

CREATING AN ENABLING ENVIRONMENT FOR SUCCESSFUL PRACTICE

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ABSTRACT

This paper is aimed primarily to raise issues that will provoke further discussion. The main characteristics of the present operating environment and the main components of an enabling environment are highlighted. Thereafter an attempt is made to make postulations on what should be done by the key players to create an enabling environment for successful practice. Invariably almost every player has a stake and contribution to make particularly the practicing surveyor who is literally asked to re-invent himself/herself. Finally the author admits that the issues raised and the suggestions are not exhaustive.

1.0 INTRODUCTION

It is necessary to start the treatment of this topic by the definition of some key operative words and concepts. The definitions will be done within the context of this paper.

Again it is assumed that environment in which surveyors practice is not an ideal one. In trying to identify the problems of our operating environment I will attempt to raise issues that may help in

addressing the defects and deficiencies of our operating environment.

2.0 DEFINITIONS

2.1 ENVIRONMENT

Oxford Dictionary – “conditions, circumstances affecting a personal life.” It is a system of policies, forces, opportunities, attitudes, technologies, under which we practice surveying

2.2 Enabling Environment – conditions, circumstances, policies and technologies that enable one achieve success in his practice.

2.3 Practice is the set of services rendered by a professional to his clients within the purview of the laws, regulations and ethics governing that profession.

2.4 Successful Practice is the rendering of very high quality, timely, cost effective and affordable professional services to one’s clients. It also means the professional or the firm or department having a good reputation for sound professional knowledge, honesty, integrity and consistency in rendering of the high quality services to the clients. It also means the professional practicing ethically observing and adhering to the laws, rules, regulations and ethics of the surveying profession. Finally beyond his professional domain the principal or the firm should at community and social levels be seen as a responsible citizen or corporate person. **Money will eventually come to one who is running a successful practice along this guideline.** The pursuit of monetary gains as the sole objective of running a practice does not translate into a successful practice. In fact it is the blind and unprincipled pursuit of money without regards to principles, rules and regulation that have always debased the practice of many professionals. What then is a profession?

2.5 Profession according to the Oxford Dictionary is a paid occupation especially one that requires advanced education and

training. A profession is a collective term for all people working in a particular calling. A profession is characterized by:

- (i) Certain standards and conditions prescribing the period of and type of training or education
- (ii) Qualifications, knowledge and skills for enrollment through examinations
- (iii) Mode of conduct and specifications and standards in the practice of the profession.

2.6 A Professional is a person qualified and registered to practice a profession.

3.0 CHARACTERISTICS/PROBLEMS OF PRESENT OPERATING ENVIRONMENT

In trying to create an Enabling Environment for Successful Practice, we should identify the characteristics/problems of our present operating environment.

3.1 KEY PLAYERS: The key players in our present operating environment are:

3.1.1 Government: Governments have a key role in creating conditions that continuously impact on our present operating environment through their economic, political and social policies.

3.1.2 Survey Departments: That oversee and act as chief advisers to government on survey matters.

3.1.3 Surveyors Council of Nigeria (SURCON): That registers surveyors and regulates the practice of surveying in all its ramifications.

3.1.4 Nigerian Institution of Surveyors (N.I.S): The Professional Association of Surveyors for the promotion and advancement of the profession of surveying and mapping.

3.1.5 Practicing Surveyors: Registered Professional surveyors in practice

3.1.6 Sister Professions: especially in the Built Environment: Like engineering, town planning, estate surveying, architecture, quantity surveying etc and associated disciplines like geography and law. From the activities of these key players the characteristics/problems can be identified:

3.1.7 Non-Registered Survey Personnel: This group includes registrable and non-registrable survey personnel. From the activities of these key players the characteristics/problems can be identified.

3.2 POOR FUNDING

Surveying and mapping is poorly funded. At the federal and state levels most survey departments have not had any capital vote for more than 10 years. Government remains the main source of major surveying and mapping jobs.

3.3 ATTITUDE OF GOVERNMENT SURVEYORS

Some (not all) past and present government surveyors including heads of department do not encourage the growth of the profession through their petty jealousies, greed for personal monetary gains and official position and a tragic inability to think strategically about the profession and the future.

