



Know Your Culture. Transform Your Firm.

Phone: 949-715-0819

All Firms

Average score for all statements: **3.2**

Total number of respondents: **243**

Average scores, from lowest to highest

SCALE

- Green (4.0 - 5.0) = We are outstanding in this area
- Yellow (3.0 - 3.99) = We have some competence, though we could do better
- Red (1 - 2.99) = We don't execute well in this area



Our group provides effective business development training for associates

All Firms: 2.59

Our group effectively communicates our services to targeted firm clients who are not currently using us

All Firms: 2.61

Group members are held accountable for timely implementation of personal and group plans

All Firms: 2.66

Our group provides effective business development training for partners

All Firms: 2.66

Our group provides effective business development training for new laterals

All Firms: 2.69

Our group maintains strong relationships with lawyers who have left the firm

All Firms: 2.75

Our group effectively tracks our business development activity

All Firms: 2.76

I clearly understand how business development impacts my compensation

All Firms: 2.87

Our group leader enforces client service standards

All Firms: 2.89

The firm does a good job training leaders to lead business development efforts

All Firms: 2.9

Our group has effectively differentiated ourselves from our main competitors

All Firms: 2.91



Our group effectively informs other groups in the firm about the services we provide

All Firms: 2.92



Our firm effectively conducts research relating to existing and prospective clients

All Firms: 2.94



Our group effectively recruits laterals with good books of business

All Firms: 3.03



I have a clear set of business development goals and measures

All Firms: 3.05



Our group works well with other firm offices to pursue business development

All Firms: 3.07



Our group has targeted key referral sources and communicates effectively with them

All Firms: 3.15



Our compensation system effectively encourages business development

All Firms: 3.15



Our group has developed an effective practice group plan

All Firms: 3.15



I personally enjoy engaging in business development activities

All Firms: 3.17



I am well-informed about the range of services provided by others in the firm

All Firms: 3.18



Our group has sufficient technology to support our business development efforts

All Firms: 3.19



Our group works well with other firm practice areas to pursue business development

All Firms: 3.19



Our group has good marketing materials

All Firms: 3.24



Our group has sufficient staffing to support our business development efforts

All Firms: 3.26



As a firm we live by our defined set of values

All Firms: 3.32



Our group actively solicits feedback from our most important clients

All Firms: 3.34



The members of my group have an active role in business development planning

All Firms: 3.34



Our group acts on the feedback we receive from our clients

All Firms: 3.35



Our group has a clearly defined set of client service standards

All Firms: 3.4



Our group is well-known in our targeted markets

All Firms: 3.46



Our group works together to pursue business development opportunities

All Firms: 3.53



Our lawyers communicate effectively with their clients

All Firms: 3.62



Our firm has a defined set of values

All Firms: 3.66



Our group regularly discusses business development

All Firms: 3.67



Senior leadership visibly supports business development

All Firms: 3.9



I effectively support my group's business development efforts

All Firms: 3.97



Our group delivers exceptional client service

All Firms: 3.99



Our group effectively retains our top lawyers

All Firms: 4

