

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

March 2021

Note: This examination consists of 9 questions on 2 pages.

Marks

Q. No

Time: 3 hours

Value Earned

1.	Explain the difference between professional liability insurance and commercial general (aka business) insurance.	10	
2.	What are the unique responsibilities of a “professional”?	10	
3.	<p>Your survey company 123 Surveys Inc. is contracted to provide construction layout services to Big Dam Contractors Limited at a New Brunswick Hydro Dam project. One of the tasks you perform is layout for blasting of bedrock to facilitate siting of the power station foundations. During the measure-up of the recently blasted area your crew determines that your company laid out the blast “cut” one meter too deep. Upon reporting this to the Site Superintendent:</p> <ul style="list-style-type: none"> • Big Dam Contractors Limited stops payment on your two outstanding invoices, seriously impacting your cash flow. • The project management firm, Project Managers Inc., stops all excavation work in the site area and states you will be paying for all standby charges owed to the many trades. • Project Managers Inc. orders Design Engineers Limited to proceed with the foundation re-design and states the re-design costs will be back-charged to your firm. • New Brunswick Hydro advises that every day of delay is lost revenue and they hold you responsible. <p>a) How does this affect your firm? b) What will you do? c) Is there a limit to your liability?</p>	5 10 5	
4.	<p>Businesses often perform an introspective analysis of their operations.</p> <p>a) Explain the three key strengths and three key weaknesses of your company (or business unit). b) Outline a solution to correct each of your business’s weaknesses.</p>	6 9	
5.	Describe a challenging business/contractual situation you were involved with and how you or your manager resolved the matter. (Do not use real names. The event or the outcome you choose does not matter. Marks are only awarded for how well you explain and write your synopsis of the incident and the resolution.)	10	
6.	<p>In every business contract, price and profit are interdependent.</p> <p>a) Explain your business’s pricing strategy. b) In your experience name two types of projects that are the least profitable. Explain why.</p>	4 6	

7.	Businesses need to assess (weekly, monthly, or annually) how well they are doing. Explain five significant financial indicators used to measure your business's performance.	10	
8.	Name and explain what should be the top three priorities of the owner/president of your business.	6	
9.	Define the following terms. Where appropriate provide an example. a) Positive Cash Flow b) Insolvency c) Credit Limit	3 3 3	
	Total Marks:	100	