

Questionnaire for Solicitor Firms

Enumerator no.: E _____

Sample no. : _____

Please note that information provided in this questionnaire should cover headquarters as well as all branches of your firm.

Legal personnel and staffing

1. Based on information provided by the Law Society of Hong Kong, the number of legal professionals working in your firm (including headquarters and branches) is shown below. Please provide updated information where applicable.

	Number based on information from Law Society	Number as at end June 2005	Anticipated increase or decrease in coming 12 months
Partners			
Consultants			
Assistant Solicitors/ Associates			
Foreign Lawyers			
Total			

Please advise the number of Notaries Public in your firm: _____

Please advise the number of China Appointed Attesting Officers in your firm: _____

2. Does your firm have a company-wide policy on trainee solicitors?

- (1) Yes. Please provide the following information:
 (3) Brief description of the policy: _____
- (2) No. The reasons are: _____

3. Is your firm employing any trainee solicitors?

- (1) Yes. Please provide the following information:
 (3) Number of trainee solicitors currently employed: = _____
 (4) Number of new trainee solicitors planned to be recruited in coming 12 months: = _____
- (2) No. The reasons are: _____

4. Do you have any plan in the next 12 months to recruit lawyers or trainee lawyers to join your firm?

- (1) Yes. Please provide the following information:
- (3) The main reasons are (please “tick” all that apply):
- (a) To replace lawyers who have left or planning to leave your firm
 - (b) To cope with anticipated increase in demand for service
 - (c) To relieve heavy workload of existing lawyers in your firm
 - (d) Other reasons, please specify: _____
- (4) The profile of lawyers you plan to recruit:
- (a) Areas of specialisation: _____
 - (b) Years of experience: _____
 - (c) Other reasons, please specify: _____
- (2) No. The reasons are: _____

5. Please provide information on the number of supporting staff your firm is employing (as at end June 2005)?

- | | <u>Number employed</u> |
|---|------------------------|
| <input type="checkbox"/> Legal clerk/ paralegal staff | (_____) |
| <input type="checkbox"/> Secretarial staff | (_____) |
| <input type="checkbox"/> Clerical staff | (_____) |
| <input type="checkbox"/> Other staff | (_____) |
| Please specify: _____ | |

Legal services provided

6. What are the areas of service offered by your firm? (Please “tick” all that apply)

	Offering now		Plan to offer in the near future		The number of solicitors offering such service at present (Note: a solicitor may offer more than one type of service)
	Litigation	Non-litigation	Litigation	Non-litigation	
a) Criminal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
b) Civil					
PRC-related matters	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Administrative/ constitutional	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Human rights	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Advocacy services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Commercial and company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Shipping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Intellectual property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Insolvency and bankruptcy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wills and probate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Matrimonial and family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Discrimination	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

	Offering now		Plan to offer in the near future		The number of solicitors offering such service at present (Note: a solicitor may offer more than one type of service)
	Litigation	Non-litigation	Litigation	Non-litigation	
Defamation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Immigration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Personal injuries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Professional negligence	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Consumer services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Landlord and tenant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Land and property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Building management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Notarial services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Others, please specify: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

7. Please indicate below the kind of legal services actually provided by your firm in 2004 and anticipated changes in the volume of work in 2005. (Please “tick” all that apply)

Type of service	Whether services provided in 2004		Anticipated changes in volume of work in 2005 (as compared to 2004)			Remarks
	Yes	No	Increase	No change	Decrease	
a) Criminal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
b) Civil						
PRC-related matters	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Administrative/ constitutional	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Human rights	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Advocacy services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Commercial and company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Shipping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Intellectual property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Insolvency and bankruptcy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wills and probate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Matrimonial and family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Discrimination	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Defamation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Immigration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Personal injuries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Professional negligence	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Consumer services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Landlord and tenant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Land and property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Type of service	Whether services provided in 2004		Anticipated changes in volume of work in 2005 (as compared to 2004)			Remarks
	Yes	No	Increase	No change	Decrease	
Building management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Notarial services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Others, please specify:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

8. Does your firm have a policy of specialisation in service provision?

(1) Yes. The area(s) of law specialised in: _____

(2) No. The reason(s): _____

9. Has your firm turned away requests for service in 2005?

(1) Yes. Please provide the following information:

(3) The main reasons are (please "tick" all that apply):

(a) Not sufficient staff resources

(b) Not area of firm's specialisation

(c) Other reasons, please specify: _____

(4) Do you normally refer the requests you decline to other solicitor firms?

