

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

伍家豪律師  
何敦、麥至理、鮑富律師行合夥人  
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

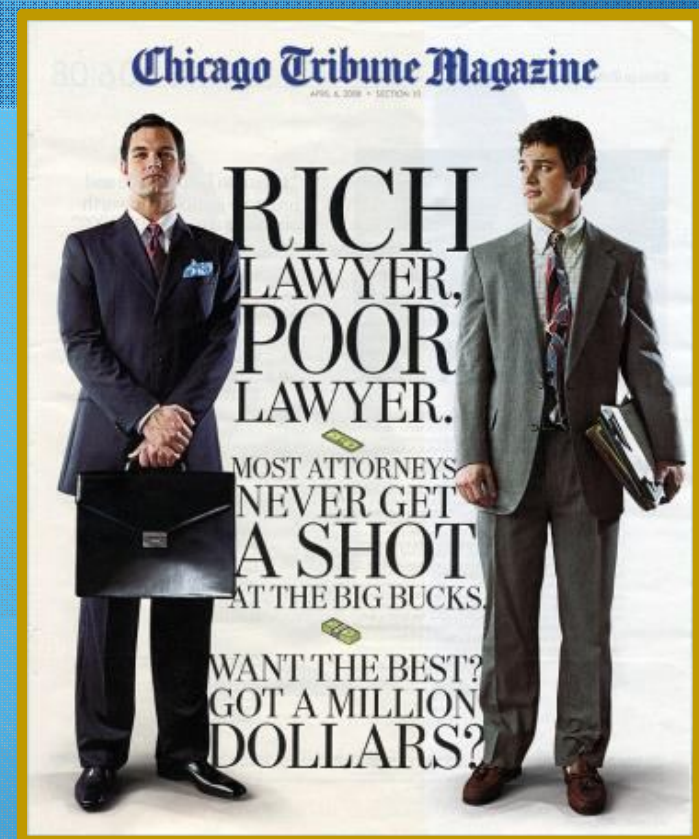




# 青年律師須拓展國際網絡的四大原因

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

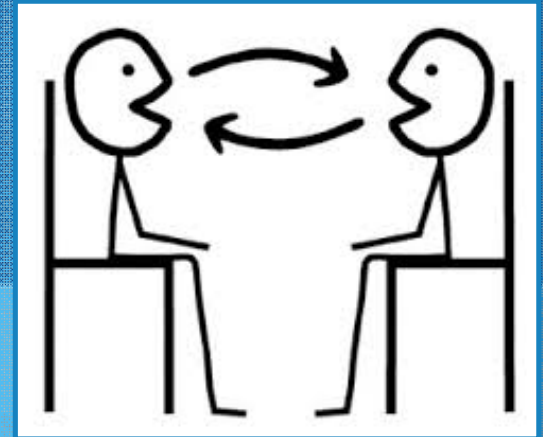


拓展網絡是：

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

## Super Lawyers

- Home
- About
- Videos
- Selection Process
- Advertising
- Contact
- Attorney FAQ

### ATTORNEY PROFILE



**Diana Santa Maria**

Law Offices of Diana Santa Maria, P.A.  
5220 South University Drive, Suite 205C  
Fort Lauderdale, FL 33328

Contact Diana Santa Maria  
T: 954-434-1077  
F: 954-434-4462

[Update](#)  
[ShareThis](#)

Visit: [www.santamariaw.net](http://www.santamariaw.net)

**Practice Areas:** Personal Injury Plaintiff: General (70%), Personal Injury Plaintiff: Medical Malpractice (20%), Personal Injury Plaintiff: Products (10%)

