# 2000 SURVEY RESULTS ASSOCIATION OF LEGAL WRITING DIRECTORS/ LEGAL WRITING INSTITUTE

		Page
Surve	Y <b>H</b> IGHL	i
Surve	Y CONTI	ENTS
	1.	Submitter Profile
	II.	Law School Information
	III.	Staffing Model
	IV.	Curriculum
	V.	Upper-Level Writing Courses
	VI.	Technology
	VII.	DIRECTORS
	VIII.	LRW FACULTY MEMBERS
	IX.	LRW ADJUNCT FACULTY
	Χ.	TEACHING ASSISTANTS
	XI.	Survey40
<b>A</b> PPEN	IDICES	
	A.	GENDER DATA REPORT
	R	SCHOOLS THAT HAVE DESPONDED IN TIME FOR 2000 SURVEY REPORT

#### 2000 ALWD/LWI SURVEY HIGHLIGHTS

Prepared by: Jo Anne Durako Director of Legal Research & Writing Rutgers-Camden Law School

## Some Changes in the 2000 Survey --

More respondents in 2000: 137 schools participating, for a 78% response rate (up from 68% in 1999), thanks to the cooperation of program directors and follow-up by the Survey Committee members.

An extensive survey of LRW curricula (part IV) covering such issues as credit hours, grading, research instruction, assignments, writing specialists, along with an expanded survey of upper-level writing courses (part V).

Additional information gathered on the gender of directors and LRW faculty (Appendix A). Comparisons with 1999 data, where possible. NOTE: Some differences show progress and positive or negative developments in the field of legal writing, while other differences result from having a different group of respondents this year.

## Salary Highlights:

**Directors' Salaries** (averages; Question 49):

2000: \$75,806, up 7% from '99 \$77,053 for 12 months; \$74,697 for < 12 months 1999: \$71,016, up 3% from '98 \$76,947 for 12 months; \$65,472 for <12 months.

The "average" director graduated from law school 17 years ago, taught in law school for 11 years, and directed at her current law school for 7 years (Questions 3, 4, & 5).

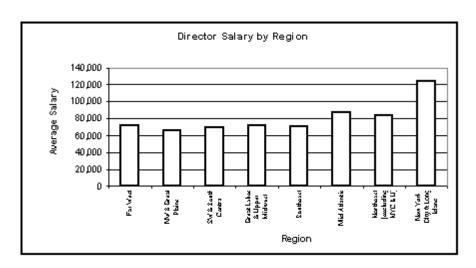
**LRW Faculty Full-time Entry-level Salaries** (averages, excluding directors; Question 74(b)):

2000: \$40,325, up 2% from '99 \$42,300 for 1-3 yr. exp; \$43,852 for > 3 yr. exp. 1999: \$39,731, up 3% from '98 \$42,130 for 12 months; \$38,738 for <12 months.

## Regional Differences for Directors:

Average directors' salaries reported, by region, ranging from highest to lowest:

	<u>2000</u>	<u> </u>
New York City & Long Island:	\$124,333	\$113,000
Mid-Atlantic:	\$ 87,036	\$ 77,375
Northe ast:	\$ 83,179	\$ 68,996
Far W est:	\$ 71,609	\$ 74,000
Great Lakes & Up. Midwest:	\$ 71,552	\$ 62,621
Southeast:	\$ 69,615	\$ 64,208
Southwest & South Central:	\$ 68,746	\$ 69,608
Northwest & Great Plains:	\$ 65,917	\$ 51,400

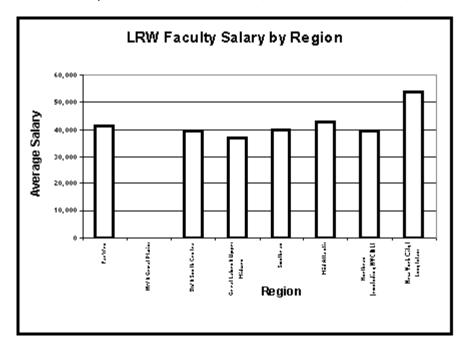


i

## Regional Differences for Entry-Level LRW Faculty (excluding directors):

Average entry-level LRW faculty salaries reported, by region, from highest to lowest:

	<u>2000                                  </u>	<u> 1999</u>
Northwest & Great Plains:	No reports	\$52,500
New York City & Long Island:	\$54,000	\$45,833
Mid-Atlantic:	\$42,500	\$45,125
Far W est:	\$41,583	\$39,833
Southeast:	\$39,778	\$37,700
Northe ast:	\$39,667	\$42,700
Southwest & South Central:	\$39,650	\$40,073
Great Lakes & Up. Midwest:	\$36,857	\$34,976



#### Other Variables Related to Salaries:

- **-Years Since Earning a JD, Years Teaching, & Years as a Director** (Questions 3, 4, & 5): In general, salaries for directors increase as the directors have more years of experience.
- **-Setting** (Question 7): Salaries continue to be higher for directors and LRW faculty in the suburbs than in urban or rural areas, and the gaps are increasing.
- **-Institution Type** (Question 8): Salaries also continue to be higher for directors and LRW faculty in private than in public schools, but the gap is narrowing.
- **-Staffing Models** (Question 10): Average salaries are highest for directors in programs with tenure-track teachers hired to teach LRW (\$111,500) and are lower in adjunct-taught programs (\$79,916) and complex hybrid programs (\$78,164). Salaries are lowest in programs with LRW faculty on contract (\$70,601). For LRW faculty, average entry-level salaries are highest in complex hybrid programs (\$45,000) (Question 74(b)).
- **-Director Type** (Question 45): Directors' average salaries are highest if they are tenured and tenure-track and their primary responsibility is LRW (\$95,476) and next highest if the directors' primary responsibility is <u>not</u> LRW (\$94,688). Non-tenure track directors earn the lowest salaries (\$59,919). LRW faculty average entry-level salaries are highest when their director is tenured (\$42,800) and lowest in programs where the director is an administrator whose primary responsibility is LRW (\$36,000)(Question 74(b)).

## Other Highlights:

**Staffing Model** (Question 10): Most programs use full-time, nontenure-track teachers (73 or 50%), adjuncts (25 or 17%), or a hybrid staffing model (33 or 23%). Last year, 5 programs used solely tenured or tenure-track teachers hired specifically to teach LRW and another 4 programs used such teachers in hybrid programs (Question 11(a)).

<u>Curriculum</u> (Questions 12 - 26): Virtually all writing programs extend over 2 semesters, averaging 2.14 credit hours in the fall and 2.08 hours in the spring. 20 programs have a required component in the fall of the second year, averaging 2.2 credit hours (Question 12). Almost all LRW courses are graded (115 programs)(Question 15). Many programs grade at least some assignments anonymously (78), but 57 programs do not (Question 17). 111 programs require rewrites, with 38 of those programs requiring rewrites on all assignments (Question 23). The vast majority of programs integrate research and writing instruction (103 programs)(Question 18). 36 law schools employ a full-time or part-time writing specialist, while 6 schools employ more than 1 specialist.

- Common practices (Questions 12-26): The most common writing assignments are legal memoranda (134), appellate briefs (104), client letters (67), pretrial briefs (60), trial briefs (32), and drafting documents (28) (Question 20). For oral skills, the most common assignments are appellate arguments (101), pretrial arguments (39), oral reports to senior partners (16), and trial motions (15) (Question 21). The most common methods of commenting on papers are comments on the paper itself (133), comments during conferences (117), comments at the end of the paper (104), general feedback addressed to the class (87), and feedback memos addressed to individual students (64). In addition, 21 programs have still other forms of feedback (Question 24). 34 programs have webpages (Question 42).
- <u>Citation Method</u> (Question 27): As of the time of the survey response, 48 programs will teach the ALWD Citation Manual only, while 38 programs will teach the Bluebook only, and 21 will teach both methods.

**Tenure** (Question 45): In 2000, there were more tenured directors (24 vs. 21) but fewer tenure-track directors (10 vs. 13) responding than in 1999. About 30% of those responding were tenured or tenure-track. However, 68% of the directors whose primary responsibility is LRW are not on tenure-track (73 of 107).

**Assistant Directors** (Question 46): 25 programs have assistant directors; 92 do not. The average salary for an assistant director is \$51,965.

<u>Title</u> (Question 48): Over 53% of program directors have a form of "Professor" in their official title (73 of 137). "Director" is the next most common title (60 or 44%). For LRW faculty (Question 68), many have some form of "Professor" in their official title (58 or 46%), many are "Instructors" (37 or 29%), with "Lecturer" the next most common title (17 or 13%).

<u>Directors' Workload</u> (Question 54): In the 1999-2000 academic year, the "average" director taught 34 entry-level students, 5 hours per week, using 3 major and 4 minor assignments, while reading 1,111 pages of student work, and holding 36 hours of conferences during the fall semester. The spring semester workload was comparable. This compares with the prior year in which the "average" director taught 58 entry-level students, 3 hours per week, using 3 major and 5 minor assignments, while reading 1,226 pages of student work, and holding 42 hours of conferences -- a heavier workload than reported for the 2000 survey.

**LRW Faculty Members' Workload** (Question 82): In the 1999-2000 academic year, the "average" LRW faculty member taught 46 entry-level students, 6 hours per week, using 3 major and 4 minor assignments, while reading 1,588 pages of student work, and holding 48 hours of conferences. For this past year the class size approaches for the first time, the maximum recommended by the ABA Sourcebook on Legal Writing Programs. This compares with the prior year in which the "average" LRW faculty member taught 53 entry-level students, 5 hours per week, using 3 major and 4 minor assignments, while reading 1,870 pages of student work, and holding 69 hours of conferences -- a much heavier workload.

