

Haldanes

SOLICITORS AND NOTARIES • AGENTS FOR TRADE MARKS AND PATENTS

拓展國際網絡及如何保持專業 關係：青年律師的生存技巧

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兩岸四地青年律師論壇
2014年10月17日

“青年律師”是...時尚優
雅？



“青年律師” 是…备受尊崇？



“青年律師” 現實中往往
只是…



甚麼是拓展網絡 (Networking) ?



拓展國際網絡 (International Networking)

律師需要嗎？

- 行業的傳統偏見
- 研究：80%業務來自人脈網絡
- 律師行業：高價值服務／基於信任的行業
- 市場競爭國際化／透明化



拓展國際網絡

(International Networking)

青年律師需要嗎？

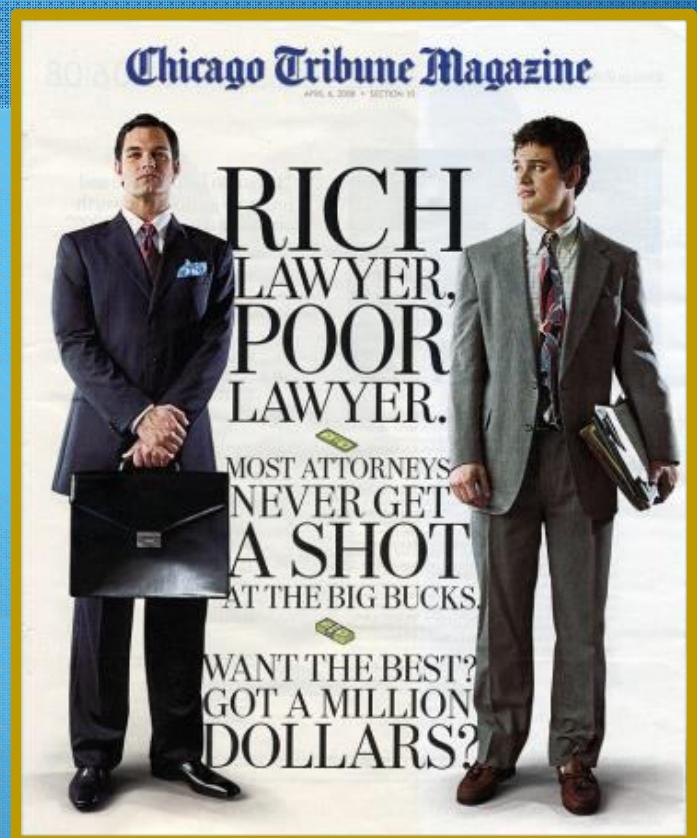
青年律師的四大普遍目標：

- (i) 升職 / 加薪 / 工作和生活平衡 (Work-life balance)
- (ii) 就業機會
- (iii) 專業技能認受
- (iv) 知識技術增值



青年律師須拓展國際網絡的 四大原因

1. 增強“能見度”及名望
 2. 創造機遇（新客戶／就業機會）
 3. 專業支援
 4. 曠闊視野
- 達到前述四大目標



拓展網絡 (Networking) 並不是：

1. 與陌生人隨機性的討論
2. 硬性推銷
3. 純粹吃喝玩樂



拓展網絡是：

系統性地建立真誠而堅實的人脈關係，從而帶來新工作和新機遇

拓展國際網絡的途徑

(A)面對面

- 1. 跨國會議 / 訓練課程
- 2. 社交活動
- 3. 演講
- 4. 撰寫專業文章 / 書籍
- 5. 志願工作
- 6. 商會 / 專業組織



拓展國際網絡的途徑

(B) 網上

1. Linked In
2. 律師事務所網頁—律師簡歷
3. Facebook
4. 微博
5. Wechat 等

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有效拓展網絡的四大元素：

1. 誠信 (Credibility)
2. 個人品牌 (Personal Brand)
3. 能見度 (Visibility)
4. 社交資本 (Social Capital)

(取自Heather Townsend - “Financial Times
Guides: Business Networking”)



怎樣成爲出色 “國際網絡人”

(How to be a great international networker)

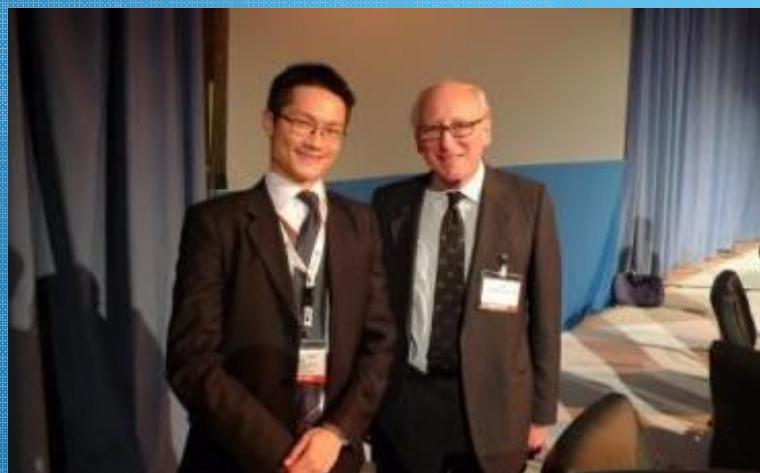
1. 隨時準備好拓展網絡
2. 先交朋友，後談生意
3. 無私、慷慨、達至雙贏
4. 有焦點和紀律
5. 勇敢
6. “主場心態”
7. 語言能力與閱歷
8. 跟進



拓展網絡 : 经历分享 2008



拓展網絡：经历分享 2009



Clive Nicholls QC

Lord Bingham



拓展網絡 : 经历分享 2010



拓展網絡：经历分享 201



'Global' settlements: What's possible? What's not? In the absence of an international anti-corruption legal framework, an international agency, and an international tribunal, these expert speakers who bring more than 100 years of collective experience will provide invaluable insights into an increasing problem of crisis management.