**Law School:** University of Miami School of Law

**Languages Spoken:** English, Spanish



# 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” )





# 怎樣成為出色“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

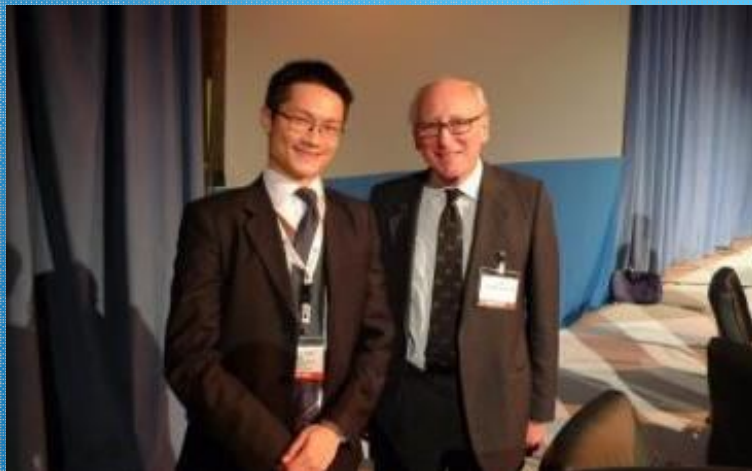




# 拓展網絡 : 经历分享 2009



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 Hoenig Rechtsanwalt, Wiesbaden, Germany

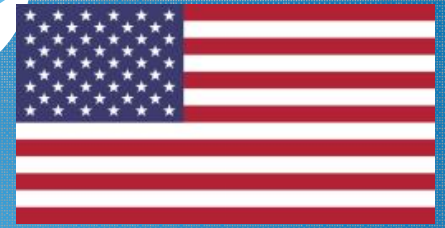
**Felix Ka-ho Ng** Haldanes Solicitors & Notaries, Central, Hong Kong SAR; Newsletter Editor, Environment, Health and Safety Law Committee

SHARJAH A, FIRST FLOOR



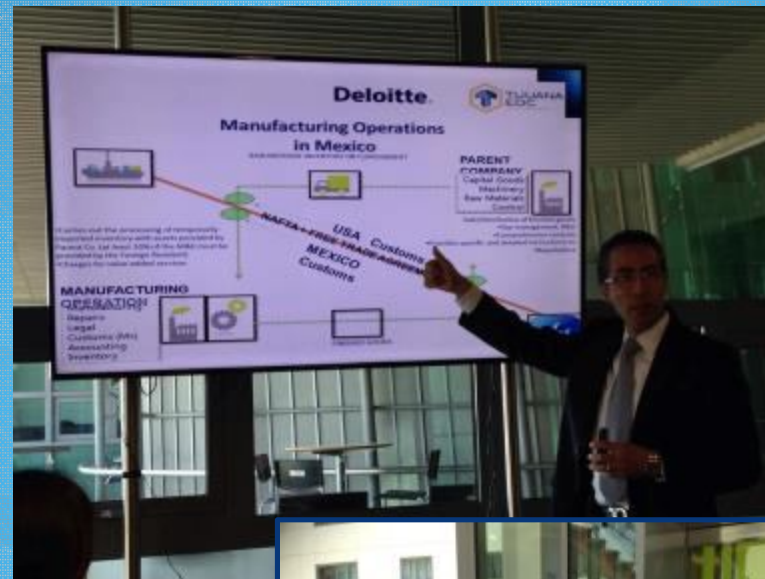


# 拓展網絡：经历分享 2013





# 拓展網絡：经历分享 2014





# Government Investigations

In 16 jurisdictions worldwide

Contributing editors  
David M Zornow and Jocelyn E Strauber



2015

Haldanes

## Hong Kong

Felix KH Ng and Jane Y Ma  
Haldanes

### Enforcement agencies and corporate liability

- What government agencies are principally responsible for the enforcement of civil and criminal laws and regulations applicable 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 securities fraud, money laundering, bribery and corruption laws.

**The OCS, OCTB and JFIU – various fraud and money laundering**  
The Hong Kong Police Force is generally responsible for the enforcement of law and order in Hong Kong, and has power to conduct criminal investigations and prosecute prosecutions.