3.4 POOR GOVERNMENT JOB PAYMENT PROFILE

Most practicing surveyors had been impoverished by the non payment of jobs done by them for government.

3.5 THE FOUR CORNER JOB SYNDROME

It is really tragic that more than 95% of surveying practice in Nigeria is centered on cadastral surveying (mainly four corner jobs) giving room for other professionals to employ us in the other more lucrative and specialized areas.

3.6 NON EXCISION OF SURVEYING COMPONENTS OF PROJECTS

The surveying components of most projects are not carved out and awarded to surveyors. Engineering projects are major examples. Non surveyors are awarded these projects and they now employ surveyors on their terms which in most cases amount to a pittance.

3.7 UNETHICAL CONDUCT OF SOME SURVEYORS

Some surveyors practice in an unethical manner. Most of them just sign plans without caring about the technical veracity of the contents of the plan.

3.8 SCALE OF FEES

The present Scale of Fees is dated 1996 some nine years ago. It is no longer realistic at 2005 prices/cost of the major inputs/quantities necessary for the execution of survey jobs and in some cases jobs are even awarded at rates lower than that in the scale of Fees.

3.9 COMPETITION FROM SISTER PROFESSIONS

Surprising most of our sisters-professions compete or rather stray into our professional domain. Somehow they almost always want to deny the surveyors their due share in a project.

3.10 LACK OF PERSONAL PROFESSIONAL DEVELOPMENT

Some surveyors do not make any private and personal effort at continued professional development outside the MCPD. When they meet other professionals as a member of a team on a project, they will not be up to date and as such may not command the required respect and attention.

3.11 ACTIVITIES OF ASSOCIATED SURVEY PERSONNEL

This group more often than not has direct contact with the clients and is not professional trained. They literally pollute the system.

3.12 THE SURVEY INSTITUTIONS - These are responsible for the education and training of surveyors.

4.0 CREATING AN ENABLING ENVIRONMENT

Let me admit that when we talk about creating an Enabling environment we are talking about the future. Nigeria is a developing country prone to instability in government policies. But in the past few years the present government has embarked on a Reform Programme that gives one a lot of hope for the future. Let me venture to suggest ways and means of creating an enabling environment for a successful practice.

Let us again remind ourselves of the main ingredients of a successful practice according to our definition in 2.4 above. They are:

(i) Possession of sound up to date knowledge of surveying and geo

informatics within the limits of his qualification and assigned responsibilities.

(ii) Provision of very high quality, timely, cost effective and affordable professional services

(iii) Adherence to the laws, rules regulations and ethics of the profession

(iv) Developing and maintaining a responsible image in ones community and society.

(v) Financial liquidity as a result of (i) to (iv) above.

To create an Enabling Environment for these characteristics to develop and flourish I make the following broad postulations:

- 4.1** The Survey Community must and should influence government policies towards our desirable objectives.
- 4.2** The surveyors in government or paid employment must cooperate with those outside and direct policies and programmes to help the profession.
- 4.3** The Nigerian Institution of Surveyors must new be proactive in addressing the future challenges. To this end a radical 20 years STRATEGIC PLAN is proposed to meet the emerging challenges of surveying in Nigeria of the 3rd millennium. The present N.I.S administration under Surv. (Dr.) F. Overare fnis is already moving in that direction by their innovative ideas and programmes but there is a need to a wholistic view and approach to touch every facet of surveying and mapping, the surveyors, the technologies, the instruments, the methods/processes/procedures, the curricula, the teachers, the students, the enabling act, the institution itself, the Regulations, the ethics, the organizations and their structure, operating environment including Federal and State government etc.
- 4.4** The Surveyors Council of Nigeria (SURCON) must continue to regulate the practice of surveying to make the operating environment more conducive.

