

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

March 2026

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

Marks

Q. No

Time: 3 hours

Value Earned

1.	A survey is often referred to as an “opinion”. Explain.	5	
2.	In your proposal letter to the client you wrote, “We estimate our fees will be \$6500”. The job is now complete and your firm had incurred costs of \$9000. How much will you invoice the client? Provide your reasons.	10	
3.	When buying a surveying company we consider the target business to have assets and liabilities. List and define the five most significant assets AND the five most significant liabilities when purchasing a business.	10	
4.	Though a business may pay an employee \$40 an hour, the business will invoice the employee’s time at a much higher hourly rate, plus disbursements. Ignoring the field disbursements, list the primary payroll burdens and business costs used to determine the “multiplier or mark-up” applied to the employee’s base hourly rate. (1 mark each primary item)	10	
5.	Define and provide an example of each of the following terms: a) Non-disclosure agreement b) Capital costs vs. operating costs c) Professional misconduct d) Lien e) Collusion	4 4 4 4 4	
6.	A Party Chief / Crew Leader calls you and says, “My assistant rolled the snowmobile and has injured his leg. I called 911 for an ambulance.” Explain in the correct order, the functions you as the Survey Project Manager must do.	10	
7.	A potential client telephones and says “I need a survey.” What are the ten most significant questions you should ask? (1 mark per significant question)	10	
8.	List and describe the primary responsibilities of the Managing Partner of a typical forty-person survey business. (1 mark per business responsibility)	10	

9.	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: • Big Dam Contractors Limited stops payment on your two outstanding invoices, seriously impacting your cash flow. • 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 owing to the many trades. • Project Managers Inc. orders Design Engineers Ltd. to proceed with the necessary foundation re-design and states the re-design costs will be back-charged to your surveying firm. • New Brunswick Hydro advises that every day of delay is lost revenue and they hold you responsible. a) How does this affect your firm? b) What will you do? c) Which expenses are your responsibility? Is there a limit to your liability?	5 5 5	
	Total Marks:	100	