

SAMPLE EXAMINATION QUESTIONS

LEVEL 3 AWARD IN COMMERCIAL PROPERTY AGENCY (ENGLAND & WALES)

- **Unit 1: Health and Safety, Security and General Law (COM1)**
- **Unit 2: Practice and Law Relating to Commercial Property Agency (CPA2)**
- **Unit 3: Law Relating to Commercial Property Agency (CPA3)**
- **Unit 4: Common Property and Business Appraisal & Basic Building Construction (CPA4)**

Note: In your examinations each unit will be assessed separately.

**ALL QUESTIONS REMAIN THE PROPERTY OF PROPERTYMARK QUALIFICATIONS AND MUST
NOT BE REPRODUCED IN ANY FORM**

Question 1

Many rural buildings have been converted into small business centres and office parks in recent years. Which of the following factors is MOST likely to influence the decision making process of an IT firm as potential occupiers?

- A Specification of the unit
- B Broadband speed
- C Availability of a lunchtime sandwich van
- D Energy performance of the unit

Question 2

Which one of the following is NOT a consideration when assessing the energy performance of a commercial property

- A Acoustic insulation
- B Orientation
- C Lighting
- D Type of construction

Question 3

Which one of these methods does NOT require build costs as part of the valuation exercise?

- A Reinstatement cost assessment
- B Depreciated replacement cost
- C The profits method of valuation
- D The residual method of valuation

Question 4

Future payments of rent can be discounted back to the present day to give which one of the following?

- A Discount rate
- B Discounted cash flow
- C Present Value
- D Reversionary yield

Question 5

Gearing is more simply explained as?

- A The ratio between current and long term liabilities
- B The ratio between the owner's capital and loans
- C The ratio between debtors and creditors
- D The ratio between fixed assets and current assets

CONTINUE OVER

Question 6

In the profits method of valuation, the divisible balance is the?

- A Net profit less working expenses and interest on capital
- B Net profit less rent and other working expenses
- C Gross profit less rent and other working expenses
- D Gross profit less working expenses and interest on capital

Question 7

Larger modern industrial buildings are very often constructed from a rigid frame. The **MAIN** purpose of such is to:

- A Provide clear working space for plant and machinery
- B Allow part of the building to be partitioned for office space
- C Take the load of the roof and any floors
- D Allow for the provision of mezzanine floors

Question 8

The essential requirements for fungal growth to timbers are?

- A Food supply, moisture and oxygen
- B Food supply, moisture and carbon dioxide
- C High temperatures, moisture and oxygen
- D Cold surfaces, moisture and carbon dioxide

Question 9

Which accidents within the workplace **MUST** be recorded in a commercial property agent's accident book?

- A Only those where management think it's appropriate
- B Only those where the person needed to go to hospital
- C Some of them
- D All of them

Question 10

Health and Safety legislation requires all employers **MUST** do what?

- A Provide adequate first aid procedures
- B Ensure all employees have periodic medical tests
- C Install office security alarms
- D Ensure there are always more than one person in the office during working hours

CONTINUE OVER

Question 11

If you require to work with display screen equipment (DSE), you **MUST** be provided with?

- A Equipment meeting certain minimum standards
- B Protective glasses and subdued lighting
- C A chair with armrest
- D An eye test every year

Question 12

The Proceeds of Crime Act 2002 requires all agents to do which of the following?

- A Report any suspicious criminal activity
- B Check employees' criminal records
- C Disclose any criminal conviction
- D Report all cash transactions

Question 13

Which one is **NOT** defined as an associated person under the Estate Agents Act 1979?

- A Cousin
- B Step parent
- C Common law spouse
- D Illegitimate child

Question 14

You are a sole agent, you are entitled to commission on?

- A A private sale to a relative of the property owner
- B A sale agreed two months after your agreement expired to someone introduced by you during your sole agency term
- C A private sale to the adjoining occupier
- D A sale arranged by another agent one day after your agreement terminated following written notice from the client

Question 15

What is the main difference between a formal tender and a public auction?

- A Only one bid from each applicant can be made under a formal tender
- B Only formal tenders can operate a reserve price system
- C Only public auctions require payment of a deposit
- D Only bids at a public auction are legally binding

CONTINUE OVER

Question 16

What is the minimum about of directors a public limited company should have?

- A 1
- B 2
- C 3
- D 4

Question 17

When is it deemed acceptable for a commercial property agent to withhold referring offers on to the client, after a subject to contract offer has already been acknowledged?

- A When the client has orally authorised the agent to do so
- B When the client has instructed the agent in writing to proceed on this basis
- C When the agent considers it would be in the client's interest
- D Never

Question 18

Which register would you expect to show what the owner paid for their property?

- A Charges
- B Property
- C Commons
- D Proprietorship

Question 19

What is the minimum about of directors a private limited company should have?

- A 1
- B 2
- C 3
- D 4

Question 20

The Landlord and Tenant (Covenants) Act 1995 finished which legal code?

- A Privity of contract
- B Privity of estate
- C The doctrine of judicial precedent
- D The doctrine of estoppel

END