<u>Upper Level Teaching</u> ( Questions 55 & 56): Many directors teach courses beyond the first-year program (77 or 65%). They taught an average of 1.39 upper level writing courses and an average of 1.47 non-writing upper level courses. LRW faculty in 58 programs teach other courses during the academic year and faculty at 41 other programs teach other courses, but only during the summer. Of these programs, 37 programs have LRW faculty teaching LRW courses, while 63 programs have LRW faculty teaching non-LRW courses. LRW faculty generally earn additional compensation for this teaching, but those in 25 programs do not (Question 85).

<u>Faculty Committees</u> (Question 59): The vast majority of directors serve on faculty committees as voting (99) or non-voting (11) members. For LRW faculty (Question 83), those in 69 programs serve on faculty committees, with 64 programs affording voting.

<u>Faculty Meetings</u> (Question 60): The majority of directors also attend and vote at faculty meetings, with 49 voting on all matters and 33 more voting on all but hiring and promotion. LRW faculty vote in 39 programs at faculty meetings, with 16 of those programs affording voting on all matters. At 47 more programs, LRW faculty attend, but do not vote (Question 84).

<u>Scholarship</u> (Question 62): For 38 or 37% of directors, there is an obligation to produce scholarship. For 24 there is no obligation, but there is an expectation they will. For LRW faculty (Question 81), there is an obligation in 23 programs to produce scholarship and in 15 programs they are expected to produce scholarship, while 64 programs impose no such obligation or expectation.

**LRW Faculty Type** (Question 65): LRW faculty in most programs are on short-term contracts, with 57 on 1-year contracts, 21 on 2-year contracts, 29 on contracts ≥ 3 years, and 16 on tenure track. The overwhelming majority of those on contract have no cap (79 of 90 or 88% in 2000; up from 63 of 81 or 78% in 1999).

<u>Evaluation Standards</u> (Question 70): 59 directors reported using written standards to evaluate LRW faculty, up from 21 in 1999. 17 more programs have standards under development.

## Additional Support for LRW Faculty:

- -Summer grants (Question 76): 55 programs provide LRW faculty with summer grants averaging \$6,030, down from \$6,411 in 1999.
- -Developmental Funding (Question 79): The vast majority, or 89 programs, provide developmental funding averaging \$1,981, up from \$1,517 in 1999.

-Research Assistants (Question 80): Over half, or 72 programs, provide funding for research assistants, with 57 providing funding for all reasonable request, and 15 providing an average of \$2,356, up from \$1,965 in 1999.

Adjunct Faculty: See Questions 86-92 in part IX.

**Teaching Assistants**: See Questions 93-99 in part X.

**Survey** (Question 100): Most respondents have used the survey data in the past. 64 used the survey to improve their programs, 40 to improve their status, and 34 to improve their salary.

### Gender Data Highlights in Appendix A:

<u>Director Salary</u> (Question 49): Female directors earn less than male directors, when measured by

- 12-month salaries (\$73,171 female; \$84,817 male);
- less than 12-month salaries (\$70,480 female; \$91,182 male); or
- salaries reported (combined 12-mon. & <12-mon.: \$71,628 female; \$87,410 male). In the range of salaries paid, female directors' salaries have a lower range than males' (\$20,000 to \$128,000 female; \$36,470 to \$130,000 males).

Fewer females than males earn more than \$100,000 (8 of 77 females, or 11% of females; 9 of 24 males, or 33% of males).

Females with comparable years of experience directing at their present schools earn less than their male colleagues (for less than 5 years of experience, \$66,411 for females; \$83,786 for males; for 6 to 10 years experience, \$70,617 for females; \$88,250 for males).

Females also earn less additional compensation for teaching beyond the entry-level program (\$7,838 female; \$11,375 male).

Salary Range for LRW Professionals (Question 75): In programs headed by female directors, the salary range for LRW faculty is lower: the averages in the range are lower (\$40,186 low to \$49,066 high, with female director; \$43,867 low to \$53,433, with male director). In addition, the minimum salaries paid in the salary range are lower in programs directed by females than in programs headed by male directors (\$26,000 with female director; \$30,000 with male director) and the maximum salaries paid are also lower (\$90,000 with female director; \$130,000 with male director).

<u>Tenure</u> (Question 45): Female directors are somewhat less often tenured than are male directors (20% of females; 23% of males). When tenured and tenure-track directors are combined, the gap widens (28% female; 33% male). Significantly more female directors are on contract than males (45% females; 30% males).

<u>Title</u> (Question 48): Fewer females have "Professor" as their official title than males (45% female; 59% male). More females have titles of "Instructor" or "Lecturer" than males (14% females; 3% males). About 20% of both females and males have "Director" as their official title.

<u>Teach Upper Level Courses</u> (Question 55): Fewer females teach courses beyond the entry-level writing course than males (64% female; 82% male). More female directors teach academic support as their only upper level course than males (9% females; 0% males).

**Faculty Committees** (Question 59): Fewer females serve on faculty committees and fewer vote than males (89% serve & 81% vote for females: 100% serve & 88% vote for males).

• <u>Leave</u> (Question 64): Female directors are less often eligible for paid sabbaticals (59% female; 64% male), more often eligible for unpaid leave (22% female; 14% male), and are more often denied any type of leave than their male colleagues (19% female; 9% males).

Appendix B lists the law schools which responded in time for the 2000 Survey Report.

# 2000 SURVEY RESULTS ASSOCIATION OF LEGAL WRITING DIRECTORS/ LEGAL WRITING INSTITUTE

This 2000 ALWD/LWI Survey Results Report includes responses from 137 law schools in the United States. The respondents answered questions about the operation of their legal research and writing programs during the 1999-2000 academic year. This report is a snapshot of these 137 programs. It is an admittedly inexact composite picture of many unique programs of great variety and complexity.

The respondents did their best to choose responses that most closely matched their current programs. The data analysts exercised their best judgment in interpreting the responses. There are several notes in this report explaining where data have been excluded for various reasons and indicating where data may not be reliable.

This survey report also includes data from the 1999 survey. You will see the left-hand column by each question includes the number of responses in each category from the 1999 survey, where available, and the 2000 survey. Averages and other relevant data from the 1999 survey are also included throughout this report, where available, to allow rough comparisons. Please realize, of course, that some variations measure real changes in LRW programs from last year, while other reflect changes in the respondent group.

Thanks go to all who participated in this survey. Your time and effort are valuable to all of us. Thank you.

Jo Anne Durako Survey Committee Chair

#### I. SUBMITTER PROFILE

## 1. Are you:

<u> 1999</u>	2000		
98_	112	a.	Director of the entry-level program?
1_	4	b.	Associate or assistant director of the entry-level program?
4_	2	C.	Director of the upper-level appellate advocacy program, drafting program, or other upper-level program?
<u>11</u>	<u>17</u>	d.	A teacher in a program without a director?
7_	4	e.	None of the above.

#### 2. Please indicate your gender.

<u> 1999</u>	<u> 2000</u>		
86	99	a.	Female.
31_	38_	b.	Male.

- 3. As of now, how many years have passed since the director earned a J.D. degree?
- 1999 2000
  - <u>113</u> Years. (average) 17 (min 5; max 33)
- 4. As of now, how many years has the director been teaching in law school on a full-time basis?
- <u>1999 2000</u>
  - 113 Years. (average) 11 (min 0; max 30)
- 5. How many years has the director directed the writing program at the present law school?

### <u>1999 2000</u>

<u>113</u> Years. (average) 7 (min 0; max 22)

## II. LAW SCHOOL INFORMATION

- 6. Following (and slightly modifying) the model developed by the Society of American Law Teachers, we have divided the country into eight regions. Please identify the region where your law school is located.
- 1999 2000

2

- 20 24 a. Region I: Far West AZ, CA, HI, NV, OR, UT, WA.
  - 4 b. Region II: Northwest & Great Plains ID, MT, NE, ND, SD, WY.
- 16 19 c. Region III: Southwest & South Central AR, CO, KS, LA, MO, NM, OK, TX.
- 25 28 d. Region IV: Great Lakes/Upper Midwest IL, IN, IA, MI, MN, OH, WI.
- 14 17 e. Region V: Southeast AL, FL, GA, KY, MS, TN, WV.
- f. Region VI: Mid Atlantic DE, MD, NJ, NC, PA, SC, VA.
- <u>15</u> <u>17</u> g. Region VII: Northeastern CT, MA, ME, NH, NY (excluding New York City and Long Island), RI, VT.
- 8 6 h. Region VIII: New York City and Long Island.
- 7. What is the setting of your law school?

## 1999 2000

- 75 106 a. Urban.
- 30 21 b. Suburban.
- <u>10</u> <u>10</u> c. Rural.
- 8. What type of institution is your law school?

#### 1999 2000

- <u>46</u> <u>55</u> a. Public.
- 7<u>1</u> <u>79</u>
- b. Private.

9. What was the size of your first-year J.D. class for 1999-01?

1	99	9	2	0	0	0	

- 100 or fewer students. 7 a.
- 22 101 to 150 students. b.
- 36 c. 151 to 200 students.
- d. 201 to 250 students. 29 e. 251 to 300 students. 16
- 27 301 or more students.

#### III. STAFFING MODEL

10. Following the model used by the authors of the Source Book on Legal Writing Programs, we have identified nine basic staffing models for first-year writing programs. Please identify the model that most closely resembles the format that your school uses. Note: Do not consider the director's status if that differs from the status of other LRW teachers.

1999	2000
- 4	

- Tenured or tenure-track teachers hired specifically to teach legal writing. a.
- Tenured or tenure-track teachers hired to teach legal writing and other b. courses.
- 3 0
- Tenured or tenure-track teachers who teach legal writing as part of their first-C. year doctrinal courses.
- <u>2</u> <u>1</u>
- Many tenured or tenure-track teachers teaching legal writing to small groups d. of students where the teacher has no other responsibilities with respect to legal writing and where the teacher's primary responsibilities lie with teaching other courses.
- <u>64</u> <u>73</u>
- Full-time nontenure-track teachers with long-term contracts or short-term e. contracts.
- 15
- f. Adjuncts.
- Graduate students. g.
- Students (only if these upper-level students provide a substantial portion of h. individualized feedback on papers or have a substantial responsibility for classroom teaching).
- 23 33
- A complex hybrid of the above models or some other model.
- 11. If you checked answer i. (hybrid model) in the preceding question, which of the following elements are part of your program? (Please circle all that apply.)

