

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

June 2020

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

Marks

Q. No

Time: 3 hours

Value Earned

<u>Q. No</u>		<u>Value</u>	<u>Earned</u>
1.	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 interest explain what, if anything, you will do.	10	
2.	Name and explain the key elements required at law to form a contract.	10	
3.	With self-governance comes the responsibility for Associations to govern their members. In your jurisdiction (name it) describe how your Association addresses a complaint from the public.	10	
4.	Though a business may pay an employee \$40 per hour, the business will invoice the client at a much higher hourly rate for the employee’s time plus disbursements. Ignoring the field disbursements list the primary payroll burdens and business costs used to determine the multiplier or mark-up applied to the employee’s base hourly rate.	10	
5.	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.” What will you do?	10	
6.	As a Project Manager you will be required to pursue your projects’ accounts receivable. Explain the concept of “aged accounts”. How are they valued by your financial institution?	5	
7.	John has decided to retire and sell his sole proprietorship surveying company. Paul is considering buying the company. In order to determine what he is buying and establish a purchase price for the company Paul needs more information. List the key information Paul should review/consider before he makes an offer and any plans he should make to ensure a smooth transition.	10	
8.	A client calls and says, “I like your proposal for survey services on the ski resort mixed use condominium development. However, your price of \$95,000 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	
9.	You have completed the retracement of an original township lot/section and the project costs are \$11,500. Before you started the project you gave the client a written cost estimate of \$9,500 and accepted a \$5,000 deposit. How much will you invoice the client? Explain why.	10	

10.	Define the following terms. Where appropriate provide an example. a) Letter of credit b) Negligence c) Capital Costs vs. Operating Costs d) Conflict of Interest e) Liable	15	
Total Marks:		100	