

**CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS**

**C11 - BUSINESS PRACTICES & THE PROFESSION**

**March 2014**

**Note: This examination consists of 9 questions on 1 page.**

<u>Q. No</u>	<u>Time: 3 hours</u>	<u>Marks</u>	
		<u>Value</u>	<u>Earned</u>
1	Define each of the following terms as it pertains to business law in Canada: a) Parliament b) Power of attorney c) Performance bond d) Privy Council e) Construction lien f) Conflict of interest g) Contractual liability h) Legislature i) Restrictive covenant j) Professional ethics	20	
2	Describe at least 3 types (or categories) of law in the Canadian system.	6	
3	When preparing a quote for survey services, many costs must be taken into account. Provide at least three examples of direct and three examples of indirect costs that should be included.	10	
4	Provide examples of three different marketing activities and the rationale for using them.	10	
5	Describe the relationship between an agent and a principal and list their respective obligations.	10	
6	What would business insurance provide for your firm?	10	
7	Provide at least five different reasons why a written contract for surveying services should be the norm in your practice.	15	
8	What is meant by the term “prime rate”?	4	
9	How can a contract be discharged?	15	
<b>Total Marks:</b>		100	