

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C-11 BUSINESS PRACTICES & THE PROFESSION

March 2012

Note: This examination consists of 10 questions on 1 page.

Marks

<u>Q. No</u>	<u>Time: 3 hours</u>	<u>Value</u>	<u>Earned</u>
1.	Define each of the following terms as it pertains to business law in Canada: a) Bank rate b) Power of attorney c) Performance bond d) Liability insurance e) Construction lien f) Private corporation g) Contractual liability h) Bearer instrument i) Restrictive covenant j) Professional ethics	20	
2.	Is a survey firm required to have an occupational health and safety program? Why?	6	
3.	How can a contract be discharged?	10	
4.	Professional liability insurance for land surveyors groups survey services in 3 categories. Name the categories.	6	
5.	What would a business plan provide?	8	
6.	Provide examples of 3 different marketing activities and the rationale for using them.	10	
7.	Describe three common forms of business association. Choose one and defend it.	10	
8.	Differentiate between professional ethics and business ethics.	10	
9.	Describe bankruptcy and differentiate between a personal bankruptcy and a corporate bankruptcy.	10	
10.	What would business insurance provide for your firm?	10	
	Total Marks:	100	