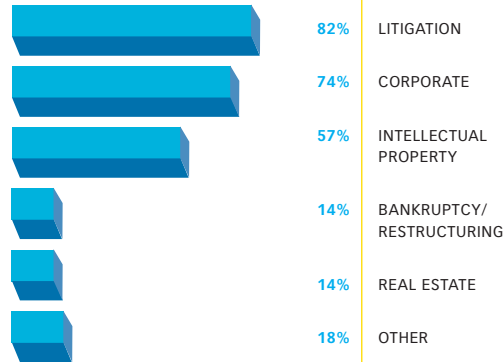


BUILDING A BREAKOUT FIRM

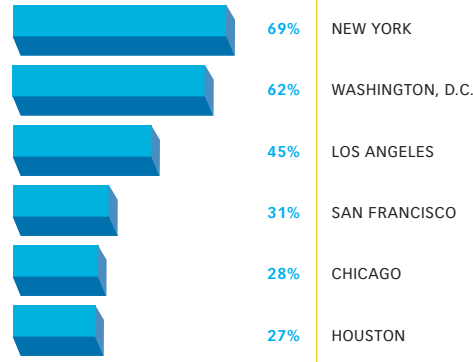
FIRMS ARE STEPPING UP THEIR EFFORTS TO DIFFERENTIATE THEMSELVES FROM THE COMPETITION, OUR ANNUAL LAW FIRM LEADERS SURVEY SHOWS.

LATERAL HIRING

IN WHAT PRACTICE AREAS DO YOU EXPECT TO ADD LATERAL PARTNERS IN 2012?

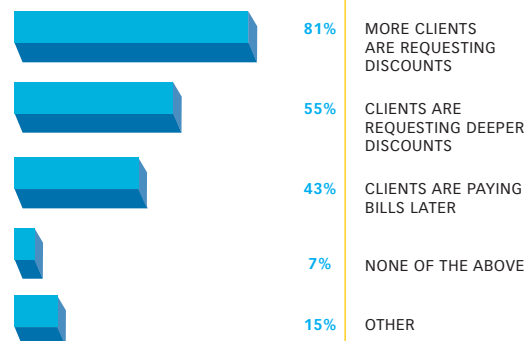


IN WHICH OFFICES DO YOU EXPECT TO ADD LATERAL PARTNERS IN 2012?

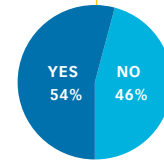


CLIENT DEMANDS

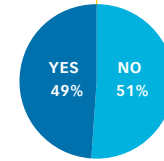
WHAT CHANGES ARE YOU CURRENTLY SEEING IN CLIENT BEHAVIOR?



HAVE CLIENTS REFUSED TO PAY FOR WORK BY FIRST- OR SECOND-YEAR ASSOCIATES?

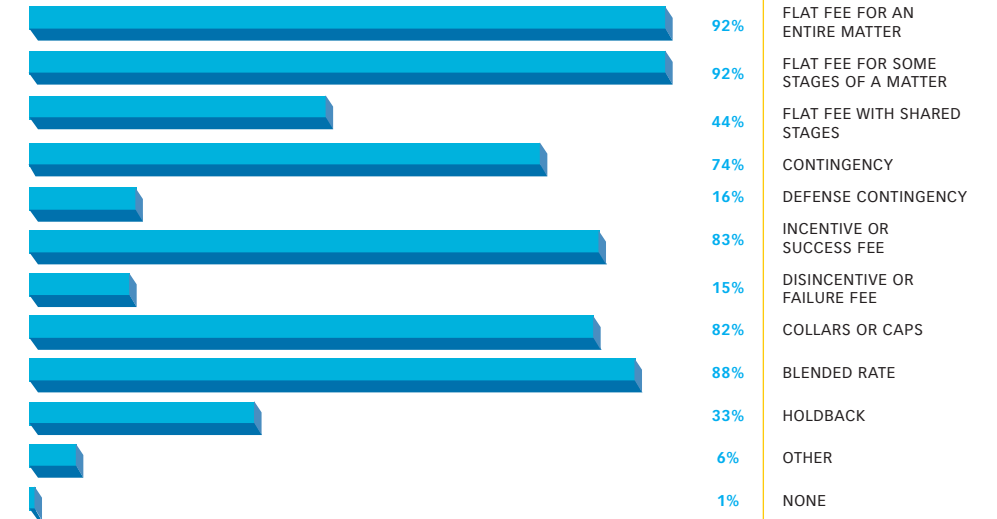


HAVE CLIENTS ASKED WHETHER YOUR FIRM HAS PROJECT MANAGEMENT EFFORTS IN PLACE?