1999	2000
	_

- a. Tenure-track teachers hired specifically to teach legal writing.
- 8 13
- Tenure-track teachers hired to teach legal writing and other courses. b.
- Tenure-track teachers who teach legal writing as part of their first-year C. doctrinal courses.
- 0 3
- d. Many tenured or tenure-track teachers teaching legal writing to small groups

of students where the teacher has no other responsibilities with respect to legal writing and where the teacher's primary responsibilities lie with teaching other courses.

<u>18</u> <u>20</u>

e. Full-time nontenure-track teachers with long-term contracts or short-term contracts.

15 21 3 1

f. Adjuncts.

g. Graduate students.

h. Students (only if these upper-level students provide a substantial portion of individualized feedback on paper or have a substantial responsibility for classroom teaching).

#### IV. CURRICULUM

12. How many credit hours are awarded each semester of the entry-level program? Responses of 0 were excluded from the averages.

(average) (min) (max)

# of responses

First Year		Secon	ıd Year	Third Year		
Fall	Spring	Fall	Spring	Fall	Spring	
2.14	2.08	2.20	2.00	1.33	3	
0	0	0	0	0	0	
4	4	4	3	2	3	
132	135	20	6	3	2	

## 1999

11 One credit each semester for first year.

Two credits each semester for first year.

14 Three credits each semester for first year.

51 Some other combination.

13. When is introductory advocacy taught (typically an appellate advocacy course) and how many credits are awarded for it? (Please indicate the semester in which it is taught by writing the number of credit hours in the appropriate space. If necessary, estimate the number of credit hours.)

(average) (min)

(max)

First Year		Seco	nd Year	Third Year		
Fall	Fall Spring		Spring	Fall	Spring	
0	1.91	2.15	2.14	0	0	
0	1	1	1	0	0	
0	3	3	3	0	0	
0	400	20	7	0	0	

# of responses 0 103

14. Does the number of credit hours awarded for the entry-level program equal the number of scheduled classroom hours?

<u> 1999</u>	2000	
89	99	a. Yes.
<u>19</u>	21	b. No, we teach (average) 2.5* (min 1; max 10) more classroom hours, on
8_	<u>11</u>	average. 1999 Survey: (average) 2.816 (min .05; max 15) c. No, we teach (average) 2.7* (min 1; max 10) fewer classroom hours, on
		average. 1999 Survey: <u>(average) 3.5</u> (min 1; max 10)

NOTE: \*Four responses of >10 for b. and c. have been excluded from the averages. This question was intended to determine the difference between the number of hours of teaching each week and the number of credit hours. Some respondents may have answered with the number of hours taught each semester thus inflating the average.

15. How is your entry-level course graded?

1999	2000	,	,
98	<u>113</u>	a.	Grades that are included in the students' GPA.
2	2	b.	Grades that are <u>not included</u> in the students' GPA.
7	12_	C.	Honors, pass, fail (or some equivalent).
9	6	d.	Purely pass/fail.
1	4	e.	Other method.

16. Is the entry-level program graded on a curve or with a required mean and distribution?

## 1999 2000

- <u>56</u> a. Yes, it's graded the <u>same way</u> as all first-year courses.
- <u>26</u> b. Yes, it's graded on a <u>curve specifically for LRW</u>.
- 16 c. Yes, it's graded on some other curve.
- 38 d. No.

17. Are the major writing assignments in the entry-level program graded anonymously? (Note: A major writing assignment is one in which the final product is  $\geq 5$  pages.)

## 1999 2000

- 55 a. Yes, all major writing assignments.
- 23 b. Yes, some major writing assignments: % varies too widely to report.
- 57 c. No.

18. How do you teach legal research in your program?

#### 1999 2000

- 103 a. Integrated with writing.

64 c. Taught by LRW Faculty.

54 d. Taught by Librarians.

<u>18</u> e. Other.

## 19. What research assignments are required in the first-year LRW course?

(Please choose the appropriate instructional model for programs with research instruction integrated or taught separately.) (Please check all that apply.)

A program with research instruction integrated w/ writing.	A program with research instruction taught separately.	
78	28	Research exercises unrelated to writing assignments
38	17	b. Closed universe research for writing assignments
43	9	c. All open library research for writing assignments
78	24	d. Combination of closed and open universe research
36	15	e. Legislative histories
45	14	f. Administrative law research
60	13	g. Limited Westlaw/Lexis training in the first semester
20	5	h. Unlimited Westlaw/Lexis training in the first semester
82	21	i. Unlimited Westlaw/Lexis training in the second semester
17	5	j. Other

20. What writing assignments are assigned in the required LRW course? (Please circle all that apply.)

1999	2000		
	134	a.	Legal memoranda.
	67	b.	Client letters.
	60	C.	Pretrial briefs.
	32	d.	Trial briefs.
	104	e.	Appellate briefs.
	3	f.	Law review articles.
	28	а	Drafting documents

g. Drafting documents.
h. Drafting legislation.

21 i. Other. 21. What speaking skills are covered in the required first-year LRW course? (Please circle all that apply.) 1999 2000 39 a. Pretrial motion. 1<u>5</u> b. Trial motion. 101 c. Appellate brief argument d. In-class presentations. 34 e. Oral report to senior partner. 16 9 f. Other. 22. Are legal writing assignments coordinated (i.e., taught collaboratively by the faculty in two or more courses) with reading or writing assignments in other first-year courses? 1999 2000 9 a. Yes. b. Somewhat. The topics of the assignments are coordinated, but not the teaching. 99 c. No. 23. Do you require rewrites of major writing assignments in the entry-level program? (Note: A major writing assignment is one in which the final product is > 5 pages.) 1999 2000 38 a. Yes, all major assignments require at least one rewrite. b. Yes, but not all, approximately (average) 49% (min 10%; max 80%) of major assignments require rewrites. 22 c. No. 24. For those major writing assignments on which LRW faculty comment, what is the extent of the comments? (Please circle all that apply. This applies to comments written in pen or pencil on paper, or to feedback provided in similar fashion via computer.) 2000 1999 133 a. Comments written on the paper itself and in margins. b. General feedback memo addressed to all students. 87 c. Feedback memo written specifically for the individual student. 64 104 d. Short comments written at the end of the paper. 117 e. Comments in person during conference. f. Other. 21 What percentage of major writing assignments in the entry-level course are graded? 25. (Note: A major writing assignment is one in which the final product is > 5 pages.) 1999 2000 9 a. 0-25%. b. 26-50%. 10 17 c. 51-75%. 102 d. 76-100%.

26.	For writing a	assignments	with mo	re than	one re	equired dra	aft, are	drafts	other	than	the fi	nal	draft
	graded?												

**1999 2000** 56

a. Yes.

67

b. No.

27. Which citation method do you plan to teach for the 2000-01 academic year?

(Please note: This is the only question relating to the <u>upcoming</u> academic year instead of the 1999-00 academic year.)

1999 2000 48

a. ALWD Citation Manual only.

38

b. Bluebook only.

21

c. Both ALWD Citation Manual and Bluebook.

18

11

d. Other.

28. Which of these services does your law school provide for first-year students?

<u>1999 2000</u>

a. Writing Specialist, full time.

29b. Writing Specialist, part time.c. Tutorial.

91 d. Student teaching assistants helping students.

98 e. Academic support program.

8 f. Other.

29. If your law school employs a writing specialist, what is that person's status, training, salary, and gender?

		WRITING SPECIALIST #1	WRITING SPECIALIST #2
	a. Full-time	10	2
	b. Part-time	26	4
	c. Tenured	4	0
Sı	A <sup>c</sup> երՍ <mark>Տ</mark> ong-term contract	4	1
	e. Short-term contract	20	4
	f. J.D.	16	2
	g. Ph.D. in English	14	1
TE	h. Other relevant advanced degree	14	4
	i. Other	0	0
	j. Female	31	5
Ge	k. Male nder	5	0
	j. Salary	Full-time: (average) \$48,917 (min \$7,500; max \$75,000)	Full-time: (average) \$44,000 (min \$44,000; max \$44,000)
		Part-time: <u>(average)</u> \$12,444 (min \$2,215; max \$36,000)	Part-time: (average) \$6,000 (min \$4,000; max \$8,000)

30. If your law school employs a writing specialist, what responsibilities does that person have and approximately what percentage of time is allocated to each responsibility?

<u> 1999</u>	2000	
	34	a. Holding student conferences (average) 73% (min 10%; max 100%)
	26	b. Training LRW faculty average) 3% (min 0%; max 20%)
	32	c. Providing workshops (average) 19% (min 0%; max 100%)
	25	d. Training law review and advanced moot court students (average) 1% (min 0%;
		max 10%)
	25	e. Teaching upper-level writing courses (average) 8% (min 0%; max 65%)
	27	f. Reviewing upper-level seminar papers (average) 5% (min 0%; max 50%)
	24	g. Publishing scholarly articles and books (average) 4% (min 0%; max 25%)

- 31. Do you have a formal writing center in your law school for your program?
- **1999 2000** 13
- a. Yes, established (average) 6 (min 1; max 10) years ago.
- b. Yes, staffed by (average) 2 (min 1; max 7) professionals.
- c. Yes, staffed by (average) 9 (min 5; max 15) teaching assistants.
  - <u>4</u> d. Other
- e. No, but the university writing center is available to law students.
- 63 f. No.

