

**CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS**

**C11 – BUSINESS PRACTICES & THE PROFESSION**

**March 2023**

**Note: This examination consists of 7 questions on 2 pages.**

**Marks**

**Q. No**

Time: 3 hours

Value   Earned

1.	Every survey business performs a diverse mix of survey services ranging from very profitable to unprofitable (or marginally profitable). If certain survey types or clients are consistently unprofitable why does your business continue to provide that service?	10	
2.	<p>a) Are oral contracts legally binding? Provide your reasons.</p> <p>b) Buying shares in the business where you work entails both obligations and benefits. Provide several reasons why you would or wouldn't buy shares. (Do not name the business)</p> <p>c) Define "negligence" as it applies to the work of professionals.</p> <p>d) A land surveying business encounters many events/situations that may give rise to a claim for damages. Consequently, it is mandatory for a professional land surveying business to purchase Professional Liability Insurance (PLI), commonly called errors and omissions insurance. Describe three events/situations that are covered by PLI insurance and three business events/situations that are uninsurable or covered by other types of insurance.</p>	5 5 5 5	
3.	<p>a) List the key elements to be included in an Offer of Employment letter.</p> <p>b) Write the letter. (NOT POINT FORM) Marks will be given for the quality of your communication.</p>	10 5	
4.	<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"> <li>• Big Dam Contractors Limited stops payment on your two outstanding invoices, seriously impacting your cash flow.</li> <li>• 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.</li> <li>• 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.</li> <li>• New Brunswick Hydro advises that every day of delay is lost revenue and they hold you responsible.</li> </ul> <p>a) How does this affect your firm?</p> <p>b) What will you do?</p> <p>c) Is there a limit to your liability?</p>	5 10 5	

5.	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	
6.	You have a client signed back contract to perform a survey and have completed a Land Titles and survey record search. However, upon commencing the field work your crew finds 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	
7.	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 and protected by your Association?	5 5 5	
<b>Total Marks:</b>		100	