI provides the users with all of the following, except:

- A. An intuitive layout that reduces learning curve in adapting to and using the layout effectively
- B. A Streamlined navigation and presentation of data by keeping all relevant information in one view pane (you are only presented with the information you need to know)
- C. A 1-to-1 replacement of native Salesforce UI functionality
- D. Consistent experience across devices

Correct Answer: B

QUESTION 4

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 5

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

- A. True
- B. False

Correct Answer: B

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