- 4.5 The Association of Professional Bodies (APBN) of Nigeria should encourage co-operation and not competition among their members. They should act out in word and indeed their role and position as the third leg of the tripod of the Organized Private Sector (OPS).
- 4.6 The practicing surveyor must re-engineer and re-invent himself/herself to face the challenges by being foresighted, competitive and international in outlook.
- 4.7 The Surveying Institutions must on a continuous basis be properly staffed, equipped and well funded to produce surveyors, carry research and develop new methods, technologies and instruments.
- 4.8 The surveying community must move to **dominate** the GIS industry, creating and exploiting the available opportunities. It may well be the be all and end all in the future.
- 4.9 Access to the use of equipment, instruments, laboratories and studios should be made available to surveyors in practice at affordable rates.

5.0 COMPONENTS OF AN ENABLING ENVIRONMENT

The components of an Enabling Environment for successful Practice by surveyors will not but not restricted to:

- 5.1 Job Opportunities from the public and private sectors.
- 5.2 Good and dynamic Scale of Fees that is sensitive to changing economic circumstances.
- 5.3 A Payment Schedule that ensures fidelity to agreed time schedules.
- 5.4 Access to funding, equipment and technical assistance.

5.5 Harmonious working relationship with the supervising surveyor, departments and agencies.

6.1 INFLUENCING GOVERNMENT POLICIES

The creation of the office of the Surveyor – General of the Federation (SGoF) is a clear testimony of how co-operation among the various arms of the surveying profession can influence government policies and achieve result. I congratulate the SGoF, his members of staff, SURCON and of course the Nigerian Institution of Surveyors for this feat. We can now use this model of cooperation to continue to influence government policies and programmes. The creation of the office of the SGoF is an opportunity we must not only embrace but expand. We must through that office recover areas where others have encroached on our profession. Ideas are needed on how to:

6.1.1 Develop a realistic budget for the SGoF and get it passed.

6.1.2 Impress the government by the contribution of Office of the SGoF to national development through their productive activities.

6.1.3 Develop the staff in the core surveying and geo informatics areas and in management services.

6.1.4 Package and market the office to government and the public.

Given their independence from the ministry, the Office of the SGoF should now make policies and programmes to create the required enabling environment for successful practice by surveyors. Most importantly the mapping of Nigeria at various scales should be taken up as a priority. That is why I feel that the issue of the National Mapping Agency should be kept in abeyance until we consolidate the gains of the new status of the Office of the SGoF.

6.2 THE GOVERNMENT SURVEYOR/SURVEYOR IN PAID EMPLOYMENT

The Government Surveyor or Surveyor in paid employment will one day retire to practice. He will one day go to look for surveying jobs. It therefore becomes a categorical imperative for him/ her to help in creating an enabling environment for successful practice.

Some former and present surveyors had been known to collude with Government to farm out survey jobs at ridiculous rates. Some have farmed out these jobs to themselves through fronts. And In some cases the “unwritten conditions” attached to these jobs make the whole exercise very unrewarding to the practicing surveyor. That is not creating an enabling environment, rather the practicing surveyor is being gradually but progressively squeezed to a state of abject professional penury and irrelevance.

The Government Surveyor or the Surveyor in paid employment should always act as an early warning system to alert surveyors of events and trends within their departments. They should always try to expand the professional space, benefits and advantages of surveyors and within their departments.

6.3 The Nigeria Institution of Surveyors (N.I.S.) must be congratulated for the much they have done but they need to do much more. They have the freedom of speech and action which the SGoF and SURCON and Government Surveyors do not enjoy. I suggest a radical review and reform of the Nigerian Institution of Surveyors to meet the challenges of surveying and geo informatics in Nigeria in this century. Let us develop a vision to be encapsulated in a STRATEGIC PLAN of 20 years with a 5 years review cycle. This STRATEGIC PLAN will set measurable targets that will be accomplished with a given time frame. Every N.I.S. administration will always fashion their programmes within the STRATEGIC PLAN.

The STRATEGIC PLAN will be able to say that in 2007 or 2010, the Nigerian Surveyor should be at Kilometre X along the road of our Goals and Objectives and Targets.