## V. UPPER-LEVEL WRITING COURSES

32. Does your law school offer non-entry-level legal writing courses?

Non-entry-level means courses that are not part of the required sequence that all entering law students must take, such as legal research, legal writing, appellate a dvoca cy/mo ot court.

<u> 1999</u>	2000	
<u>14</u>	20	a. No, no non-entry-level courses are offered.
37_	33	<ul> <li>b. Yes, non-entry-level courses taught by non-writing faculty.</li> </ul>
22	<u>25</u>	<ul> <li>Yes, non-entry-level courses taught by legal writing faculty (including the director and LRW adjuncts).</li> </ul>
39	48_	d. Yes, non-entry-level courses taught by both non-writing and by legal writing faculty.
4_	6	e. Other.

33. Must students satisfy a writing requirement, beyond the entry-level program, for graduation? Please check all courses that are required or count toward the requirement.

<u> 1999</u>	
15	No.
<u>13</u>	Yes, (average) 3 (min 1; max 6) hours of writing credit.
<u>59</u>	Yes, they must produce at least one seminar or scholarly paper.
3_	Yes, they must produce at least one "practical" writing assignment.
5_	A wide range of courses.
28_	Other.

2000	REQUIRED	COUNT TOWARD REQUIREMENT	TOTAL
a. Advanced legal writing - general writing skills	13	20	33
b. Advanced legal writing - survey course	5	9	14
c. Drafting, general	5	17	22
d. Drafting, litigation	1	20	21
e. Drafting, legislation	1	14	15
f. Drafting, transactional	3	16	19
g. Advanced advocacy (excluding student-run moot court programs)	8	32	40
h. Scholarly writing	53	42	95
i. Judicial opinion writing	3	9	12
j. Advanced research	12	16	28
k. All of the above	0	2	2
I. Other	18	13	31

34. Does your law school train students who are required to produce scholarly writing/seminar papers?

1999	2000	
20_	38_	a. No, not at all or seldom.
78_	84_	b. The faculty or most faculty do so within the courses for which the paper is
		written.
<u>11</u>	6	c. Yes, in non-course writing workshops.
<u>6</u> 2	2	d. Yes, in a separate course taught by non-writing faculty.
2	1	e. Yes, in a separate course taught by LRW faculty or director.
6_	7	f. Other.

35. What courses are taught in the non-entry-level writing curriculum and who teaches those courses? *Please check* all that apply.

<u>1999</u>		LRW Director	LRW Full-time Faculty	LRW Adjuncts	Non-LRW Full-time Faculty	Non-LRW Adjuncts	Libr.	Other	TOTAL*
_53_	a. Advanced legal writing - general writing skills	33	22	9	19	6	4	3	96
_17_	b. Advanced legal writing - survey course	10	14	2	3	2	0	0	31
46_	c. Drafting, general	9	13	7	18	24	1	4	76
52	d. Drafting, litigation	7	7	10	24	28	0	2	78
35	e. Drafting, legislation	3	3	3	20	12	0	1	42
48	f. Drafting, transactional	6	4	6	28	21	1	2	68
63	g. Advanced advocacy (excluding student- run moot court programs)	9	20	14	37	36	3	4	123
38	h. Scholarly writing	10	6	2	43	6	1	3	71
14_	i. Judicial opinion writing	4	1	2	11	2	1	1	22
N/A	j. Advanced research	3	7	4	10	5	64	2	95
N/A	k. All of the above	1	1	1	1	0	0	0	4
<u>17</u>	I. Other	2	7	3	5	3	0	1	21

<sup>\*</sup> NOTE: These totals do not represent number of schools responding because each school could check more than one instructor type for each course.

36. Approximately how many students enroll each year in the following upper-level writing courses?

	# of Students who enroll	CHECK IF THERE IS GREATER DEMAND THAN AVAILABILITY.
a. Advanced legal writing - general writing skills	(average) 45 (min 10; max 500)	36
b. Advanced legal writing - survey course	(average) 29 (min 6; max 200)	11
c. Drafting, general	(average) 54 (min 10; max 500)	17
d. Drafting, litigation	(average) 35 (min 12; max 150)	22
e. Drafting, legislation	(average) 21 (min 10; max 60)	5
f. Drafting, transactional	(average) 47 (min 10; max 240)	21
g. Advanced advocacy (excluding student-run moot court programs)	(average) 58 (min 5; max 300)	25
h. Scholarly writing	(average) 97 (min 7; max 600)	11
i. Judicial opinion writing	(average) 18 (min 7; max 40 )	6
j. Advanced research	(average) 50 (min 5; max 500)	25

37. Do any upper-level doctrinal courses taught by full-time faculty include a writing assignment? Please note: Doctrinal course means a course other than clinics, seminars, or advanced writing courses. Writing assignment means an assignment other than a written traditional examination – either in-class and take-home.

## <u>1999 2000</u>

a. Yes, doctrinal courses <u>must</u> include a writing component.

b. Yes, doctrinal courses <u>may</u> include a writing component. Approximately <u>(average) 23%</u> (min 1%; max 65%) of the courses include a writing component.

10 c. No, no doctrinal courses include a writing component.

38. If you answered a. or b. in the prior question, what types of assignments do the doctrinal courses include? *Please circle all that apply.* 

|--|

<u>26</u> a. Drafting – general.

<u>28</u> b. Drafting – litigation.

d. Drafting – transactional.

18 e. Advanced advocacy.

f. Memoranda or essays.

<u>17</u> g. Client/Opinion Letters.

15 h. Judicial opinions.

<u>35</u>	i.	Scholarly papers.
5_	k.	Other.

39. How much written feedback do students generally receive on assignments in doctrinal courses?

1999 2000

- 2 a. More feedback than in the entry-level writing course.
- 8 b. About the same amount of feedback as in the entry-level writing course.
- c. Somewhat less feedback than in the entry-level writing course.
- d. Much less feedback than in the entry-level writing course.
- e. Almost no feedback.

#### VI. TECHNOLOGY

40. Does the law school provide legal writing faculty with technological resources such as Westlaw, LEXIS, access to the Internet, and word processing?

1999 2000

- 133 a. Yes. 3 b. No.
- 41. If the law school does provide legal writing faculty with computer technology, how do the resources compare with those of other faculty?

1999 2000

- a. The resources are <u>better</u> than those of other faculty.
- b. The resources are <u>comparable</u> to those of other faculty.
- <u>6</u> c. The resources are <u>less</u> than those of other faculty.
- 42. Does the LRW program have a Web page?

<u>1999 2000</u>

- 34 a. Yes.
- <u>101</u> b. No.

43. Which of the following technologies do you use in your program and how effective is each technology, rated on a scale of 1 to 5, with 1 being not effective and 5 being very effective:

2000	ALWAYS	OFTEN	Sometimes	Never	RATING 1 to 5
a. E-mail listserv for students	39	36	32	19	(average) 3.8 (min 1; max 5)
b. Smart classroom	4	11	19	66	(average) 3.8 (min 1; max 5)
c. On-line edits	3	2	19	72	(average) 3.3 (min 1; max 5)
d. Course web page	18	13	25	53	(average) 2.9 (min 1; max 5)
e. Laptop computer for your personal use	17	5	23	60	(average) 3.8 (min 1; max 5)
f. Listserv or e-mail list for administrative duties	52	32	8	29	(average) 4.5 (min 1; max 5)
g. PowerPoint presentations	2	14	60	42	(average) 3.4 (min 1; max 5)
h. Virtual classroom	1	5	6	80	(average) 3.0 (min 1; max 5)
i. Other (Please describe.)	3	3	3	4	(average) 4.6 (min 4; max 5)

## VII. DIRECTORS

44. Does your program have a director (a person with direct responsibility for the design, implementation, and supervision of your law school's writing program)?

1999	-	, , , ,	3, 3,
95	<u>115</u>	a. Y	es.
20_	19	b. N	o. (If your program does not have a director, go to Part VIII.)
2	1	c. N	/A.

### NOTE ON DEFINITIONS:

"Tenure track" means that the director is on a scheduled time-table for being considered for tenure--not that the director has been promised conversion to tenure track at some unidentified time in the future.

"Faculty member" means a full-time teacher at the law school and includes a person who is paid on an administrative line but directs a writing program.

45.	If your p	rogram	has a director, which of these choices best describes the director?
1999	2000	_	
21	24_	a.	A tenured faculty member whose primary responsibility is directing the legal writing program.
13_	10_	b.	An untenured faculty member on a tenure track whose primary responsibility is directing the legal writing program.
<u>51</u>	48_	C.	A faculty member not on a tenure track whose primary responsibility is directing the legal writing program.
	11_	d.	A faculty member or administrator whose primary responsibility is not the first- year legal writing program.
N/A	9	e.	An administrator whose primary responsibility is directing the legal writing

program.

7 16

f. Other.

46. Does your program have an associate or assistant director?

1999 2000

a. Yes. Annual salary of (average) \$51,965 (min \$31,300; max \$95,000)

23 25 92

b. No.

47. If the director is not tenure track, how long is the term of the contract for the 1999-00 academic year?

<u>1999 2000</u>

11

18 27 5 1 17 16

a. Number of years: 1 year

2 years 3 years > 3 years

1999 Survey: (average) 3 (min 1; max 5) years

5 2 10 18

b. The contractual terms have never been specifically set out.

<u>10</u> <u>18</u> c. N/A.

20

48. What faculty title does the director have in official law school materials (publications, catalogues, signs, etc.)? Please circle all that apply.

<u>1999 2000</u>

- 53 55 a. Professor, associate professor, or assistant professor.
- b. Professor, associate professor, or assistant professor of <u>legal writing</u>.
- 2 4 c. <u>Visiting professor or visiting professor of legal writing.</u>
- N/A 8 d. Professor, associate professor, assistant professor, or visiting clinical professor.
- 8 11 e. Lecturer or senior lecturer.
- 6 4 f. Instructor.
- 12 60 g. Director
- 4 2 h. Assistant or Associate Dean.
- <u>7</u> <u>9</u> i. Other.

