

**Appendix O English Translation of Survey Instrument Used in  
Beijing, with Variable Names**

{id no.}

**Part 1: Your Background**

Your year of birth:

Your gender: male  v1  
female

Your nationality (minzu):

Your place of birth:  
 province (city)  county (district)

year started working as a lawyer:

year entered current law firm:

year obtained lawyer license:

Do you hold any other special lawyer certification? v2  
no   
yes   
specify:

Are you an arbitrator? no  v3  
yes

Marital status: never married  v4  
married   
divorced   
widowed   
number of times married:

Party membership: mass  v5  
Youth League   
CCP   
Democratic

Do you have a private car? no  v6  
yes

Have you ever been abroad? v7  
no   
yes

to study..... v8\_1  yes  no   
to handle a legal case..... v8\_2     
to work as a lawyer..... v8\_3     
for other work reasons ..... v8\_4     
for other personal reasons..... v8\_5

Do you have a religion? no  v9  
yes   
specify:   
do you practice? v10  
no   
yes

Please tell about your housing situation:

	no	yes	# units
public housing v11_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text" value="t11"/>
rented housing v11_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text" value="t12"/>
private housing v11_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text" value="t13"/>
total purchase price	<input type="text" value="t14"/> yuan		
total rent	<input type="text" value="t15"/> yuan/month		

You normally live in what kind of housing? v12  
public housing   
rented housing   
private housing

the housing in which you normally live has:  m<sup>2</sup>

the postal code of the housing in which you normally live:

If you have a law degree, please tell us about each school you attended (including schools outside China):

	school name	department	grad. year	Degree					
				ZZ	DZ	BA	MA	PhD	
1.	t18	t19	t20	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v13_1
2.	t21	t22	t23	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v13_2
3.	t24	t25	t26	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v13_3
4.	t27	t28	t29	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v13_4

If you have a non-law degree, please tell us about each school you attended (including schools outside China):

	school name	department	grad. year	Degree					
				ZZ	DZ	BA	MA	PhD	
1.	t30	t31	t32	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v14_1
2.	t33	t34	t35	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v14_2
3.	t36	t37	t38	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v14_3
4.	t39	t40	t41	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	v14_4

Before entering your current law firm, how many law-related jobs did you hold?

t42 jobs

Please tell us about your previous law-related jobs:

		work unit type					city	year start	year end
		law firm	house counsel	legal clinic	court	procuracy			
1.	v15_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	t43	t44	t45
2.	v15_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	t46	t47	t48
3.	v15_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	t49	t50	t51
4.	v15_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	t52	t53	t54
5.	v15_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	t55	t56	t57

Before working in law did you do any other kinds non-law-related jobs? v16

no   
yes

Please tell us about these jobs:

	job title	work unit name	name of overseeing unit	city	year start	year end
1.	t58	t59	t60	t61	t62	t63
2.	t64	t65	t66	t67	t68	t69
3.	t70	t71	t72	t73	t74	t75
4.	t76	t77	t78	t79	t80	t81
5.	t82	t83	t84	t85	t86	t87

**Part 2: Your Firm**

If your firm organized in divisions? v17

no   
yes

the total number of divisions:  
t88 divisions

the basis of division:

(check all that apply) yes no

- according to major long-term clients   v18\_1
- according to area of law   v18\_2
- according to administrative function   v18\_3
- other   v18\_4

specify: t89

Facilities at your firm available for your use:

- office space..... v19\_1
- secretary/assistant..... v19\_2
- library..... v19\_3
- photocopy machine..... v19\_4
- personal computer..... v19\_5
- fax machine..... v19\_6
- networked information..... v19\_7

Other benefits provided by your firm:

- retirement pension..... v20\_1
- medical insurance..... v20\_2
- unemployment insurance... v20\_3
- life insurance..... v20\_4
- housing..... v20\_5
- other..... v20\_6

specify: t90

Other activities organized by your firm:

- legal study..... v21\_1
- family planning..... v21\_2
- political thought..... v21\_3
- CCP activities..... v21\_4
- other..... v21\_5

specify: t91

How many lawyers are in your firm?

