

SAMPLE EXAMINATION QUESTIONS

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

- **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

X

Question 2

Which 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

X

Question 3

Which 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

X

Question 4

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

- A Discount rate
- B Interest rate
- C Present Value
- D Reversionary yield

X

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

X

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

X

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

X

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

X

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

X

Question 10

Health and Safety legislation requires all employers **MUST** do which of the following?

- 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

X

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

X

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

X

Question 13

Which of the following 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

X

Question 14

You are a sole agent, what are you 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

X

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

X

CONTINUE OVER

Question 16

What is the **MINIMUM** number of directors a public limited company should have?

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

X

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

X

Question 18

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

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

X

Question 19

What is the **MINIMUM** number of directors a private limited company should have?

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

X

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

X

END
