

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS**C11 – BUSINESS PRACTICES & THE PROFESSION****October 2024****Note: This examination consists of 10 questions on 2 pages.****Marks****Q. No****Time: 3 hours****Value Earned**

1.	You have been asked by a 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.	8	
2.	On Wednesday morning your bank calls; “The cheque from your client 1234 Alberta Limited for \$75k has been rejected for Insufficient Funds 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 several actions you will undertake to resolve this financial crisis.	10	
3.	A client calls and says “We like your proposal for settlement and deformation monitoring however, your hourly rates are significantly higher than another bidder. If you can reduce your rates by 10% the job is yours.” How will you respond? Explain why.	10	
4.	In May 2024 your firm surveyed the location of a new house on Lot 17, Plan 1400. In September 2024 XYZ Surveyors messages you the following, “Just a heads up but we just surveyed the house on Lot 18 and disagree with your building ties. We measured the Lot 17 house side tie as being 0.95m, that being 5cm less than the bylaw minimum setback from the common property line.” What, if anything, will you do?	7	
5.	A frequent contractor client calls and says, “Before we finalize our decision on the award of the hospital construction survey contract, we wanted to remind you we are organizing a Gala Fund raising event for the hospital. Seats are \$1,000 each. May we reserve a “Table for Eight” in your name?” a) Is this a criminal offence or just aggressive fund raising? b) Will you participate? (give your reasons)	4 4	
6.	Name and explain the top three priorities of the owner/president of a surveying business.	5	
7.	A survey business is for sale in a community 200km from your current office. You have completed your due diligence and \$550,000 is a fair price for a business 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.	7 3	

8.	Define the following terms and if appropriate provide an example. a) Commercial General Insurance b) Estimate c) Employment Standards Act d) Change Order e) Markup	4 4 4 4 4	
9.	Ario has worked for Boris for 3 years. Boris, the owner, has decided to retire and sell the surveying company. Ario is considering buying the company. In order to determine what he is buying and establish a purchase price for the company Ario needs more information. List the key information Ario should review/consider and any arrangements he should make with Boris to ensure a smooth transition before he makes an offer.	10	
10.	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 owed to the many trades. • Project Managers Inc. orders Design Engineers Limited to proceed with the foundation re-design and states the re-design and rehabilitation costs will be back-charged to your 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) Is there a limit to your liability? Are you liable for each of the financial damages?	4 4 4	
	Total Marks:	100	