- t92 lawyers
- of which:
  - t93 full-time lawyers
  - t94 part-time lawyers
  - t95 lawyer specially invited
  - t96 interning lawyers
- of which:
  - t97 partners

**Part 3: Your Work**

**In your work, how frequently do you associate with other lawyers? ("Other lawyers" include "legal workers," corporate house counsel, and other legal workers without lawyer certification.)**

		Often	Sometimes	Seldom	Never
Other lawyers in your firm.....	v22_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lawyers outside your firm in Beijing.....	v22_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lawyers in other cities.....	v22_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Chinese employees of foreign law firms.....	v22_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foreign lawyers.....	v22_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**In your social life outside work, how frequently do you associate with other lawyers?**

		Often	Sometimes	Seldom	Never
Other lawyers in your firm.....	v23_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lawyers outside your firm in Beijing.....	v23_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lawyers in other cities.....	v23_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Chinese employees of foreign law firms.....	v23_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foreign lawyers.....	v23_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Your method of compensation: v24**

- fixed salary.....
- by the hour.....
- base salary plus some other form of compensation
- purely according to work.....
- other.....

specify:

**Do you enjoy a share of the firms total profits? v25**

- yes
- no

**Over the past year, what was your total pre-tax personal income? v26**

- under ¥25,000
- ¥25,000-49,999
- ¥50,000-74,999
- ¥75,000-99,999
- ¥100,000-124,999
- ¥125,000-149,999
- ¥150,000-174,999
- ¥175,000-199,999
- ¥200,000-249,999
- ¥250,000-299,999
- ¥300,000-349,999
- ¥350,000-399,999
- ¥400,000-499,999
- ¥500,000-599,999
- ¥600,000-699,999
- ¥700,000-799,999
- ¥800,000-899,999
- ¥900,000-999,999
- ¥1,000,000 or more

**Over the past year, what were your total client billings? v27**

- under ¥50,000
- ¥50,000-99,999
- ¥100,000-149,999
- ¥150,000-199,999
- ¥200,000-249,999
- ¥250,000-299,999
- ¥300,000-349,999
- ¥350,000-399,999
- ¥400,000-449,999
- ¥450,000-499,999
- ¥500,000-599,999
- ¥600,000-699,999
- ¥700,000-799,999
- ¥800,000-899,999
- ¥900,000-999,999
- ¥1,000,000-1,499,000
- ¥1,500,000-1,999,000
- ¥2,000,000-2,499,000
- ¥2,500,000-2,999,000
- ¥3,000,000-3,499,000
- ¥3,500,000-3,999,000
- ¥4,000,000-4,999,000
- ¥5,000,000 or more

**What positions do you hold as a lawyer?**

- |                                       |       | yes                      | no                       |
|---------------------------------------|-------|--------------------------|--------------------------|
| director.....                         | v28_1 | <input type="checkbox"/> | <input type="checkbox"/> |
| deputy director.....                  | v28_2 | <input type="checkbox"/> | <input type="checkbox"/> |
| managing committee member...          | v28_3 | <input type="checkbox"/> | <input type="checkbox"/> |
| full-time lawyer.....                 | v28_4 | <input type="checkbox"/> | <input type="checkbox"/> |
| part-time lawyer.....                 | v28_5 | <input type="checkbox"/> | <input type="checkbox"/> |
| lawyer specially invited (te yao)     | v28_6 | <input type="checkbox"/> | <input type="checkbox"/> |
| partner (specify class if applicable) | v28_7 | <input type="checkbox"/> | <input type="checkbox"/> |
| senior partner.....                   | v28_8 | <input type="checkbox"/> | <input type="checkbox"/> |
| junior partner.....                   | v28_9 | <input type="checkbox"/> | <input type="checkbox"/> |

Over the past 12 months, on average how many hours per week did you work as a lawyer?