To help create an enabling environment for successful practice the N.I.S. should address the following issues:

6.3.6 SPOTTING OPPORTUNITIES

The need to spot the emerging opportunities for surveyors cannot be overemphasized. The most fertile area is in geo informatics. We should move to dominate the geo informatics industry. If we do not take time we may lose a substantial part of our business to

others because of the ready availability of knowledge of computer and GPS. But there are very many opportunities for surveyors in the GIS industry. Individual surveyors can spot these opportunities but they more often than not need institutional support.

6.3.7 ESTABLISHMENT OF A LIEN ON THE DEVELOPMENT OF A PROJECT FROM AN UNPAID SURVEY CONTRACT

Many surveyors have done survey contracts that have not still been paid for after many years. Do we allow this situation to continue. The N.I.S. should find ways and means of enabling the practicing surveyor to place a lien on the development of any project from an unpaid survey contract.

According to Blacks Law Dictionary, a lien is the charge, or security or encumbrance upon property.

A lien is the right of one person to the property of another which has been given him by law because of him having contributed something of value (services or material) to the property. It differs from a contract right or mortgage in that it is not based on an agreement between the parties, but rather imposed by law (Brinker et al; p.1196)

Abroad it is known that one who has provided services or materials for the improvement of a property can place a lien on the real property and attendant structure if he has not been paid. Such an action can induce payment. The question I ask is, **“is surveying a piece of land not an improvement on the land?”** Can we not enforce this in Nigeria through the institutional arrangement of or by the N.I.S. The N.I.S. should look into this matter and advise the practicing surveyors appropriately. If this type of protection is available, it will make for successful practice by surveyors.

6.3.8 PROFESSIONAL LIABILITY

No person drives a car without an insurance cover. But surveyors practice without an **“Errors and Omission”** protection. One mistake can result in bankruptcy! In 2005, we are dealing with more enlightened clients and anything can happen that can land one in court with all the attendant problems. We as surveyors are **“going**

bare” without any protection. The question therefore is, **Is it proper or ethical not to have errors and omissions insurance?** I believe that it is no longer proper not to have one.

Let me admit that there are problems, apart from the financial implications:

- (i) It may encourage lawsuits
- (ii) It could perhaps lead to poorly done jobs.
- (iii) It does not insure to improve or enhance competence.

However a surveyor can be held liable for a lot of errors and mistakes, for negligence and on a misunderstanding between the surveyor and his client on what was to be done, or to what accuracy, or what completion date.

Here is an area where the N.I.S. should again come in to brainstorm and develop guidelines. Personally I will suggest a group insurance cover for a start.

6.3.9 DEBT RELIEF FOR NIGERIA

We should eternally be grateful to Chief Olusegun Obasanjo for obtaining 60% Debt Relief for Nigeria. From the newspapers, I understand that it translates to a saving of \$1billion (one billion dollars) annually (i.e. 140 billion naira). The savings will be spent on pro-people and pro-community social services and infrastructure.

Now how does it affect surveyors? The N.I.S. should visit the Honourable Minister of Finance, Dr. Mrs. Okonjo Iweala to thank her for her role and canvass for the inclusion of surveying and mapping as one of the core areas for priority allocation of funds arising from the Debt Relief. Would that not generate jobs for surveyors and enhance our importance in the scheme of things and ultimately lead to successful practice.

6.3.10 NATURE OF SURVEY FIRMS

The Nigerian Institution of Surveyors should work in concert with SURCON to improve on the nature of survey firms. This idea of a one man firm should be discouraged. I suggest that for any survey job above a particular contract sum say N5,000,000 (five million naira) should only be open to limited liability survey companies with not less than 3 surveyors as Directors. We need to build up

viable survey companies to enable us compete with foreign firms and of course have the financial muscle to bid for and execute capital intensive contracts both locally and internationally. Note what is happening in the banking industry and with the Transnational Corporation of Nigeria.

6.3.11 Again the Nigerian Institution of Surveyors must continue in collaboration with SURCON to uphold the ethics of the profession by disciplining erring surveyors.

