

Table 9.1 How many practice areas or departments do you describe on your LinkedIn Site?

	Mean	Median	Minimum	Maximum
Entire sample	6.42	6.00	0.00	17.50

Table 9.2 How many practice areas or departments do you describe on your LinkedIn Site? Broken out by Country

Country	Mean	Median	Minimum	Maximum
USA	6.26	6.00	0.00	17.50
All Other Countries	6.75	7.00	0.00	15.00

Table 9.3 How many practice areas or departments do you describe on your LinkedIn Site? Broken out by Number of Partners

Number of Partners	Mean	Median	Minimum	Maximum
less than 30	8.33	8.00	2.00	15.00
30 - 100	9.07	10.00	0.00	17.50
more than 100	2.44	2.00	0.00	5.00

Table 9.4 How many practice areas or departments do you describe on your LinkedIn Site? Broken out by Main Source of Revenue

Main Source of Revenue	Mean	Median	Minimum	Maximum
Individuals	7.00	7.00	7.00	7.00
Small Business	10.50	8.00	5.00	17.50
Medium Sized Business	5.00	5.50	0.00	12.00
Large Businesses	5.55	5.00	0.00	10.00

Table 9.5 How many practice areas or departments do you describe on your LinkedIn Site? Broken out by Litigation Revenues as % of Firm Revenues

Litigation Revenues as % of Firm Revenues	Mean	Median	Minimum	Maximum
Less than 10%	7.00	7.00	7.00	7.00
10% to 25%	8.25	8.50	0.00	17.50
25% to 40%	7.25	6.50	1.00	15.00
More than 40%	5.50	5.50	0.00	12.00
Don't Know	5.00	5.00	0.00	10.00

FOLLOWERS, ENDORSEMENTS & POSTS

Table 10.1 How many followers does your organization have on its LinkedIn sites?

	Mean	Median	Minimum	Maximum
Entire sample	826.48	474.00	0.00	3073.00

Table 10.2 How many followers does your organization have on its LinkedIn sites? Broken out by Country

Country	Mean	Median	Minimum	Maximum
USA	869.07	500.00	0.00	3073.00
All Other Countries	720.00	315.50	200.00	1739.00

Table 10.3 How many followers does your organization have on its LinkedIn sites? Broken out by Number of Partners

Number of Partners	Mean	Median	Minimum	Maximum
less than 30	238.83	250.00	0.00	381.00
30 - 100	587.13	457.50	300.00	1739.00
more than 100	1603.71	1237.00	893.00	3073.00

Table 10.4 How many followers does your organization have on its LinkedIn sites? Broken out by Main Source of Revenue

Main Source of Revenue	Mean	Median	Minimum	Maximum
Individuals	250.00	250.00	250.00	250.00
Small Business	643.25	436.50	200.00	1500.00
Medium Sized Business	713.63	427.50	300.00	1739.00
Large Businesses	1103.00	724.50	0.00	3073.00

Table 10.5 How many followers does your organization have on its LinkedIn sites? Broken out by Litigation Revenues as % of Firm Revenues

Litigation Revenues as % of Firm Revenues	Mean	Median	Minimum	Maximum
10% to 25%	801.83	470.50	250.00	1739.00
25% to 40%	607.20	373.00	200.00	1200.00
More than 40%	940.71	500.00	0.00	3073.00
Don't Know	974.67	300.00	250.00	2374.00