49. What is the current annual base salary of the director (if any)? (Base salary is the salary for academic year 1999-00, including any additional stipend for the administrative workload but excluding payments for other work. *Please note: This is a revised definition of base salary.*)

<u>1999 2000</u>

44 50 a. If the salary is based on a 12-month period (Note: Salary for a 12-month calendar contract period, not for a 12-month payment period.):

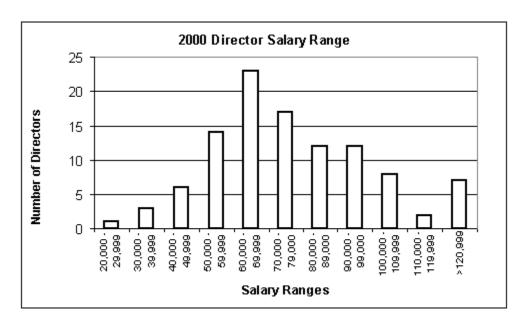
(average) \$77,053 (min \$20,000; max \$130,000)

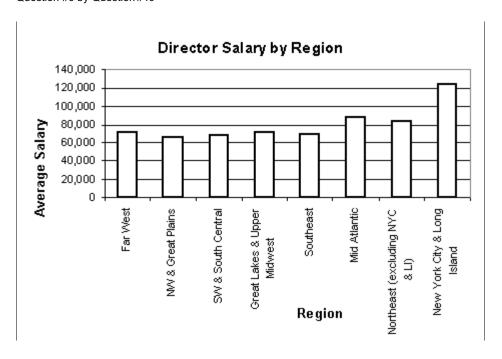
1999 Survey: (average) \$76,947 (min \$50,000; max \$135,000)

2000 Survey Combined 12-month & <12 month salaries: (average) \$75,806 (min \$20,000; max \$130,000)

1999 Survey Combined 12 months & <12 months: (average) \$71,016 (min \$30,000; max \$135,000)

#### Question #49





Question #6 by Question #49

Director Salary by Region

Director Daraty by Region				
	2000			1999
Geography	Average	Minimum	Maximum	Average
Far West	71,609	20,000	105,000	74,000
NW & Great Plains	65,917	52,750	90,000	51,400
SW & South Central	68,746	46,000	95,000	69,608
Great Lakes & Upper Midwest	71,552	33,900	130,000	62,621
Southeast	69,615	46,000	108,000	64,208
Mid Atlantic	87.036	58.000	130.000	77.375
Northeast (excluding NY C & LI)	83,179	39,500	114,000	68,996
New York City & Long Island	124,333	120,000	128,000	113,000

Question #7 by Question #49

Director Salary by Geographical Setting

Dii	1999			
Geography	Geography Average Minimum Maximum			
Urban	76.387	20.000	130.000	70.549
Suburban	82,161	52,750	130,000	74,894
Rural	48,354	36,470	69,800	52,772

## Question #8 by Question #49

Director Salary by Institutional Type

Birostor Galari Wi motitational 1100					
	1999				
Geography	Geography Average Minimum Maximum				
Public	69,841	33,900	122,000	63,855	
Private					

## Question #9 by Question #49

# Director Salary by School Size

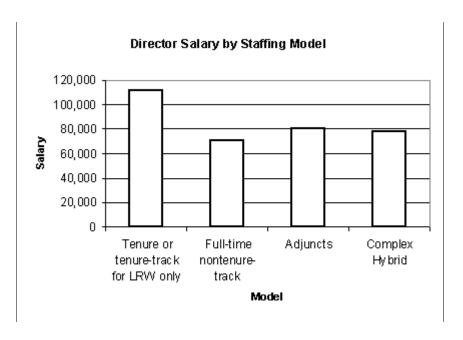
	2000		
Size of School	Average	Minimum	Maximum
<100 Students	51.083	48.500	52.750
101 to 105 Students	143,702	36,470	105,000
151 to 200 Students	159,533	46,000	120,000
201 to 250 Students	146,864	40,000	130,000
251 to 300 Students	169,056	20,000	122,000
>300 Students	171,659	33,900	128,000

## Question #3 by Q49

## 2000 Directors' Years Since J.D.

# of Responses	Range of Time	Average	Minimum	Maximum
3	5 years	73,000	60,000	98,000
16	10 years	60,123	36,470	80,000
25	15 years	69,587	39,500	108,000
26	20 years	69,021	20,000	110,000
24	25 years	88,819	33,900	128,000
9	> 25 years	103,375	69,800	130,000

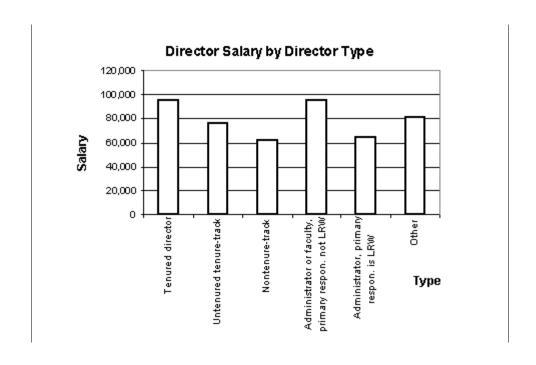
Question #10 by Question #49



## Question #10 by Question #49

## Director Salary by Staffing Model

	2000			1999
Model	Average	Minimum	Maximum	Average
Tenure or tenure-track for	111 500	00 000	130,000	NIZA
LRW only	111,500		· ·	
Full-time nontenure-track	70,601	20,000	130,000	67,872
Adjuncts	79,916	33,900	128,000	75,607
Complex Hybrid	78,164	45,000	62,000	71,593



## Question #45 by Question #49

Director Salary by Director Type

	2000				
	Average	Minimum	Maximum	A verage	
Tenured primary respon. is LRW:	95,476	20,000	130,000	87,747	
Untenured tenure-track primary respon. is LRW:	75,640	60,000	99,600	74,962	
Nontenure-track:	62,255	33,900	100,000	59,919	
Administrator or faculty, primary respon, not LRW:	94,688	67,000	130,000	100,700	
Administrator, primary respon. is LRW:	64,188	39,500	92,000	N/A	
Other:	80,923	57,000	108,000	76,401	

50.	What perso	nne	I benefits does the director receive?
<u> 1999</u>	2000		
	100	a.	The same benefits as tenure-track faculty.
	8	b.	The same benefits as non-tenure-track faculty.
		If t	he answer is not a orb, please circle all of the benefits below that apply.
	<u>11</u>	C.	Health insurance and related benefits.
	<u>6</u>	d.	Life insurance.
	<u>10</u>	e.	Contributions to retirement.
	11 6 10 1 2	f.	Other
	2	g.	None.
51.	Past survey	ys ha	ave found a discrepancy between salaries paid entry-level tenure-track faculty
	and LRW d	irec	tors. You may wish to inquire to determine the situation at your law school.
	Please prov	vide	us with your best estimate of the difference between the current annual base
	salary of the	e dir	ector and the annual base salary of an entry-level tenure-track faculty member
	at your law	scho	ool?
1999	2000		
23	32	a.	The director earns (average) \$25,207 (min \$4,000; max \$65,000) more than
			the new tenure-track faculty member.
			1999 Survey: (average) \$21,145 (min \$1,200; max \$72,000)
17	<u>17</u>	b.	The director earns roughly the <u>same</u> as the new tenure-track faculty member.
<u>17</u> 34	40	C.	The director earns (average) \$18,057 (min \$3,000; max \$60,000) less than
		•	the new tenure-track faculty member.
			1999 Survey: (average) \$16,682 (min \$3,000; max \$35,000)
11	20	d.	
N/A	3	e.	N/A.
	<u>_</u>	_	

52. What is your best estimate of the difference between the annual base salary of the director and the annual base salary of an <a href="entry-level clinician">entry-level clinician</a> at your law school?

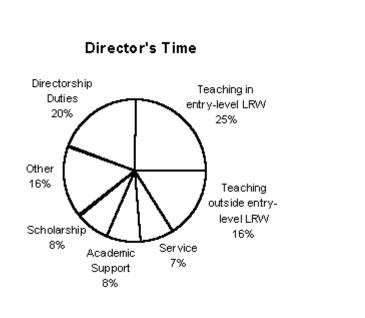
<u> 1999</u>	2000	
26	34	a. The director earns approximately (average) \$25,367 (min \$4,000; max
		\$45,000) more than the new clinician.
		1999 Survey: <u>(average) \$23,609</u> (min \$5,000; max \$72,000)
<u>14</u>	<u> 15</u>	b. The director earns roughly the same as the new clinician.
10_	12	c. The director earns approximately (average) \$16,000 (min \$7,000; max
		\$30,000) less than the new clinician.
		1999 Survey: <u>(average) \$15,250</u> (min \$3,000; max \$25,000)
N/A	8_	d. Clinicians are paid tenure-track salaries.
N/A	12_	e. No clinicians at my school.
33_	32	f. Don't know.

53. For the 1999-00 academic year, please indicate the percentage of time the director devoted to

the following activities: NOTE: Averages do not include responses of zero. Thus, the total percentages exceed 100% (152%). The pie chart has converted these percentages to a base of 100.)

