

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

March 2025

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

Marks

Q. No

Time: 3 hours

Value Earned

1.	You commence a survey and find survey monuments that did not appear in your research. On speaking to the land surveyor, whose number appears on the bars or stakes, you are told, “I surveyed that farm four years ago and was not paid for my fieldwork.” What will you do?	10	
2.	You receive a Request for Proposal for cadastral and aerial mapping services. Your firm does not perform mapping services. Outline your preferred course of action.	5	
3.	Congratulations, you have just been promoted to Managing Partner and are co-owner of a survey business. Your sole competitor in the area calls and says, “It is your firm’s turn to get the annual Town Survey Services Contract. Just tell me your prices and I will make sure I submit higher rates.” a) What are the issues? b) What will you do?	5 5	
4.	Define the following terms and if appropriate provide an example. a) Due diligence b) Markup c) Depreciation d) Sunset clause in a contract e) Self Governance of a professional association	4 4 4 4 4	
5.	You have the opportunity to bid on a \$400,000 lump sum fixed price contract. Approximately \$250,000 of the value is third party services you need to purchase such as fixed wing and helicopter support and accommodation and meals. The profit margin on your company’s labour is budgeted at 25%. In the context of risk vs. reward would you pursue this business opportunity? Give your reasons why.	10	
6.	Name and explain the three most common “complaints” submitted to your Professional Land Surveying Association.	10	

7.	Name and explain the key elements required in law to form a contract.	10	
8.	Write a Contract for Services letter (a proper letter, not a point form list) to a client offering to perform a boundary and topographic survey of an 8-acre parcel of land. 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.	15	
9.	Occasionally a surveyor may appear in court as an “expert witness”. What is the role of an expert witness?	10	
	Total Marks:	100	