

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

SalesforcenCino 201 Commercial Banking Functional Exam

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#### **QUESTION 1**

- A "Standard Fee" is defined as: (Choose 3) A. A fee that can be queued up automatically to be added to a specific loan product
- B. A fee that can be queued up automatically to be added when a loan hits a specific stage
- C. Any fee that a Financial Institution might add to a loan
- D. A fee that can be queued up automatically with a preset amount
- E. A fee that exists as an option in the "Fee Type" Picklist on the Fee Object

Correct Answer: ABD

#### **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**

Covenant Compliance records are created "X" days prior to the "Next Evaluation Date" based on?

- A. The number of days specified by the user
- B. The Covenant type
- C. The frequency
- D. The status

Correct Answer: B

#### **QUESTION 4**

True or False: The roles used in loan team member alerts configuration are the standard Salesforce roles.

A. True



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Correct Answer: B

#### **QUESTION 5**

The \'Loan Details\\' Main Navigation has Sub Navigation called Questionnaire that should be the first Route that is seen when clicking the \'Loan Details\\'.

Where is the \'Default Context\\' checkbox checked to make the Questionnaire show up first?

- A. Route
- B. Route Group
- C. Group
- D. Screen Section

Correct Answer: B

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