

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

October 2020

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

Marks

Q. No

Time: 3 hours

Value Earned

1.	While commencing a survey of a rural property you are confronted by the owner of the abutting parcel who parks his vehicle over the property corner survey evidence and challenges you about trespassing on “his” property. The discussion gets heated and threats are made. Outline the actions you should/can take to get the survey completed.	10	
2.	Are oral contracts binding? Explain your decision.	5	
3.	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?	5 5	
4.	A survey is often referred to as an “opinion”. Explain.	5	
5.	You have been asked by the client to examine and report on the work of another surveyor who is also a member of the Association. Discuss whether or not you would take on such an assignment and any criteria you would establish prior to undertaking the work.	10	
6.	A client calls and says, “I like your proposal for survey services on the mixed use commercial/residential high rise condominium development. However, your price of \$75,000 is significantly higher than the second best proposal. If you can reduce your price by 10% the job is yours.” How will you respond? Explain why.	10	
7.	Your boss says, “You have been here four years and we see a bright future for you so I am going to give you the opportunity to buy some shares in my business. You will start as a junior partner but over the years accumulate shares and buy me out when I retire.” What questions should you ask? (1 mark per question)	10	
8.	Define the following terms. Where appropriate provide an example. a) Negligence b) Hold harmless c) Due diligence d) Joint Venture e) Estimate	3 3 3 3 3	

9.	<p>Five months ago your office had an Order Book of several weeks' work for each crew. Subsequently the economy slowed, existing jobs shut down and new projects were cancelled. Despite increasing your marketing efforts and applying aggressive pricing on cost quotes, incoming work slowed to a trickle. Crews are operating on a day-to-day basis. Yesterday's awards are today's crew assignments. If the situation continues to decline you are going to have to make some tough decisions.</p> <p>a) Outline three possible staffing/operating options noting the positive and negative impacts of each on your business.</p> <p>b) Recommend one option, and explain why you selected that option.</p>	12 3	
10.	Advertising by PLS businesses may be regulated by Provincial statutes and regulations or Association bylaws. Explain any restrictions imposed in your jurisdiction (name it) and provide three examples of non-conforming advertising.	10	
Total Marks:		100	