



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

SalesforcenCino 201 Commercial Banking Functional Exam

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### QUESTION 1

The Process Overview provides a visual representation of the number of Loans categorized by which of the following?

- A. Loan Status
- B. Loan Stage
- C. Loan Amount
- D. Loan Product

Correct Answer: B

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### QUESTION 2

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

- A. Converting a Lead to a Loan
- B. New Loan Product button from Relationship
- C. Adding from Entity Involvement Related List
- D. Collateral Management Manage Collateral Button

Correct Answer: BD

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### QUESTION 3

For a user to add a '\\Non-Standard\\' Fee to a loan:

- A. The Fee must exist as an option in the '\\Fee Type\\' picklist on the Fee Object
- B. They need access to a text field labeled '\\other\\' to enter the fee type
- C. They need a special custom object to track Non-Standard Fees
- D. The Fee must exist as a record of the Template Object

Correct Answer: A

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### QUESTION 4

What Icon represents a Loan record in nCino?

- A. Money Bag
- B. Small Green Man



C. Coin

D. Folder

Correct Answer: A

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#### QUESTION 5

What field on the Loan controls Total Reviewable Loan Facilities? (Pick one)

A. In Review

B. Is Ready Review

C. Loan Number

D. None of the above

Correct Answer: B

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