(a) Yes

(b) No

(5) Please provide information on the types of requests for service which your firm has turned away in 2005:

(2) No

10. Has your firm taken up any cases in 2005 which are funded by legal aid or the Duty Lawyer Scheme?

(1) Yes

(2) No. The reason(s): _____

11. Does your firm have any plan to relocate to or set up branches in other districts in Hong Kong?

(Please "tick" all that apply)

(1) Yes, there is plan to relocate and the district in mind is _____

The reasons for relocation are: _____

(2) Yes, there is plan to set up branch(es) and the district(s) in mind is _____

The criteria for setting up branch(es) are: _____

Minimum business required to support the continued operation of branch(es) is:

(3) No. The reasons are: _____

Pro bono services

12. Does your firm have a company-wide policy on pro bono work?

- (1) Yes. Please provide the following information:
 (3) Brief description of the policy: _____
- (2) No. The reasons are: _____

Promotion of legal services

13. What measures has your firm taken to promote the services provided by your firm in 2005?

(Please "tick" all that apply)

- Advertisements
 Promotional leaflets
 Seminars
 Pro bono work
 Others, please specify: _____

14. What additional measures by yourselves or by the government you think can help promote the services provided by your firm?

15. In your experience, what are the factors affecting your choice of barristers?

(Please "tick" in the boxes below. More than one choice may be selected.)

	Very important	Important	Not very Important	Not Important At All
	(1)	(2)	(3)	(4)
a) Past experience with barristers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) Recommendations by friends	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) Recommendations by solicitors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) Reputation of barristers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e) Experience of barristers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) Performance records of barristers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g) Location of barrister's chambers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h) Fee level	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i) Others, please specify: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

16. In your experience, what are the factors affecting your clients' choice of the service of your firm?

(Please "tick" in the boxes below. More than one choice may be selected.)

	Very important	Important	Not very Important	Not Important At All
	(1)	(2)	(3)	(4)
a) Past experience with solicitors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b) Recommendations by friends	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c) Referrals by other solicitors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d) Ability to provide one-stop service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Very important	Important	Not very Important	Not Important At All
e) Reputation of solicitors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f) Reputation of solicitor firms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g) Experience of solicitors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h) Size of solicitor firms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i) Location of solicitor firms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j) Fee level	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
k) Advertisements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
l) Others, please specify: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

17. From your experience, through what channels do your clients come to your firm for legal service? (Please "tick" all that apply)

- After seeing your firms' advertisements in the mass media (e.g. newspapers)
- Based on promotional leaflets received from your firm
- After attending seminars given by staff of your firm
- After receiving legal services provided by staff of your firm as part of their pro bono work
- Recommendations of friends
- Referrals by other lawyers
- Walk-in
- Others, please specify: _____

18. Please advise the proportion of cases in 2005 in which the choice of barristers is based on recommendations of your clients or recommendations of solicitors of your firm.

- | | | |
|------------------------------|---|-------------|
| (1) <input type="checkbox"/> | Primarily recommendation of your client | _____% |
| (2) <input type="checkbox"/> | Primarily recommendation of solicitors of your firm | _____% |
| | Total | 100% |

Other information

19. Based on your experience in the last 3 years, please advise the approximate proportion of bills which were unpaid after one year (in terms of amount).

- (1) Less than 10%
- (2) 10-19.9%
- (3) 20-29.9%
- (4) 30-39.9%
- (5) 40-49.9%
- (6) 50% or above

20. Please give below any views you may have on the balance between demand for and supply of legal services in Hong Kong.

— End of Questionnaire —