



Salesforce

**201-COMMERCIAL-BANKING-FUNCTIONAL
Exam**

Salesforce nCino 201 Commercial Banking Functional

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QUESTIONS & ANSWERS

DEMO VERSION

(LIMITED CONTENT)

Version: 4.0

Question: 1

To use RLTV, financial institutions need to ensure they currently use which of the following features?

- A. Both Enhanced Collateral Management and Total Exposure
- B. Enhanced Collateral Management
- C. Total Exposure
- D. None of the above

Answer: B

Explanation:

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

Answer: C

Explanation:

Question: 3

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

Answer: B

Explanation:

Question: 4

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

Answer: B

Explanation:

Question: 5

True or False? A Loan converts to a lead through the "Convert to nCino" button.

- A. True
- B. False

Answer: B

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