6.3.12 The N.I.S, SURCON and the Office of the SGoF should vigorously promote the separation of the “Consulting” and “Contracting” aspect of a survey job. These aspects should be awarded as separate contracts. Or surveyor should or

- (i) Identify the surveying components of a project e.g. topography of the area needed.
- (ii) Break these components into specific survey exercises e.g. perimeter, detail and topographical survey.
- (iii) Determine the specifications and standard for the surveys.
- (iv) Supervise the field and execution of the surveys.
- (v) Check the survey both the field work and the technical veracity of the deliverable field books, computations, plotting, plan, reports etc

Another survey should be awarded the contract for **only** the field survey. **Remember a civil engineer designs a road and another civil engineer construct the road.**

6.3.13 EQUIPMENT LEASING ARRANGEMENT

Again the N.I.S. should float an Equipment Leasing Scheme to help surveyors access equipment that are capital intensive. This will generate revenue for the N.I.S. Many banks will readily jump at such an area.

6.4 SURCON’S ROLE

We cannot thank SURCON enough for what they have done for surveyors and the surveying profession. Though a current member of SURCON, I do not have the authority to speak on behalf of

SURCON, but I can assure you that SURCON will live up to our expectations. But SURCON must ponder over the following issues:

6.4.1 MANAGEMENT SCIENCE/LAW FOR PROFESSIONAL EXAMINATION

The syllabus for the Professional Examinations does not have any core course on management science. **Professional practice is more than producing a job with the required accuracy.** It involves managing men, materials, equipment and funds. It equally involves the issue of entering into a contract. It may even involve sourcing funds from a bank and equipment leasing. I make bold to suggest that a course be specifically designed to cover basic management and accounting principles and the main areas of law of contract. This will adequately equip the young registered surveyor for his professional practice. This course will form part of the Professional Examination and could be marked by experts in management and law.

6.4.2 ISSUE OF NON-RESIDENT SURVEYOR

Surv. T.O. Adekeye in a paper 'A Review of The Existing Cadastral Survey Practice in Nigeria, the Zoning Proposal' presented at Kwara State N.I.S. seminar raised two fundamental issues of (i) the non resident surveyors and (ii) the need for partnership. Let me quote him extensively:

"It is difficult to visualize a situation whereby a surveyor can practice in all the States of the Federation effectively. This impression that a surveyor can set up a practice in all cities in the country gives room for shoddy jobs by incompetent persons and signature buyers. The correct interpretation of the clause: "authorized to practice anywhere within the Federal Republic of Nigeria", should therefore be sought. The NIS came close to solving this problem in its code of ethics when is said that an office must be manned by a surveyor (Registered surveyor)."

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"A surveyor can only practice efficiently in a State in which he is

resident and as such the appropriate interpretation of the clause above is that a surveyor wishing to practice in a particular State should establish an office manned by a registered surveyor in that State. No surveyor will be barred from practicing anywhere in the country when he/she establishes a proper office. However, a surveyor could work in co-operation with surveyors resident in other states.” (Adekeye p.3)

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Demerits of the Existing Practice

1. “The existing system whereby a surveyor establishes plan collection centres all over the country and carries their brief cases gallivanting from one state to the other to sell their signatures cheaply to touts is unethical. This State of affairs is responsible for the current facelessness of surveyors. The surveyors are hardly seen or known but the touts fronting for them pose as ‘surveyor’.
2. There is no direct client/surveyor interpersonal relationship whereby the surveyor should understand his clients instead of being misled by the draughtsman or land agents on survey matters. At the end of the day the clients do not get the best for their money and have erroneous impressions about surveyors generally. The surveyor’s image must be enhanced by a direct contact with the clientele.
3. Surveyors do not as at the moment have complete control of their profession since they depend on the touts and signature buyers who will go for the cheapest signatures. Surveyors have to dance to their tunes to stay in business. The saying “he who pays the piper dictates the tune’, is very relevant here. One sometimes wonders who the boss really is.” (Adekeye p.4)

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“Cadastral survey practice should be restricted to States where surveyors are residing and where they have properly established offices.” (Adekeye p.7)

I completely buy his arguments and hereby advocate that a non resident surveyor must open an office manned by a Registered Surveyor in order to practice in any state in which he is not resident.

