

CANADIAN BOARD OF EXAMINERS FOR PROFESSIONAL SURVEYORS

**C-11 BUSINESS PRACTICES
& THE PROFESSION**

October 2013

Note: This examination consists of 8 questions on 1 page.

Marks

Q.No

Time: 3 hours

Value Earned

1.	Define each of the following terms as it pertains to business law in Canada: a) Bank rate b) Power of attorney c) Performance bond d) Flow-through shares e) Construction lien f) Conflict of interest g) Contractual liability h) Duress i) Restrictive covenant j) Professional ethics	20	
2.	Is a survey firm required to have an occupational health and safety program? Why?	10	
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.	Explain the differences between macroeconomics and microeconomics.	10	
7.	Provide at least five different reasons why a written contract for surveying services should be the norm in your practice.	15	
8.	How can a contract be discharged?	15	
	Total Marks:	100	