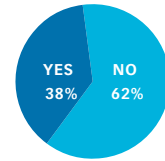
ALTERNATIVE BILLING AND STAFFING

IF YOUR FIRM HAS USED ALTERNATIVE/ VALUE-BASED FEE ARRANGEMENTS IN 2011, PLEASE INDICATE WHICH:

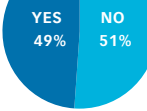
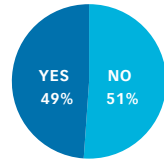


TREATMENT OF PARTNERS

DO YOU PLAN TO DEEQUITIZE PARTNERS AT YOUR FIRM IN 2012?

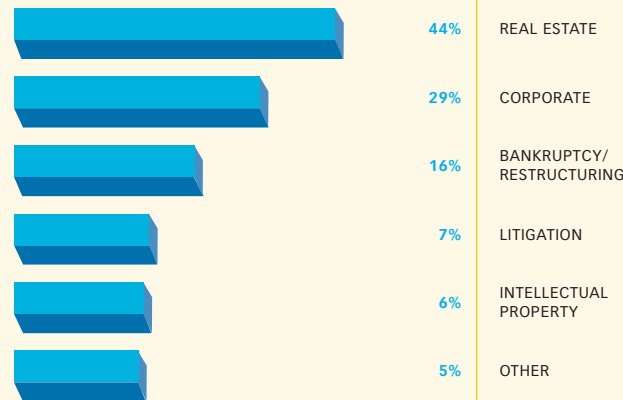


HAS THE FIRM MADE EFFORTS TO ALIGN PARTNER COMPENSATION WITH A WILLINGNESS TO COOPERATE IN NEW INITIATIVES?

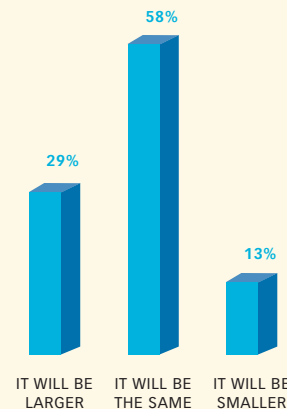


THE YEAR AHEAD

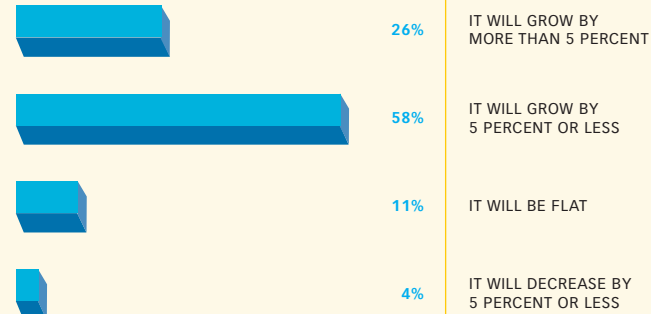
WHAT PRACTICE AREA DO YOU EXPECT WILL BE THE MOST FINANCIALLY CHALLENGED IN 2012?



HOW WILL THE SIZE OF YOUR FIRST-YEAR ASSOCIATE CLASS OF 2012 COMPARE WITH THAT OF THE 2011 CLASS?



WITH RESPECT TO PROFITS PER PARTNER AT YOUR FIRM, IN 2012 YOU EXPECT:



IF YOUR FIRM HAS USED ALTERNATIVE STAFFING ARRANGEMENTS THIS YEAR, PLEASE INDICATE WHICH:



Multiple responses were allowed.

Multiple responses were allowed.

Get the advantage of competitive intelligence with the Legal Intelligence Database

GET STARTED TODAY

almlegalintel.com

ALM LEGAL INTELLIGENCE