

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

October 2025

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

Marks

Q. No

Time: 3 hours

Value Earned

1.	What are the unique responsibilities of a “professional”?	10	
2.	Name and describe the four primary forms of business organizations.	10	
3.	Define the following terms and if appropriate provide an example: a) Retainer b) Professional Liability Insurance c) Preferred Shares d) Code of Ethics e) Expert Witness	4 4 4 4 4	
4.	Write a letter to a client offering to perform a boundary survey of a 640-acre parcel of land subject to several easements and a natural boundary. Your letter (NOT POINT FORM) will form the contract for services. Do NOT detail the survey tasks or the fees. Marks will only be given for the “business and contractual” issues that you include in this contract for services.	10	
5.	Name and explain the three most common “Complaints” submitted to your Professional Land Surveying Association.	10	
6.	A survey is often referred to as an “opinion”. Explain.	10	
7.	Your boss calls you into 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	

8.	The phrase “Conflict of Interest” (CI) often appears in the Terms of Contracts you sign or is defined by your relationship to the client(s). a) Define the term Conflict of Interest. b) Explain the concept of CI as it applies to the work of a professional land surveyor by describing three possible CI situations that could arise in the course of your business and professional activities.	3 7	
9.	A land owner calls your office and states, “the area shown on the survey plan your firm prepared in 2012 for the vendor before I purchased the property is incorrect. Consequently, I have been overpaying my property taxes based on your area. You owe me \$30,500.00.” Are you liable? Provide reasons for your answer.	10	
	Total Marks:	100	