Surv. Adekeye goes further to recommend as follows:

“The idea of partnerships should be encouraged in such a way that newly registered surveyors who have no equipment and cannot afford one immediately will join a well established company initially until he can have enough to establish himself if need be.”
(Adekeye p.7)

Again I buy this argument and you can see that these two recommendations complement each other. A newly registered surveyor needs to gather experience to practice. We should imitate the lawyers.

6.5 ASSOCIATION OF PROFESSIONAL BODIES OF NIGERIA (APBN)

The Association of Professional Bodies of Nigeria was founded in 1983 due to the pioneering efforts of Surv. Adekunle Kukoyi. In Jan 1992 it got Official Federal Government recognition as the third leg of the Organized Private Sector (OPS). By this recognition, APBN is now the official mouth piece for organized professions in Nigeria. The main achievement of APBN appear to be in the successful organization of seminars, workshops and exhibitions. The APBN should in addition do the following:

- 6.5.1** Ensure as a matter of urgency the formation of state branches of APBN. The idea of their operating either in Lagos or Abuja makes it to be distant, elitist and without any influence on the states where their advice and professional input is equally needed.
- 6.5.2** Mediate conflicts arising from the overlaps and encroachments between the different allied profession e.g. professions in the Built Environment.
- 6.5.3** Engender co-operation and not competition among the professions, for example,
 - (i) The recent case between engineers and estate surveyors on who should carry out valuation of plant and machinery should not have been allowed to degenerate into a press war.
 - (ii) The smoldering possible feud between surveyors and cartographers/geographers in the area of mapping as distinct from the production of maps.

(iii) The reluctance or outright refusal of of an area before a layout design. By right a civil engineer should make an input into the design of a layout as regards drainage with the topography as depicted by the contoured plan.

(iv) The issue of carrying out As Built Surveys when a property had been developed.

These and others are the issues that should be mediated and canvassed by APBN. I urge the state branches of the N.I.S. to take the initiative to form a Branch of APBN in their state. Such a move will help create an enabling environment for successful practice.

6.6 THE PRACTISING SURVEYOR

If there is a surveyor that needs to be re-created, re-engineered or re-invented, that surveyor is the practising surveyor. Sometimes I tend to feel that the Practising Surveyors style and mode of practice is a major constraint on creating an enabling environment for successful practice. If the practising surveyor wants to facilitate the creation of an enabling environment for successful practice he/she must address the following issues:

6.6.1 Image of the Surveyor: The present image of the practising surveyor needs to be re furbished. There is this saying that “**image is everything**”. To refurbish and repackage the image of the practising surveyor, he/she needs to:

- (i) Rent an office in a good area/location of the town
- (ii) Furnish his office well with rug, air conditioners, good office chairs and tables and computers.
- (iii) Dress well
- (iv) Produce a company brochure that contains all the necessary information with an aesthetically pleasing design. But note nice brochure no! Nice service Yes! Remember content is king!
- (v) Put up the N.I.S. signboard.
- (vi) Maintain your car and let its body reflect care and attention.
- (vii) Be conversant with current affairs, read newspapers and magazines. When you meet any non surveyor you more often than not will talk about current affairs, debt relief, resource control 2007 etc, which are non-surveying issues.

6.6.2 Sound Professional Knowledge

You must have sound professional knowledge. Let your client have implicit confidence in your ability to deliver very good technical jobs. Try to update yourself continuously outside the MCPD programme. Be capable of saying “I don’t know” and thereafter be willing to learn. Get to know about laws and regulations on or tangential to surveying (see Appendix).

6.6.3 A Survey Job is a Contract

The 4 four corner job is a contract and every other job. Your client must understand that surveyors

- (i) Have to be paid for the time spent in discussing the project before and after finishing the project.
- (ii) The extent of records research and field time for investigations and location of beacons and corners.
- (iii) The ordinary nature of the job
- (iv) The peculiar nature of job.

Then is the job that of “consulting” or “contracting” it is always necessary to enter into a written contract specifying:

- 1 **What is to be done**
- 2 **The accuracy required**
- 3 **The deliverables (soft and hard)**
- 4 **The fees and payment schedule.**

This is one of the main causes of non payment of survey contracts. A written contract is useful in two ways in that it creates a need for specific expectations from both parties and it embodies the elements of mutual consent and a valid consideration.

