New Research Report: Global Trends in Hiring Outside Counsel

A recent research study developed by Globality in collaboration with *The Lawyer* found that general counsel prefer working with smaller law firms but often lack the means to find them. The survey went out to more than 300 GCs from organizations with over $1 billion in revenue to uncover the latest industry viewpoint about hiring outside counsel.

The report, **"Global Trends in Hiring Outside Counsel,"** is available for downloading at no charge.

Key findings:

- **Almost 70% of General Counsel rely on pre-existing relationships or referrals to source new legal providers.** In-house teams overwhelmingly appoint law firms based on personal connections rather than a systematic appraisal of which firms would be best for the job.
- **Levels of dissatisfaction are three times higher with larger law firms than with smaller competitors.** Companies find smaller firms deliver better client service, but often lack the means to source them.
- When presented with a series of new legal technologies, **86% of survey respondents were most excited by tools for sourcing and/or communicating with legal providers outside of their immediate network.**

Download the Globality report.