<u> 1999</u>	<u>2000</u>	
95	118	a. Directorship duties, such as administering, training LRW faculty members, (but
		excluding teaching in the entry-level program):
		(average) 30% (min 5%; max 100%).
		1999 Survey: <u>(average) 34%</u> (min 0; max 100)
_ 78	118	b. Teaching students in the entry-level program:
		(average) 37% (min 5%; max 90%).
		1999 Survey: <u>(average) 40%</u> (min 1; max 100)
<u>57</u>	117	c. Teaching outside the entry-level program: (average) 25% (min 3%; max 75%).
		1999 Survey: <u>(average) 27%</u> (min 1; max 70)
<u>81</u>	<u> 117</u>	d. Service to the law school (Such as committee work, coaching moot court
		teams, advising law review.): (average) 11% (min 2%; max 50%).
		1999 Survey: <u>(average) 11%</u> (min 1; max 50)
N/A	117	e. Academic Support: (average) 12% (min 2%; max 45%).
N/A	116	f. Scholarship: (average) 12% (min 1%; max 50%).
40	117	g. Other activities: (average) 25% (min 3%; max 95%).
		1999 Survey: <u>(average) 24%</u> (min 2; max 100)

Question #53



54. During the 1999-00 academic year, please indicate the director's workload in the entry-level program by filling in the chart below. *Averages do not included zero responses.* 

FALL SEMESTER SPRING SEMESTER 2000 2000

2000	2000	
(average) 34 (min 11; max 96)	(average) 33 (min 9; max 96)	a. Number of entry-level students: 1999 Survey: <u>(average) 58</u> (min 12; max 310)
(average) 3 (min 1; max 9) (average) 3 (min 1; max 9)		b. In-class hours of teaching each week: 1999 Survey: (average) 3 (min 1; max 30)
(average) 3 (min 1; max 6)	(average) 3 (min 1; max 11)	<ul> <li>c. Number of major assignments (final product of ≥ 5 pages):</li> <li>1999 Survey: (average) 3 (min 1; max 7)</li> </ul>
(average) 4 (min 1; max 24)	(average) 3 (min 1; max 15)	<ul><li>d. Number of minor assignments (final product of &lt; 5 pages):</li><li>1999 Survey: (average) 5 (min 1; max 32)</li></ul>
(average) 1111 (min 35; max 3380)	(average) 1154 (min 44; max 3400)	e. Total number of pages of student work read per term (# of students x (pages for c+d) = e: 1999 Survey: (average) 1226 (min 30; max 5,000)
(average) 35 (min 1; max 90)	(average) 44 (min 8; max 90)	f. Total hours in conference required or strongly recommended (# of students x hrs of conference): 1999 Survey: (average) 42 (min 5; max 200)

NOTE: Number of entry-level students excludes responses >100.

55. Did the director teach courses other than entry-level writing courses in 1999-00?

1999 2000

<u> </u>			
64*	7	a.	Yes, only academic support.
*	70	b.	Yes, courses other than academic support.
32	33	C.	No.

32 33 c. No. 2 1 d. N/A.

<sup>\*1999</sup> Survey question a sked only if taught non-entry level course and did not distinguish academic support.

56. If the director taught courses in 1999-00 other than entry-level writing courses –

<u>1999</u>	<u>2000</u>	
65	<u>79</u>	<ul> <li>a. How many courses did the director teach? (average) 1.84 (min 1; max 5)</li> <li>1999 Survey: (average) 2 (min 1; max 5)</li> </ul>
<u>40</u>	44_	<ul> <li>b. How many of those courses were courses on legal writing, drafting, or oral advocacy? (average) 1.39 (min 1; max 3)</li> <li>1999 Survey: (average) 1.45 (min 1; max 7)</li> </ul>
<u>45</u>	<u>57</u>	c. How many of those courses were courses on subjects other than legal writing, drafting, or oral advocacy? (average) 1.47 (min 1; max 3)  1999 Survey: (average) 1.4 (min 1; max 4)
48	<u>57</u>	d. What were the subject areas of the non-writing courses? Very broad range of various doctrinal and skills courses (e.g., cyberspace law, to clinic, to academic support). Most frequent responses were professional responsibility; employment discrimination; torts; property; interviewing, counseling, negotiation; academic success.  1999 Survey: various
<u>53</u>	<u>73</u>	e. How many total credit hours for other than entry-level courses? (average) 4.6 (min 1; max 16)  1999 Survey: (average) 5 (min 1; max 16)
<u>59</u>	80	f. Did the director receive additional compensation? Yes: 15  1999 Survey: Yes: 14 No: 15
12_	14_	g. How much additional compensation? (average) \$7,046* (min \$2,000; max \$17,000) [*Note: One response >\$20,000 has been excluded from the average.]  1999 Survey: (average) \$7,702 (min \$2,000; max \$12,000)

57. How many people does the director supervise and what are their genders? (Note: Full-time professionals includes LRW faculty, writing specialists, academic support personnel, etc.)

	a. Full-time professionals		b. Part-time professionals not enrolled in the law school	c. Adjuncts	d. Law School Graduate Students	e. Teaching or Research Assistants
	1999	2000	2000	2000	2000*	2000*
Responses:		75	16	50	7	66
# of Females:		231	42	399	46	563
Average:	6	3.1	2.6	8.0	6.6	8.5
Responses:		66	8	48	7	58
# of Males:		108	13	347	33	393
Average:	4	1.6	1.6	7.2	4.7	6.8

<sup>\*1999</sup> Survey: (average) 12 students (min 0; max 56)

58. Does the director participate in the following activities either as part of core job responsibilities or as an additional activity with additional compensation? (Please check all that apply and fill in

the approximate amount of additional compensation.)

Core Job Additional Responsibility Activity			Additional Compensation	Activity	
1999	2000	1999	2000	2000	
6	6	16	13	(average) \$0 (min \$0; max \$0)	a. Coach in-house Moot Court teams
6	14	17	15	(average) \$0 (min \$0; max \$0)	b. Coach outside Moot Court teams
4	2	2	6	(average) \$0 (min \$0; max \$0)	c. Coach outside negotiation & counseling teams
14	35	51	30	(average) \$0 (min \$0; max \$0)	d. Faculty advisor to students
45	55	36	32	(average) \$342 (min \$0; max \$10,000)	e. First-year orientation
10	16	12	17	(average) \$269 (min \$0; max \$3,500)	f. Academic support
	6		10	(average) \$0 (min \$0; max \$0)	g. Law Review advisor
	6		2	(average) \$0 (min \$0; max \$0)	h. Writing Center
	7		10	(average) \$750 (min \$0; max \$3,000)	i. Other activities.

59.	Does the director serve on faculty committees?							
<u> 1999</u>	2000							
<u>81</u>	99	a.	Yes, as a voting member.					
9_	<u>11</u>	b.	Yes, as a non-voting member.					
8_	9	C.	No.					
0_	0	d.	N/A.					
		e.	Which committee(s)? (Please check all that apply.)					
	50		Curriculum Committee					
	23		LRW Committee					
	<u>16</u>		Moot Court Committee					
	13_		Library Committee					
	3		Clerkship Committee					
	<u> 15</u>		Appointments					
	20		Admissions Committee					
	55_		Other					
60.	If the director is <u>not</u> on tenure track, may the director attend faculty meetings?							
<u> 1999</u>	2000							
48*	8	a.	Yes, as a voting member on <u>all</u> matters.					

b. Yes, as a voting member on all matters except hiring, promotion, or tenure. 30 Yes, as a non-voting member.

4

d. No.

e. N/A.

\*NOTE: 1999 Question includes tenure-track directors. For 2000, 41 directors reported that they are on tenure track.

61. May a clinician who is <u>not</u> on tenure track attend faculty meetings?

## 1999 2000

Yes, as a voting member on all matters.

<u>37</u> b. Yes, as a voting member on all matters except hiring, promotion, or tenure.

Yes, as a non-voting member. 28 c

7 d. No.

24\_ e. N/A.

62. Does the director have an obligation to produce written scholarship?

a. Is the director on tenure track?		b. Is the director				uality and	rship of the d quantity aculty?
Yes	No	required to produce scholarship?	expected to produce scholarship?	neither required nor expected to produce scholarship?	Yes	No	Not specified
41	71	38	24	54	46	12	21
		38	15	44	33	5	

63. Is the hiring process for the director the same as the process for tenure-track faculty?

## 1999 2000

2000

1999

37 a. Yes, because the director is tenure track.

b. No, although the director is tenure track.

c. Yes, although the director is not tenure track.

d. No, there is a different process.

e. Other.

64. Is the director eligible for leave? Please circle all that apply.

#### 1999 2000

46 a. Paid sabbaticals.

<u>15</u> 28		Unpaid sabbaticals.
<u> 18</u>	•	Reduced load.
9	e.	Other.
12_	f.	No.

#### VIII. **FULL-TIME LEGAL WRITING FACULTY MEMBERS (excluding directors)**

65. What is the employment status of the full-time LRW faculty members in your program? 1000 2000

1333	2000
8	16
00*	00

a. Tenured or tenure-track.

26\* 57\*\*

b. Contracts of > 3 years in length.

c. Contract of 2 years in length. d. Contracts of 1 year in length.

20

e. A combination of some of the above. Please circle all that apply.

66. If the LRW faculty members are on contracts, is there a limit to the total number of years the writing teacher may teach at the law school? (Is the position "capped"?)

## 1999 2000

<u>63</u> <u>79</u> 18

a. No, there is no limit.

b. Yes, the limit is (average) 4 (min 2; max 7) years. 1999 Survey: (average) 4

<u>1</u> <u>2</u>

c. Other.

67. If your program is "uncapped," what are the lengths of typical contract terms?

	a. First term is	b. Second term is	c. Third term is	d. Fourth term is
	(average) 1.22 (min 1; max 3)	•	(average) 1.85 (min 0; max 7)	(average) 2.11 (min 0; max 7)
<u>2000</u>	years	years	years	years
4000	Desults waried too are			

1999 | Results varied too greatly to report.

68. What faculty title do the LRW faculty members have in official materials (publications,

<sup>\*</sup> long term contract

<sup>\*\*</sup> short term contract

catalogues, signs, etc.) at your law school? Please circle all that apply.

