



Honest Talk from In-house Counsel about their Outside Law Firms

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What Corporate Counsel Don't Like about BIG Law Firms



It's not often we hear from corporate counsel. So when [Inside Counsel](#) magazine published the 20th Annual Survey of General Counsel - the legal field sat up and took note.

The survey, published in the August 2010 issue, candidly illustrates how in-house counsel feel about their outside law firms. Their opinions are informative and eye-opening to say the least.

What in-house counsel *don't* like:

- Failure to understand their business (only 41% “say law firms understand their business”)
- Not “actively seek(ing) ways to reduce costs,” according to 65% of survey respondents
- 51% “don’t think law firms recognize their budget constraints.”

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What in-house counsel *would like to see*:

- Firms seeking creative solutions – 82%;
- Industry-related experience - 86% want this
- Responsiveness – 99.5%

Want to learn more about what's going on in today's legal departments? Get informed by reading the [full article](#) in *Inside Counsel*.

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