

**CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS**

**C11 – BUSINESS PRACTICES & THE PROFESSION**

**October 2021**

**Note: This examination consists of 8 questions on 2 pages.**

**Marks**

**Q. No**

**Time: 3 hours**

**Value Earned**

1.	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	
2.	You have been asked by the client to examine and report on the work of another surveyor who is also a member of the Association. Discuss whether or not you would take on such an assignment and any criteria you would establish prior to undertaking the work.	10	
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 a ten-acre parcel of industrial land subject to several easements and a natural boundary.  Do NOT detail the survey tasks or the fees. Marks will only be given for the business and contractual elements that you include in this “Contract for Services” letter.	15	
4.	Does a survey company own copyright to plans/drawings/sketches produced by their business?	5	
5.	On Wednesday morning your bank calls, “The cheque from 1234 Alberta Limited for \$75k has bounced (rejected for NSF) and your bank operating account is now \$10k in overdraft.” You have 24 hours before the company payroll is due to be run Thursday afternoon. Describe how you will resolve this financial crisis.	10	
6.	You have been with your new employer, Survey Company A, for six months. While preparing your submission to an annual public tender request to provide hourly rates for survey services to the local Municipality the manager of Survey Company B telephones and says, “It is your year to win the contract. Tell me your hourly rates and I will make sure my rates are higher.”  a) What has just happened? b) What are your possible courses of action? c) What will you do?	5 10 5	

7.	Define the following terms and if appropriate provide an example: a) Professional Misconduct b) Markup c) Estimate d) Self-governing Association e) Non-compete Agreement	3	
8.	A survey business is for sale in a community 100km from your current office. You have completed your due diligence and \$450,000 is a fair price for a strong business operation that will enhance your current operations. a) Describe three ways to finance the purchase. b) Choose one and explain why it is your preferred option.	12	
	<b>Total Marks:</b>	100	