hours

of which:  hours at your firm

Over the past 12 months, on average how many hours per week did you spend on legal study?

hours

Over the past year, on average how many days per month do you appear in court?

days  
of which:  
 days were in basic-level court  
 days were in higher level court  
of which:  
 days in court outside Beijing

If you handled any legal aid cases over the past year, how many clients were involved?

clients

If you handled any legal aid cases over the past year, how many days did you spend on this work?

days

If you are a part-time lawyer, please tell us about your primary job:

A. job title

B. average hours of work per week

hours

C. Over the past year, what was your total income from your primary job?

¥

Lawyers perform many different kinds of services. In a general way, the work of lawyers can be divided into dispute prevention and dispute resolution. Dispute prevention includes drafting legal documents, such as contracts, wills, and so on, and providing legal consulting. Dispute resolution includes using litigation in court or various out-of-court settlement methods to resolve disputes that already emerged. Thinking about all the cases you handled over the past 12 months, about what proportion belong to "dispute prevention" and "dispute resolution" respectively?

		none	small	some	most	all
dispute prevention.....	v29_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
dispute resolution.....	v29_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

The following are some major channels for "dispute resolution." Please tell us the proportion of all your dispute resolution cases over the past year handled through the following channels.

		none	small	some	most	all
mediation or arbitration outside court...	v30_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
court mediation.....	v30_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
plaintiff dropped case.....	v30_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
court hearing.....	v30_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
other.....	v30_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

specify:

Different kinds of law require different kinds of professional activities. Below are a series of paired statements that describe different demands made on the lawyer. These are presented as polar opposites. Please check the box that best represents your position in relation to the two opposites. If the situation in your practice is midway between poles, check box 3 or 4; if your situation is at one or other extreme, check box 1 or 6; if your position leans somewhat to either pole, check 2 or 5.

	1	2	3	4	5	6	
The area of law in which I work is so highly specialized that it demands I concentrate in just this one area.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	The nature of my legal practice is such that I can handle a range of problems covering quite a number of different areas of legal practice.
The nature of my practice is such that it is often necessary to accept clients whom I would prefer not to have.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	In the course of my practice I have rather wide latitude in selecting which clients I will represent.
One of the things that I like about my area of practice is that I can do largely whatever I like without having someone looking over my shoulder and directing my work.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	In my practice of law I work closely with more senior unit leaders who provide relatively close guidance in the nature of my work.
My specialty and type of practice requires skills in negotiating and advising clients, rather than detailed concern with technical rules.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	My area demands skills in handling technical procedures rather than skills in negotiating and advising clients.
To be effective in my work, I have to address problems of the client that go beyond purely legal issues.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	My work concentrates mostly on legal questions precisely defined rather than getting into broader personal or public issues.
I bill clients on the basis of how much the client can afford and is willing to pay.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	I bill clients according to fixed rate schedules regardless of what they can afford and are willing to pay.

**Part 4: Your Fields of Practice**

While a lawyer's work often is spread over many different areas of law, we wish, for comparative purposes, to characterize those areas in which you spent the major part of your work during the past 12 months. Using the following list of areas of law, please indicate roughly what proportion of your total billings (receipts) were derived from these areas.

		proportion of total billings					
		none	small	some	most	all	
<b>Economic Matters</b>	finance & banking .....	v32_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	bankruptcy .....	v32_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Company Law (such as M & A).....	v32_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Investment						
	Domestic .....	v32_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	International.....	v32_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Trade						
	Domestic .....	v32_6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	International.....	v32_7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Debt						
Debtor .....	v32_8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Creditor .....	v32_9	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Patents, Trademarks, and IP</b> .....	v32_10	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Information Technology (IT)</b> .....	v32_11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Securities</b> .....	v32_12	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Tax</b> .....	v32_13	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Ordinary Civil Matters</b>	Divorce .....	v32_14	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Inheritance (wills and trusts) .....	v32_15	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Ordinary Family Disputes.....	v32_16	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Personal Injury						
	Plaintiffs .....	v32_17	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Defendants .....	v32_18	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Consumer Protection						
	Consumers .....	v32_19	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Merchants.....	v32_20	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Real Estate						
	Demolition and Relocation						
	Residents (Individuals) .....	v32_21	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Units (Corporate) .....	v32_22	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Rental Disputes						
	Tenants.....	v32_23	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Landlords.....	v32_24	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Housing Sales .....	v32_25	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Rural Land Disputes .....	v32_26	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other Plaintiffs.....	v32_27	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other Defendants.....	v32_28	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Labor Law</b>							
Employees.....	v32_29	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Mangement .....	v32_30	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Criminal</b> .....	v32_31	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Other (please specify):</b>							
t112	v32_32	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
t113	v32_33	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Do you regard yourself as a specialist? v33