<u> 1999</u>	2000	
<u>19</u>	26	a. Professor, associate professor, or assistant professor.
<u>13</u>	23	b. Professor, associate professor, or assistant professor of legal writing.
5_	3_	c. <u>Visiting</u> professor or visiting professor of legal writing.
N/A	6	d. Professor, associate professor, assistant professor, or visiting <u>clinical</u> professor.
<u> 18</u>	<u> 17</u>	e. Lecturer or senior lecturer.
<u>26</u>	37_	f. Instructor.
N/A	2	g. Director.
N/A	2	h. Assistant or Associate Dean.
12	11_	i. Other.

69. What is the size and location of LRW offices? Please circle all that apply.

09.	what is the size and location of Lixw offices? Please circle all that apply.			
<u>1999</u>	2000			
	<u>67</u>	a.	Comparable to most non-writing faculty offices.	
	<u>35</u>	b.	Smaller than most non-writing faculty offices.	
	<u> </u>	C.	More desirable location than most non-writing faculty offices.	
	<u>31</u>	d.	<u>Less desirable</u> location than most non-writing faculty offices.	
	<u>43</u>	e.	Offices are integrated among most non-writing faculty offices.	

e. Offices are <u>integrated</u> among most non-writing faculty offices.f. Offices are <u>segregated</u> from most non-writing faculty offices.

70. Are there written standards or criteria for evaluating LRW faculty for retention and promotion?

1999 2000
21\* 18 a. Yes, the same standard as for all faculty.

15 b. Yes, specific standards for LRW faculty, but they are very similar to those for tenure-track faculty.

26 c. Yes, specific standards for LRW faculty only, substantially different from those for tenure-track faculty.

33

<sup>\* 1999</sup> Survey Question did not distinguish the types of written standards.

71. Please indicate the number and gender of new full-time LRW faculty hired during the past five academic years. *Note: Zeros are excluded from averages.* 

<u>2000</u>	1995-1996	1996-1997	1997-1998	1998-1999	1999-2000
Responses:	41	62	57	72	84
# of Females:	30	42	34	40	51
Average:	1.4 (min 0; max 4)	1.5 (min 0; max 3)	1.7 (min 0; max 7)	1.8 (min 0; max 7)	1.6 (min 0; max 6)
Responses:	23	33	43	40	42
# of Males:	17	20	25	29	26
Average:	1.4 (min 0; max 3)	1.7 (min 0; max 5)	1.7 (min 0; max 4)	1.4 (min 0; max 4)	1.6 (min 0; max 5)

	<u>Females</u>	<u>Males</u>
<b>Grand Total:</b>	303	182

72. If you hired new full-time LRW faculty in 1999-00, what forms of advertising did you use? *Please indicate all forms that apply.* 

	Please Indicate all forms that apply.				
<u>1999</u>	2000				
	<u>35</u>	a.	Legwri-L or Dircon listservs.		
	<u> 26</u>	b.	AALS registry.		
	9	C.	Chronicle of Higher Education.		
	<u>11</u>	d.	Periodicals with national circulation.		
	<u>34</u>	e.	Periodicals with local circulation.		
	22	f.	Law School Placement Office.		
	12_	g.	Other.		
	5	h.	None.		

73. Who has formal, primary responsibility for hiring members of the legal writing faculty?

<u>1998</u> *	<u>2000</u>	
1	6_	a. A dean.
<u> 18</u>	20_	b. A dean upon the recommendation of the legal writing director.
12	20_	<ul> <li>A dean upon the recommendation of a faculty committee comprised entirely or almost entirely of members of the non-writing faculty.</li> </ul>
2	7_	<ul> <li>d. A dean upon the recommendation of a faculty committee comprised entirely or almost entirely of members of the legal writing faculty.</li> </ul>
0	5_	<ul> <li>e. A faculty committee comprised entirely or almost entirely of members of non- writing faculty.</li> </ul>
5_	10_	f. The faculty as a whole.
8	5	g. The legal writing director.
1	1	<ul> <li>A committee comprised entirely or almost entirely of members of the legal writing faculty.</li> </ul>
0	0	i. The faculty as a whole upon the recommendation of the dean.

8_	<u>16</u>	j.	The faculty as a whole upon the recommendation of a faculty committee comprised entirely or almost entirely of members of the non-writing faculty.
4	0	k.	The faculty as a whole upon the recommendation of the legal writing directo
0	2	l.	The faculty as a whole upon the recommendation of a committee composed
			entirely or almost entirely of members of the non-writing faculty.
6	<u>15</u>	m.	Other.

n. N/A.

#### 74. For 1999-00, what would your entry-level annual salary be for a newly hired teacher? 1999 2000

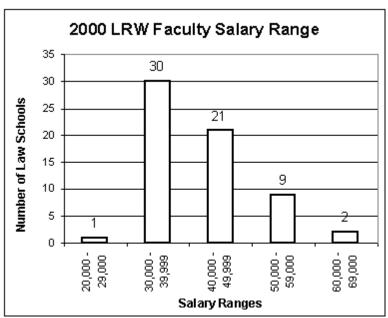
12

a. I would not hire a person without teaching experience.

- b. (average) \$40,325 (min \$26,000; max \$65,000) for a person without prior teaching experience.
- c. (average) \$42,300 (min \$26,000; max \$65,000) for a person with 1-3 years prior teaching experience.
- d. (average) \$43,852 (min \$26,000; max \$67,000) for a person with >3 years prior teaching experience.

1999 Survey: \$42,130 for 12 months (min \$29,000; max \$78,500) 1999 Survey: \$38,738 for <12 months (min \$20,000; max \$68,000)

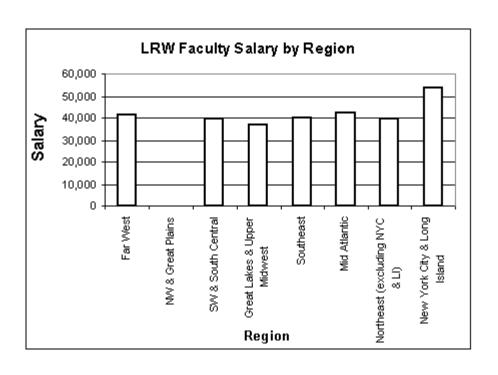
Question #74.b.



Question

#6 by Question #74.b.

<sup>\*</sup> This question was not asked in 1999, but was asked in 1998.



Question #6 by Q74.b.

2000 LRW Faculty Salary by Region

2000						
Region	Average	Minimum	Maximum	Average		
Far West	41,583	26,000	65,000	39,833		
NW & Great Plains	N/A	N/A	N/A	52,500		
SW & South Central	39,650	32,000	60,000	40,073		
Great Lakes & Upper Midwest	36.857	30.000	50.000	34.976		
Southeast	39,778	30,000	50,000	37,700		
Mid Atlantic	42,500	35,000	50,000	45,125		
Northeast (excluding NYC & 니)	39,667	30,000	50,000	42,700		
New York City & Long Island	54,000	53,000	55,000	45,833		

Question #7 by Question #74.b.

LRW Faculty Salary by Setting

	1999			
Geography	Average	Minimum	Maximum	Average
Urban	40,327	26,000	65,000	39,816
Suburban	41,750	30,000	55,000	41,359
Rural	39,100	32,500	50,000	34,922

31

Question #8 by Question #74.b.

LRW Faculty Salary by Institution Type

	1999			
Setting	Average	Minimum	Maximum	Амегаде
Public	39,250	30,000	53,000	37,533
Private	41,081	26,000	65,000	41,273

Question #10 by Question #74.b.

LRW Faculty Salary by Staffing Model

LRVV Faculty Salary by Stailing Wodel						
2000						
Model	Average	Minimum	Maximum	Average		
Tenure or tenure-track for LRW	35.000	35.000	35.000	43.000		
Tenure or tenure-track for LRW						
and other	41,500	33,000	50,000	42,500		
Full-time nontenure-track	39,337	26,000	55,000	38,892		
Complex Hybrid	45,000	32,000	65,000	44,771		

Question #45 by Question #74.b.

LRW Faculty Salary by Director Type

	1999			
Director Type	Average	Minimum	Maximum	Average
Tenured director	42,800	26,000	60,000	44,160
Tenure-track director	39,600	35,000	44.000	41.727
Nontenure-track director	38,174	30,000	50,000	37,000
Primary resp. not LRW	39,167	36,000	42,000	33,200
Administrator whose				
primary respon. is LRW	36,800	32,000	41,000	
Other	40,889	32,000	55,000	40,250

75. What is the base salary range for current full-time LRW faculty members (excluding the director) in your program? *NOTE: Salaries reported as* >\$100,000 excluded from averages.



65 83

a. From (average lowest) \$42,202 (min \$26,000; max \$80,000) to (average highest) \$49,261 (min \$26,000; max \$90,000).

1999 Survey: (average lowest) \$39,698 (min \$20,000; max \$78,500) to (average highest) \$47,452 (min \$24,500; max \$115,000)

8 b. Don't know.

76. <b>1999</b>	Is the LRW fa	aculty member eligible for summer research grants?
47		a. Yes. If so, how much is the typical grant? (average) \$6,030 (min \$1,500; max \$12,000)
29 5 5 1	33 8 5 2	1999 Survey: (average) \$6,411 (min \$750; max \$12,000)  b No. c. Our school does not generally provide summer research grants to faculty. d. Do not know. e. N/A.
77. <b>1999</b>	amounts of s 2000 47 3	red "Yes" to the prior question, what method does your school use to determine ummer research grants?  a. Flat amount. b. Percentage of school-year salary. c. Other.
78. <b>1999</b>	compare in do 2000 35 3 10	red "Yes" to Question 76, how do the summer research grants to LRW faculty ollars to summer grants awarded to doctrinal faculty?  a. Research grants are equal. b. Research grants are greater. c. Research grants are less. d. Don't know.
79.  1999 73 8 0	buy books, e 2000 89	aculty member eligible to receive developmental funding (to attend conferences, tc.)?  a. Yes. In the 1999-00 year, it was (average) \$1,981 (min \$350; max \$4,500) 1999 Survey: (average) \$1,517 (min \$50; max \$4,000) b. No. c. N/A.
80.  1999 49 10 23 5	teaching stud 2000 57 15 26	W faculty member receive funding to hire student research assistants (exclusive of lent assistants)?  a. Yes, sufficient funding for all reasonable requests.  b. Yes, annually about (average) \$2,356 (min \$1,000; max \$4,000) 1999 Survey: (average) \$1,965 (min \$450; max \$36,000)  c. No.  d. N/A.

