

**CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS**

**C11 – BUSINESS PRACTICES & THE PROFESSION**

**March 2024**

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

**Marks**

**Q. No**

Time: 3 hours

Value   Earned

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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 protection, explain what, if anything, you will do.	10	
2.	Are oral contracts binding? Explain your opinion.	5	
3.	Define the following terms and provide an example: a) Professional negligence b) Sole proprietorship c) Non-compete agreement d) Change order e) Accounts receivable	5 5 5 5 5	
4.	Name and describe 10 primary costs of operating a Surveying Business.	5	
5.	Does a survey company own copyright to the plans/drawings/sketches produced by their business?	5	
6.	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 to establish a purchase price for the company Paul needs more information. List the key information Paul should review/consider and any arrangements he should make to ensure a smooth transition before he makes an offer.	10	
7.	Your firm ABC Surveys was retained by Big House Builders Inc (BHB) to layout the foundation of a large house on a small lot and to as-built the completed foundation. Your as-built survey shows the west wall is 10 cm too close to the property line. You report this to BHB.  BHB stops all work, the trades are on standby, all scheduled material deliveries are delayed. BHB knocks the wall down and commences to rebuild the wall. BHB notifies the home Purchaser that construction has stopped and the new closing date is unknown. BHB notifies TD bank that the closing and therefore the builder’s loan repayment will be delayed. TD bank states there will be financial charges and penalties. The home Purchaser notifies their BMO Bank that they will need an extension to the pre-approved mortgage rate agreement. The bank says No!	10 5 5	

	<p>As you can see many parties have issues and they will file claims to recover their immediate and future costs.</p> <p>a) What will you do?</p> <p>b) To whom are you liable?</p> <p>c) Which costs are you responsible for?</p>		
8.	What are the Pros and Cons of having business partners?	5	
9.	<p>In every business contract price and profit are interdependent.</p> <p>a) Explain your business' project pricing strategies.</p> <p>b) In your experience which types of projects are the least profitable? Explain why.</p>	8 7	
	<b>Total Marks:</b>	100	