

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 - BUSINESS PRACTICES & THE PROFESSION

March 2016

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

Marks

Q.No

Time: 3 hours

Value Earned

<u>Q.No</u>		<u>Value</u>	<u>Earned</u>
1.	With self-governance comes the responsibility for Associations to discipline its members. In your jurisdiction (name it) describe how your Association undertakes the “discipline process”.	10	
2.	In two pages or less provide an <u>outline</u> of a “2016 business plan” for a company. State any facts or assumptions about the company such as years in business, number of employees, type of work etc. (Be brief as no marks are given for stating the assumptions.)	15	
3.	Name and describe the four primary forms of business organizations.	10	
4.	Describe the main attributes of a “self governing” professional association.	10	
5.	Though a business may pay an employee \$30 an hour the business will invoice the client a much higher hourly rate for the employee’s time plus disbursements. Ignoring the field disbursements, what business costs are used to determine the “multiplier or mark-up” applied to the base hourly rate? State the typical multiplier percentage for each of the significant “business costs”.	10	
6.	Define the following terms and provide an example. a) Dividend b) Lien c) Retainer d) Incompetence (name the jurisdiction.) e) Collusion	15	
7.	In the course of their work survey firms use specialized equipment, trucks and ATVs. Some businesses own or lease these items. What are the pros and cons of owning or leasing this equipment?	10	
8.	Name and explain the key elements required at law to form a contract.	10	
9.	Explain the difference between professional liability insurance and commercial general (aka business) insurance.	10	
	Total Marks:	100	