

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

October 2023

Note: This examination consists of 8 questions on 1 page.

Marks

Q. No

Time: 3 hours

Value Earned

1.	When retracing property limits a surveyor looks for the Best Evidence of the boundaries. a) Explain to your client all the evidence you may collect/examine. b) Explain to your client how you resolve conflicting evidence.	10 5	
2.	Define the following terms and, if appropriate, provide an example. a) Inflation b) Collusion c) Incompetence d) Due Diligence e) Termination with cause	4 4 4 4 4	
3.	Write a contract letter (a proper letter, not a point form list) to a client offering to perform a boundary and topographic survey of 50 acres of land, currently farmed but zoned for development, subject to several utility easements and a natural boundary. Do NOT detail the survey tasks nor the fees. Marks will only be given for the business and contractual elements that you include in this “Contract for Services” letter.	20	
4.	Your business has been retained by ABC Construction to provide two layout crews for a six-month construction project. After three weeks you become aware that “your client has been attempting to hire-on your crews as their employees.” How will you deal with this situation?	10	
5.	Your boss calls you in to their office for a talk. “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 key questions should you ask? (1 mark per question)	10	
6.	You have completed the retracement of an original township lot/section and the project costs are \$9,500. Before you started the project you gave the client a written cost estimate of \$11,500. The client signed back the contract and provided a \$5,000 deposit. How much will you invoice the client? Explain why.	10	
7.	Explain the difference between Capital Costs and Operating Costs. Provide three examples of each.	5	
8.	Name and explain the three most common “Complaints” submitted to your Professional Land Surveying Association.	10	
Total Marks:		100	