

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

March 2017

Note: This examination consists of 10 questions on 2 pages.

Marks

<u>Q. No</u>	<u>Time: 3 hours</u>	<u>Value</u>	<u>Earned</u>
1.	Professional Land Surveying Associations are referred to as self-governing. a) What is meant by self-governing? b) What are the obligations of a self-governing body? c) How is the public served or protected by your Association? (Named the jurisdiction.)	5 5 5	
2.	A potential client telephones and says “I need a survey.” What questions should you ask?	10	
3.	In your proposal letter to the client you wrote, “We estimate our fees at \$7500.” When the job is completed your firm has incurred costs of \$9000. Explain, with reference to court precedent, how much you may be permitted to invoice the client.	10	
4.	You have a signed contract to perform a survey but upon commencing the survey you find markers/monuments/bars/posts that do not appear in your research. On speaking to the Land Surveyor who set the bars you are told, “I surveyed that same property 2 years ago and the owner did not pay me for my work.” Explain what you will do and why?	10	
5.	A survey is often referred to as an “opinion”. Explain.	5	
6.	Your company has an hourly rate contract to provide construction layout services. It comes to your attention that your boss, the owner of the survey company, is consistently invoicing for more hours than your crew actually worked. What is the issue? What will you do?	10	
7.	Occasionally a surveyor may appear in court as an “expert witness”. What is the role and responsibility of an expert witness?	10	
8.	During the course of a survey your crew observes that the land owner client has “filled” a significant area of floodplain. With reference to “client confidentiality” and “public protection” explain what, if anything, you will do.	10	

9.	Define the following terms; where appropriate provide an example. a) RFP; request for proposal b) Change Order c) Collusion d) Sole proprietorship e) Non-compete agreement	3 3 3 3 3	
10.	As a Project Manager you will be required to pursue your project's "accounts receivable". Explain the concept of "aged accounts". Make particular reference to how they are valued by your financial institution.	5	
	Total Marks:	100	