- no
- yes

→ If yes, what speciality?

t114

During the past 12 months, approximately how many clients have you represented?

A. Companies and Enterprises

t115

 clients

B. Shiye and Government Units

t116

 clients

C. Personal Clients

t117

 clients

Of all the clients you have represented over the past 12 months, approximately what percentage were taken on a contingency basis? v34

- 0%
- 1-24%
- 25-49%
- 50-74%
- 75-100%

**Part 5: Your Clients**

Over the past 12 months, what proportion of your time was devoted to the following types of clients?

		proportion of total time				
		none	small	some	most	all
Personal Clients .....	v35_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Companies and Enterprises .....	v35_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shiye and Government Units .....	v35_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Now we would like to learn how you and your clients were introduced. There are many different channels that people use to find lawyers and that lawyers use to find clients.

Of all clients you have represented over the past 12 months, please tell us the proportion that are new and that are old.

		none	small	some	most	all
New clients (new within the past 12 months) .....	v36_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Long-term clients .....	v36_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

→ Of your old clients, please tell us how long you have had dealings with them.

		none	small	some	most	all
1-2 years .....	v37_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2-3 years .....	v37_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3-4 years .....	v37_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5+ years .....	v37_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

→ Of your new clients, please tell us the channels through which you and these clients were introduced.

		none	small	some	most	all
<b>A. clients approached you directly</b>						
introduced by other clients...	v38_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
introduced by other lawyers...	v38_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
introduced by friends.....	v38_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
advertising.....	v38_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
telephone hotline.....	v38_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>B. clients assigned to you</b>						
assigned by your firm.....	v38_6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
assigned by court.....	v38_7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>C. you approached clients directly</b>						
direct solicitation.....	v38_8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
introduced by other lawyers...	v38_9	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
introduced by friends.....	v38_10	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>D. other (please specify)</b>						
→	t118	v38_11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**What proportion of your total client billings came from the following types of clients?**

		proportion of total billings				
		none	small	some	most	all
Personal Clients.....	v39_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Companies and Enterprises.....	v39_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shiye and Government Units.....	v39_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**If you have represented any companies or enterprises over the past 12 months, please tell us how you spent your time on the various types (if an enterprise of company is a partnership or shareholding arrangement, please answer according the majority ownership):**

		proportion of total billings from corporate clients				
enterprise or company type		none	small	some	most	all
state-owned.....	v40_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
collective.....	v40_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
private (Chinese).....	v40_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
with foreign-investment.....	v40_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
foreign.....	v40_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**If you represented any personal clients over the past 12 months, please tell us how your billings (receipts) were distributed across different occupations work unit types:**

		proportion of total billings from personal clients				
		none	small	some	most	all
unemployed (retired, laid-off, waiting for work)...	v41_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
employees of state-owned or collective enterprises	v41_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
employees of government or CCP units.....	v41_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
employees of private enterprises (Chinese) .....	v41_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
employees of shiye units.....	v41_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
employees of foreign units (JVs and rep. offices)	v41_6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
self-employed (geti hu).....	v41_7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
villagers.....	v41_8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
other (specify): <span style="border: 1px solid black; padding: 2px;">t119</span>	v41_9	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Many lawyers have more opportunities than time. For this reason, lawyers often have to be selective about the kinds of cases they undertake. We would like to learn about the kinds of cases you are sometimes forced to refuse, and the reasons why you turn down these cases. First, please tell us how many clients you could have represented but either refused or did not pursue over the past 12 months:**