6.6.4 Your Fees: Charge well. When you charge low fees or undercut you invariably devalue your personality before your client.

6.6.5 Join Clubs: Practicing surveyors should endeavour to join clubs and social organizations, Rotary, Sports Clubs, Lions, Kiwanis, Church Organizations including the Knighthood. And of course politics if you can. A lot of major contracts are discussed over drinks in such clubs. There is this saying “**forget planning, put politics first**”. For planning write surveying. In addition become leaders in your church and community to be able to influence policy.

6.6.6 Your Company As A Business Outfit: Your company is a professional business outfit offering surveying and mapping

professional services. You are a business manager pure and simple! You must therefore be able to keep your books and accounts properly to enable you generate profit and loss analysis. Most importantly you should be able to develop a business plan for your company. Business is really based on relationships creating them, maintaining and expanding them. For success in your business as a survey firm you need the following skills and resources:

- (i) Solid survey measurement science skills
- (ii) Understanding basic sources of error
- (iii) Strong CAD. Skills – deliverables
- (iv) Good project estimating skills – project costs
- (v) Marketing your services. Rescue troubled projects and add value
- (vi) Strong client relationships – leverage these relationships into new opportunities I would advise you to; **plan the work! work the plan!**
- (vii) Fund – Access to fund to finance your projects.

6.6.7 INTERNATIONAL CONSULTING OPPORTUNITIES

There are many international consulting opportunities that are open. Nigerian surveyors should endeavour to exploit these opportunities. You can register as a consultant with the World Bank. Most importantly the opportunities available through the internet are uncountable. An MCPD should be organized on world Bank Procurement Guidelines. Please visit the Internet and the websites of International Organizations and register with International Donor Organizations and development agencies.

6.7 TRAINING INSTITUTIONS

efforts must be made on a sustained basis to make sure the institutions that train surveying are world class. Human capital development is the greatest agent in national development. All the point made above will come to naught if we do not have the right type of well trained surveyors.

6.8 GIS AND OUR TOMORROW

The surveying community should move to dominate GIS in Nigeria. Think over this statement: "The role of the surveyor as the re-definer of the old boundaries is likely to be overtaken by technology and we may well see other professions and skills capable of and wanting to undertake this once exclusive role of the surveyor. It may well be exercise that can be undertaken by one person using a hand held satellite position fixing system and achieving a better positioning accuracy than we used to achieve with a theodolite and chain" (Curdle 1990).

A word is enough for the wise.

7.0 CONCLUDING REMARKS

The idea of this paper is to generate debate on the issue of creating an enabling for successful practice. I do not by claim to an exhaustive treatment of this topic. My only plea is that you pardon the fact that this paper is a very short one !!!.

Thank you.

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APPENDIX: SOME RELEVANT LAWS

CHAPTER
S/N CAP

1. 5. Adjustment of Boundaries (Cross River and Imo State) Act.
2. 41. Building Lines (Federal Trunk Roads) Act.
3. 76. Creation of States and Boundary Adjustment (Procedure) Act.
4. 106. Electricity Act.
5. 128. Federal Capital Territory Act.
6. 131. FEPA Act.
7. 135. Federal Highways Act.
8. 202. Land Use Act.
9. 203. Land Use Act (Validation of Certain Laws).
10. 226. Minerals Act.
11. 238. National Boundary Commission ETC. Act.
12. 247. National Committee on Geographic Names Act.
13. 270. National Population Commission Act.
14. 287. Navigable Waterways (Declaration) Act.
15. 317. Nigerian Mining Corporation Act.
16. 336. Offshore Oil Revenues (Registration of Grants).
17. 337. Oil in Navigable Waters Act.
18. 338. Oil Pipelines Act.
19. 351. Control Act.
20. 350. Petroleum Act.
21. 373. Professional Bodies (Special Provisions) Act.
22. 390. Regulated and other Professions (Private Practice Prohibition) Act.
23. 396. River Basins Development Authorities Act.
24. 428. Territorial Waters Act.
25. 425. Surveyors Registration Council of Nigeria Act.