There are specialist units within the Hong Kong Police Force that handle investigations of various fraud and money laundering. The Commercial Crime Bureau (CCB) investigates serious and complex commercial fraud, computer and technology crimes, and the counterfeiting of foreign currencies, credit cards and other commercial instruments. The Organized Crime and Triad Bureau (OCTB) investigates organized crime and organized criminal activities including money laundering. In counterfeiting money, law enforcement officers, the OCS and OCTB usually work hand in hand with the Joint Financial Intelligence Task (JFIU), which is jointly run by the Hong Kong Police Force and the Hong Kong Customs and Excise Department and is responsible for receiving and handling reports about suspicious financial activities.

### The ICAC – bribery and corruption

Established in 1974 when the city was plagued with widespread corruption, the Independent Commission Against Corruption (ICAC) is the independent investigation authority for bribery and corruption in Hong Kong. The committee of the ICAC's enforcement mechanism is the Prevention of Bribery Ordinance (POBO), which seeks to combat corruption in both public and private sectors in Hong Kong. The most important prohibition under the POBO is in respect of the solicitation, acceptance or offering of bribe and advantages (generally referred to as kickback, which is used as an inducement or reward for the performance of duties or using influence in business or contractual matters).

### The SFC – securities laws

In response to the stock market crash in Hong Kong in 1997, the Securities and Futures Commission (SFC) was established as an independent body that allocates the law governing Hong Kong's securities and futures markets. The Securities and Futures Ordinance (SFO) bestows the SFC with extensive powers to investigate, discipline and prosecute listed financial institutions and licensed persons on various forms of market misconduct such as insider trading, price rigging, false trading, market manipulation together with other types of regulatory offenses.

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

prosecutors at the securities level (i.e., at the magistrate or the lowest level of criminal courts in Hong Kong) are prosecuted by the investigating bodies themselves (i.e., the enforcement of the law).

- What is the scope of each agency's enforcement? Can the agencies pursue actions against companies as well as the company itself? Do they regulate? Enforcement authority of the above law enforcement agencies is conferred by statute, which generally covers the

**The OCS, OCTB and JFIU**  
OCS and OCTB officers are worried with extensive prosecutions involving serious fraud and money laundering, aimed at suspects and deterring them from to get lost in money and assets, searching premises and seizing and bringing together suspicious documents and financial data as the orders made by the Hong Kong courts. For organized crime, the OCS and OCTB can also take over aspects of the "major" or the investigation control from prosecution from cases where financial crimes are involved in the process.

While the JFIU does not enforce the law, it provides participating investigation units to assist their investigation money laundering. JFIU's responsibilities include obtaining financial information, identifying suspicious activity and whether such activity should be followed.

**The ICAC**  
While the ICAC's enforcement authority is by and large the OCS and OCTB, it has been given special powers to conduct corruption cases (the POBO), including the power to disclose details of their assets, income and expenses or corruption. Further, the ICAC can make orders for confiscating a suspect's assets (including a portion of property before he or she is made financially free). It is also noteworthy that the ICAC only conducts corruption-related matters. However, if other forms of an investigation in investigations (which highly sophisticated, theft and poisoning the interest of public) are always catch in focus of investigation and by the charges.

**The SFC**  
An investigation is initiated when the SFC has received that market misconduct may have taken place. The SFC will then be involved in extensive interviews and investigations to complete production of documents and market misconduct concerned. There are various cases

**LexisWeb.co.uk**

Start your search here

SEARCH

**Home**

**Felix K.H. Ng**

**Biography**

Felix K.H. Ng is a partner in Haldanes Solicitors & Notaries in Hong Kong, specialising in commercial litigation, complex "white collar" crimes and financial regulatory work.