- cases from **companies and enterprises** refused or forced not to accept: t120 clients
- cases from **personal clients** refused or forced not to accept: t121 clients
- cases from **shiye or government units** refused or forced not to accept: t122 clients

**How important are the following reasons for either refusing or not pursuing a case that you could have undertaken?**

		very important	important	so-so	un-important	very un-important
<b>A. reasons related to the case</b>						
the case lacks merit in legal terms.....	v42_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
chances of winning the case are too low	v42_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
the case offers limited revenue.....	v42_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>B. reasons related to you</b>						
the case goes against my personal values	v42_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
beyond my area of expertise.....	v42_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>C. reasons related to the law</b>						
the case violates applicable rules.....	v42_6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
the courts won't accept the case.....	v42_7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>D. other reasons (please specify)</b>						
<span style="border: 1px solid black; padding: 2px;">t123</span>	v42_8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Part 6: Your Attitudes**

**This is a list of factors that may contribute to your satisfaction or dissatisfaction with your job. Please indicate the degree to which you are satisfied or dissatisfied with each of the following:**

		very dissatisfied	←————→					very satisfied
		0	1	2	3	4	5	
My level of responsibility.....	v43_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The recognition I receive for my work.....	v43_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The content of my work.....	v43_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
My chances for advancement.....	v43_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The policies and administration of my firm.....	v43_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
My salary.....	v43_6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
My supervisors.....	v43_7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
My control over the amount of work I must handle.....	v43_8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
My control over the manner in which I do my work.....	v43_9	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The degree to which my opinions are respected by judicial organs during litigation...	v43_10	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The prestige the legal profession.....	v43_11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The prestige of the firm for which I work.....	v43_12	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
My relationships with colleagues at work.....	v43_13	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The social security benefits supplied by my firm.....	v43_14	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**Please indicate the prevalence of each of the following situations by checking the appropriate box:**

		very rare	←————→					very prevalent
		0	1	2	3	4	5	
When involved in litigation, lawyers have an influence on the fairness of judicial procedures.	v44_1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
In criminal cases, the prosecution has an advantage over the defense; there is no equality to speak of between the prosecution and the defense.	v44_2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Currently the laws concerning the rights of lawyers are sufficient to guarantee that lawyers' functions are brought into full play.	v44_3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
According to China's <u>Lawyers Law</u> , professional misconduct on the part of lawyers is investigated and disciplinary decisions are made and carried out by professional organizations established and managed independently of the Party and the state. However, in reality, in these matters the influence of the Party and the state remains large.	v44_4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Many people without legal training are doing the work of lawyers.	v44_5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
People without legal training doing the work of lawyers are very capable of fulfilling the occupational requirements of this work.	v44_6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
In criminal cases, public security organs always find ways to obstruct lawyers' investigation work.	v44_7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
When a state organization such as a state-owned enterprise is a defendant in a court case filed by an individual, the courts tend to favor this organization irrespective of the merit of the plaintiff's case.	v44_8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
The quality of a relationship between a lawyer and a judge will not influence how a court case is tried.	v44_9	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
When courts make judgements in cases filed by individuals against state organizations such as state-owned enterprises, the letter of the law is more important than the interests of the organizations.	v44_10	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
In general, in the process of gathering evidence lawyers get the full cooperation of the related government offices.	v44_11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
In general, in the process of gather evidence lawyers get the full cooperation of related individuals and civil organizations.	v44_12	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lawyers in contemporary China are more concerned about protecting their wealth than about protecting the rights and interests of their clients.	v44_13	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
In disputes against state organizations such as state-owned enterprises, lawyers are just as willing to represent individuals as they are to represent other organizations.	v44_14	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lawyers I know about spend a lot of time fostering personal relationships with judges.	v44_15	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	