Speakers

Nicola Bonucci Organisation for Economic Co-operation and Development (OECD), Paris, France; Chair, Anti-Corruption Committee

Timothy Dickinson Paul Hastings, Washington DC, USA; Vice-Chair, Anti-Corruption Committee

Paul Gully-Hart Schellenberg Wittmer, Geneva, Switzerland

Kai Hart-Hoenig Hart Hoening Rechtsanwalt, Wiesbaden, Germany

Felix Ka-ho Ng Haldanes Solicitors & Notaries, Central, Hong Kong SAR
Newsletter Editor, Environment, Health and Safety Law Committee

SHARJAH A, FIRST FLOOR



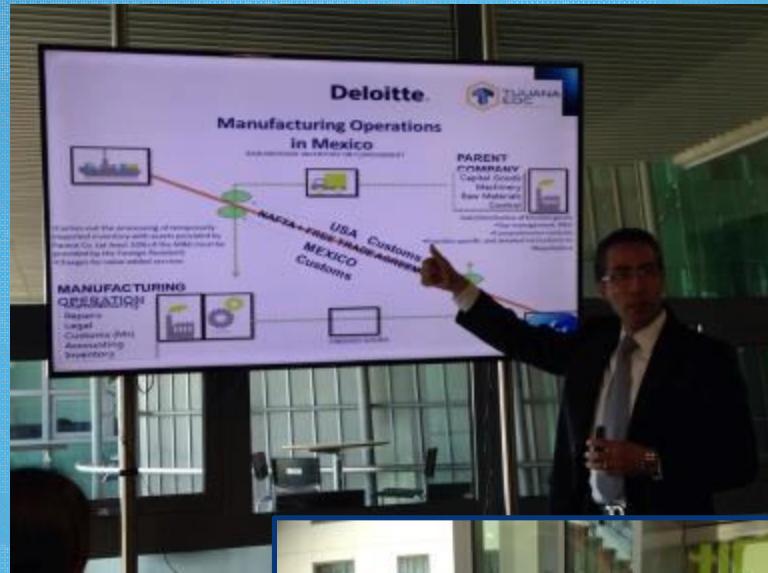
拓展網絡：经历分享 2013



拓展網絡：经历分享 2014



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Contributing editors:



2015

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Hong Kong

Felix KH Ng and Jane Y Ma

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- **Other government agencies are principally responsible for the enforcement of civil and criminal laws and regulations, accessible to businesses.**

In Hong Kong, the following government agencies are principally responsible for the enforcement of civil and criminal laws and regulations pertinent to businesses, such as serious fraud, money laundering, bribery and securities laws:

- **What is the scope of each agency's powers? What are the agencies' potential actions, as well as those of the company itself?**

The DCR, OCTB and JHU – serious fraud and money
The Hong Kong Police Force is generally responsible for the
of law and order in Hong Kong, and has power to conduct

These are specialist units within the Hong Kong Police Force that has the investigating units of serious fraud and money laundering; the Commercial

Citizen Service (CSC) investigates serious and complex commercial fraud, corruption and technology crimes, and the串謀 (conspiracy) of serious or violent crimes. The CSC and Trial Services (CTS) investigations organized crime, and the Organized Crime and Trial Services (OCTS) investigations organized crime and serious financial crimes involving money laundering. To prevent serious money laundering offences, the CSC and OCTS usually work best in hand with local law enforcement agencies. The CSC is primarily responsible for investigating serious financial crimes, while the Trial Services Department is responsible for reviewing and handling reports about suspicious financial activities.

The ECAC -berry and orange

Established in 1959 when the city was plagued with syndicated corruption, the independent Commission Against Corruption (CAC) is the independent anti-corruption authority for bribery and corruption in Hong Kong. To oversee the CAC's enforcement mechanism is the Financial Reporting Council (FRC). The FRC, which works in tandem with the CAC, oversees public and private sectors in Hong Kong. The most important publications under the POBOA in respect of the submission, acceptance or offering of any unauthorised advantage (generally referred to as a bribe), which can lead to criminal liability or reward for the performance of duties or using influence over its business or professional malpractice.

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DOI 10.1215/03616878-32-4 © 2007 by The University of Chicago

The **SFC** – **Securities and Futures Commission**:
In response to stock market scandals in Hong Kong in 1986, the **Securities and Futures Commission (SFC)** was established as an independent body that administers the laws governing Hong Kong's securities and futures markets. The **Securities and Futures Commission (SFC)** handles its work with extensive powers to investigate, discipline and prosecute financial institutions and licensed persons or various forms of misconduct such as insider dealing, price rigging, false trading, market manipulation together with other relevant regulatory offenses.

The market participants regulated by the SPC include listed companies, investment banks, brokers, fund managers, investment advisers and

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把網絡轉化成機遇的關鍵

“SERVICE” 策略：

1. Specific (具體、明確方向)
2. Extraordinary Client Service (超卓客戶服務)
3. Relationships (保持密切關係)
4. Visibility (能見度)
5. Initiative (主動性)
6. Collaborate (跟其他專才合作)
7. Educate (教育)



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