His notable experience includes:-

- Defending listed company directors in a high-profile fraud trial and instructing a leading UK Queen's Counsel on stay applications, judicial review & appeal;
- Defending a listed company chairman in the first Securities & Futures Commission (SFC) prosecution in Hong Kong on Price Rigging;
- Handling a multi-jurisdictional corporate civil claim of over HK\$300 million involving Hong Kong, Mainland China, Bermuda, British Virgin Islands, Singapore and the United States;
- Representing a listed company chairman in a jurisdictional battle between jurisdictions of the UK

**External Links**

**Haldanes Solicitors**

**Education**

College of Law  
Master of Laws  
Practice  
Tonghai United  
Chinese Law  
University of Hong Kong  
University of Hong Kong

**Memberships**

Office of the Registrar

**LexisNexis**

Products & Services | Shop | Support & Training | Blogs | Media Centre | Careers | Contact Us

**Lexis@PSL In-House Team**

Learn more about how LexisNexis can help you get more done each day

**Contributing Authors**

<p><b>Granfield School of Management</b></p> <ul style="list-style-type: none"> <li>Paul Hughes</li> <li>David Hughes</li> </ul> <p><b>Lawyers in Business</b></p> <ul style="list-style-type: none"> <li>Mark Phillips</li> </ul> <p><b>LEC Wise Counsel</b></p> <ul style="list-style-type: none"> <li>Mark Phillips</li> </ul>	<p><b>Raffes Law</b></p> <ul style="list-style-type: none"> <li>David Law</li> <li>David Law</li> </ul> <p><b>Wragge &amp; Co</b></p> <ul style="list-style-type: none"> <li>David Law</li> <li>David Law</li> </ul>
---	--

**Contributing Authors - Doing Business in... multi-jurisdictional guide**

<p><b>Andrew Neesham &amp; Co LLC</b></p> <ul style="list-style-type: none"> <li>Andrew Neesham</li> <li>David Neesham</li> </ul> <p><b>Baker &amp; McKenzie</b></p> <ul style="list-style-type: none"> <li>David Baker</li> </ul> <p><b>Bentley &amp; Associates</b></p> <ul style="list-style-type: none"> <li>David Bentley</li> </ul> <p><b>Conno De Mello &amp; Taniel</b></p> <ul style="list-style-type: none"> <li>Conno De Mello</li> <li>Taniel</li> </ul> <p><b>De Mello &amp; Taniel</b></p> <ul style="list-style-type: none"> <li>Conno De Mello</li> <li>Taniel</li> </ul> <p><b>De Mello &amp; Taniel</b></p> <ul style="list-style-type: none"> <li>Conno De Mello</li> <li>Taniel</li> </ul>	<p><b>Lee And Li</b></p> <ul style="list-style-type: none"> <li>Lee And Li</li> <li>Lee And Li</li> </ul> <p><b>LVN Per Associates</b></p> <ul style="list-style-type: none"> <li>LVN Per Associates</li> </ul> <p><b>Mullins</b></p> <ul style="list-style-type: none"> <li>Mullins</li> </ul> <p><b>Miller Thompson</b></p> <ul style="list-style-type: none"> <li>Miller Thompson</li> </ul> <p><b>Shaw &amp; Shaw</b></p> <ul style="list-style-type: none"> <li>Shaw &amp; Shaw</li> </ul> <p><b>Shaw &amp; Shaw</b></p> <ul style="list-style-type: none"> <li>Shaw &amp; Shaw</li> </ul>	<p><b>Miner Ellison Reid Watts</b></p> <ul style="list-style-type: none"> <li>Miner Ellison Reid Watts</li> </ul> <p><b>O'Connell &amp; Partners</b></p> <ul style="list-style-type: none"> <li>O'Connell &amp; Partners</li> </ul> <p><b>Wong &amp; Wong</b></p> <ul style="list-style-type: none"> <li>Wong &amp; Wong</li> </ul> <p><b>Wong &amp; Wong</b></p> <ul style="list-style-type: none"> <li>Wong &amp; Wong</li> </ul>
--	---	---



# 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）





# 謝謝！

伍家豪律師，合夥人

何敦、麥至理、鮑富律師行

中環都爹利街11號律敦治大廈7樓

電話：(852) 2868 1234

電郵：[felix.ng@haldanes.com](mailto:felix.ng@haldanes.com)

網址：[www.haldanes.com](http://www.haldanes.com)



**Haldanes**

SOLICITORS AND NOTARIES • AGENTS FOR TRADE MARKS AND PATENTS