

**CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS**

**C11 – BUSINESS PRACTICES & THE PROFESSION**

**March 2019**

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

**Marks**

**Q. No**

**Time: 3 hours**

**Value   Earned**

<b><u>Q. No</u></b>	<b><u>Time: 3 hours</u></b>	<b><u>Value</u></b>	<b><u>Earned</u></b>
1.	Explain the difference between Capital Costs and Operating Costs. Provide three examples of each.	5	
2.	A PLS at company B calls and says, "I am surveying Lot 117 adjacent to the survey plan you prepared six months ago. My building ties disagree with the ties shown on your plan by 0.12m." What, if anything, will you do?	5	
3.	A current long-term client comes in to the office and says, "I am changing to another PLS company. I want all the digital files and drawings "as-is" for all my projects. I will write a cheque today for all the outstanding fees." How will you respond?	10	
4.	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	
5.	A potential client telephones and says, "I need a survey." What are the ten most important questions should you ask?	10	
6.	Draft a letter to a client offering to perform a cadastral and topographic survey of a 640-acre parcel of land subject to several easements and a natural boundary. Your letter (NOT POINT FORM) will form the contract for services. Do NOT detail the survey tasks or the fees. Marks will only be given for the "business and contractual" elements that you include in this contract for services.	12	
7.	Name and explain the key elements required at law to form a contract.  Are oral contracts binding? Explain your decision.	5 5	
8.	Define the following terms. Where appropriate provide an example. a) Inflation b) Goodwill c) Consumer Price Index d) Collusion e) Work-in-Hand f) Professional Liability Insurance	18	
9.	During a phone call pursuing business development with the Director of ABC Hospital you are told to invite the Director and his two assistants to lunch at a very expensive restaurant. During lunch when you raise the matter of the pending hospital expansion survey work the Director states, "How much you will donate to the hospital building fund?" As you attempt to hedge your answer you are told point blank "no donation, no contract".  a) Is this a criminal offence or just aggressive fund raising? Explain.  b) Will you participate? Provide reasons.	5 5	

10.	<p>You are a young PLS employee at a firm owned by Tom a 65 year old PLS majority share holder and Bruce a 45 year old PLS minor shareholder. Bruce approaches you, swears you to confidence, and then says “I am going to open my own business in Town and I want you to come with me so we can ensure Tom retires his business”. I will offer you more money and a share of the ownership.”</p> <p>a) Is there anything wrong with Bruce’s proposal?</p> <p>b) If you breach the confidence you promised Bruce are you committing Professional Misconduct?</p>	5	
		5	
	<b>Total Marks:</b>	100	