

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

C11 – BUSINESS PRACTICES & THE PROFESSION

March 2018

Note: This examination consists of 10 questions on 2 pages.

Marks

Q.No

Time: 3 hours

Value Earned

<u>Q.No</u>		<u>Value</u>	<u>Earned</u>
1.	Do surveyors hold copyright to plans/drawings/sketches produced by their businesses? Provide reasons in support of your answer. (Name your jurisdiction.)	5	
2.	John has decided to retire and sell his sole proprietorship surveying company. Paul is considering buying the company. In order to determine what he is buying and establish a purchase price for the company Paul needs more information. List the key information Paul should review/consider before he makes an offer and any plans he should make to ensure a smooth transition.	10	
3.	Professional land surveyor associations hold Annual General Meetings (AGM). What is the purpose of and the business conducted at the AGM? (Name your jurisdiction)	5	
4.	List 10 key elements of a corporate Annual Report.	10	
5.	You are a member of your association’s Complaints Committee. Because of your role you are aware that in December 2017 ABC Construction filed a complaint against Land Surveys Inc. Now in February 2018 your firm is asked by ABC Construction to provide all the survey services on a significant new office tower. Discuss why you would accept or reject this business opportunity.	10	
6.	The Ron Engineering case determined that submitting a proposal to do work and a contract to perform a service are two distinct contractual relationships. How does this case law affect your everyday business?	5	
7.	You have been asked by the 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.	10	

8.	<p>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:</p> <ul style="list-style-type: none"> • 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 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. <p>a) How does this affect your firm? b) What will you do? c) Is there a limit to your liability?</p>	5 10 5	
9.	What are the five primary factors that affect the cost of a survey?	5	
10.	<p>Define the following terms.</p> <p>a) Discoverability b) Secret commission c) Sunset clause (as used in a letter proposal)</p> <p>Explain the difference between these terms.</p> <p>d) Mediation vs. Arbitration e) Consortium vs. Joint Venture</p>	4 4 4 4 4	
Total Marks:		100	