81. Do the LRW faculty have the obligation to produce written scholarship?

	faculty	a. Is the LRW b. Is the LRW faculty faculty on enure track?			c. Is the scholarship of the same quality and quantity as tenure-track faculty?			
	Yes	No	required to produce scholarship?	expected to produce scholarship?	neither required nor expected to produce scholarship?	Yes	No	Not specified
<u>2000</u>	14	84	23	15	64	22	10	25
1999	14	74						

82. During the 1999-00 academic year, what was the LRW faculty member's workload in the entrylevel program in terms of the number of— Responses of "0" were excluded from averages. NOTE: Approximately 98 schools responded to this question.

FALL SEMESTER 2000	SPRING SEMESTER  2000	
(average) 46 (min 12; max 110)	(average) 46 (min 12; max 130)	a. Number of entry-level students: 1999 Survey: ( <u>average</u> ) 53 (min 20; max 200)
(average) 6 (min 1; max 8)	(average) 6 (min 1; max 8)	b. In-class hours of teaching each week: 1999 Survey: <u>(average)</u> 5 (min 1; max 40)
(average) 3 (min 1; max 6)	(average) 3 (min 1; max 6)	c. Number of major assignments (final product of $\geq$ 5 pages): 1999 Survey: (average) 3 (min 1; max 7)
(average) 4 (min 1; max 15)	(average) 2 (min 1; max 15)	d. Number of minor assignments (final product of < 5 pages): 1999 Survey: (average) 4 (min 0; max 17)
(average) 1588 (min 400; max 3600)	(average) 1602 (min 400; max 3500)	e. Total number of pages of student work read per term (a x (pages for (c+d)) = e: 1999 Survey: (average) 1,870 (min 40; max 5,000)
(average) 48 (min 1; max 160)	(average) 52 (min 10; max 124)	f. Total hours in conference required or strongly recommended (# of students x hrs of conference): 1999 Survey: (average) 69 (min 0; max 300)

83. Does the LRW faculty member serve on faculty committees?

00.	Dooo	UIO LIVV	ideally interriber serve on ideally
<u> 1999</u>	2000		
<u>56</u>	64	a.	Yes, as a voting member.
6	5	b.	Yes, as a non-voting member.
27	29	C.	No.
0	3_	d.	N/A.

<u>37</u>	Curriculum Committee
<u>10</u>	LRW Committee
<u>13</u>	Moot Court Committee
<u> 14</u>	Clerkship Committee
<u>19</u>	Library Committee
<u>10</u>	Appointments
<u>24</u>	Admissions Committee
_40_	Other

# 84. May the LRW faculty member attend faculty meetings?

<u> 1999</u>	2000		
18_	<u>16</u>	a.	Yes, as a voting member on <u>all</u> matters.
19_	23_	b.	Yes, as a voting member on <u>all matters except</u> hiring, promotions, or tenure.
40	<u>47</u>	C.	Yes, as a <u>non-voting</u> member.
10	10_	d.	No.
1	3_	e.	N/A.

## 85. Do LRW faculty teach other courses?

<u>2000</u>

WH	EN	Type of Course		COMPENSATION			
During regular academic year	During separate summer session only	Upper- level LRW courses	Non- LRW courses	Same rate as faculty overload	Same rate as adjuncts	Other, please describe	No
58	41	37	63	27 (average) \$3,233 (min \$1,500; max \$8,500)	17 (average) \$3,243 (min \$1,000; max \$6,000)	13 (average) \$6,256 (min \$0; max \$12,500)	25

#### IX. LRW ADJUNCT FACULTY

86. Do you use adjunct faculty in your entry-level program? (The % below is based on % of students taught.)

<u> 1999</u>	2000		
10_	<u>16</u>	a.	Exclusively.
<u> 13*</u>	<u>14</u>	b.	Substantially (75%).
20**	7	C.	Significantly (50%).
	<u>14</u>	d.	Somewhat (25%).
	9	e.	Rarely.
_60	67	f.	No.

<sup>\*</sup> Primarily; \*\* Partially

87. How many adjunct faculty did you use in your 1999-00 entry-level program for teaching, and what are their genders? Note: Zeros have been excluded from the averages.

2000	a. Objective legal writing	b. Advocacy or Moot Court	c. Both Objective & Moot Court	d. Research	e. Other	TOTALS
Responses:	18	18	28	3	2	49
# of Females:	84	93	257	19	15	371
Average:	4.7 (min 0; max 17)	5.2 (min 0; max 20)	9.2 (min 0; max 24)	6.3 (min 0; max 10)	7.5 (min 0; max 25)	7.6 (min; max 25)
Responses:	15	19	27	5	3	47
# of Males:	69	90	186	15	33	328
Average:	4.6 (min 0; max 21)	4.7 (min 0; max 22)	6.9 (min 0; max 21)	3.0 (min 0; max 10)	11.0 (min 0; max 17)	7.0 (min; max 25)

### 1999

11 Objective legal writing and Advocacy or Moot Court: 1999 Survey: (average) 11 for objective writing; (min 0; max 43); (average) 11 for advocacy (min 0; max 43)

What is the salary per credit hour for your adjunct faculty in your entry-level program? 88.

1999 2000

36

a. per credit hour (average) \$1,948 (min \$625; max \$6,000) 1999 Survey: (average) \$1,879 (min \$600; max \$5,000)

44 b. per term (average) \$3,714 (min \$625; max \$15,000) 1999 Survey: (average) \$4,107 (min \$700; max \$12,500)

How many students on average does each adjunct teach? NOTE: Responses >50 excluded. 89.

1999	2000		
	<u>56</u>	a. student per section (average) 18 (min 10; max 43	a.
		1999 Survey: <u>(average) 21</u> (min 10; max 50)	
	<u>51</u>	b. per term (average) 20 (min 10; max 48)	b.
		1999 Survey: (average) 21 (min 10; max 42)	

90. Must an adjunct have a minimum number of years of legal practice experience to be hired?

1999 2000

75 27 a. Yes. The minimum numbers of years is: (average) 2 (min 1; max 4)

1999 Survey: (average) 3 (min 2; max 5)

18 29 b. No.

91. How many years of teaching experience do the adjuncts in your program have? Please indicate the number of adjuncts who fall into each of the following categories.

<u> 1999</u>	<u> 2000</u>		
	<u>49</u>	a.	0 - 2 years: (average) 5 adjuncts
	48	b.	3 - 4 years: (average) 4 adjuncts
	48_	C.	6 - 10 years: (average) 3 adjuncts
	<u>45</u>	d.	>10 years: (average) 2 adjuncts
	52	e.	Total # of Adjuncts: (average) 12 adjuncts

1999 Survey: <u>(average) 4 years</u> (min 0; max 4) teaching experience. 1999 Survey: <u>(average) 7 years</u> (min 2; max 17) practice experience.

92. Who creates the majority of writing assignments in your program? (Do not indicate who determines how many assignments or other curricular requirements.)

<u> 1999</u>	2000		
12	37	a.	The director and full-time LRW faculty exclusively.
12_	<u>16</u>	b.	The director and full-time LRW faculty primarily.
7	4	C.	The adjunct <u>primarily</u> .
6	4	d.	The adjunct exclusively.
8	<u>19</u>	e.	Other.

### X. TEACHING ASSISTANTS

93. Do you use teaching assistants in your entry-level program? (The % below is based on % of the classroom teaching hours.)

<u> 1999</u>	<u> 2000</u>		
2_	2	a.	Exclusively.
7*_	3	b.	Substantially (75%).
	<u>13</u>	C.	Significantly (50%).
<u>58*</u> *	21_	d.	Somewhat (25%).
	<u>35</u>	e.	Rarely (< 25%).
43	58	f.	No.

<sup>\*</sup> Primarily; \*\* Partially

94. How many teaching assistants participate in your program to teach, and what do they teach?

<u> 1999</u>	2000	
	30_	a. Objective legal writing: (average) 10 (min 0; max 38) teaching assistants.
	<u>35</u>	b. Advocacy or moot court (average) 15 (min 0; max 79) teaching assistants.
	37_	c. Research: (average) 12 (min 0; max 40) teaching assistants.
	<u>35</u>	d. Other: (average) 10 (min 0; max 40) teaching assistants.
	00	Totals (assured AO (aste Assured AAT) to add a second

e. Total: <u>(average) 18</u> (min 1; max 117) teaching assistants.

1999 Survey: <u>(average) 14</u> (min 3; max 40) teaching assistants.

95. Approximately how many students are assigned to each teaching assistant? **1999 2000** 

a. Number of students per TA in the fall: (average) 22 (min 0; max 80)
b. Number of students per TA in the spring: (average) 19 (min 0; max 80)
c. Total: (average) 18 (min 0; max 160)
1999 Survey: (average) 22 (min 1; max 75)

1000 Carvoy. <u>(avoragoy 22</u> (mm 1, max 10)

96. Approximately how many hours does each teaching assistant spend on TA duties each term? NOTE: Responses >300 excluded.

<u>1999 2000</u> <u>91 74</u> (average) 90 (min 6; max 280) hours. 1999 Survey: (average) 91 (min 2; max 260)

97.	Do TAs hold office hours during which they answer questions relating to- Please circle all that			
	apply.			
<u>1999</u>	2000			
	<u>69</u>		Research.	
	<u>63</u>	b.	Writing, generally.	
	<u>59</u>	C.	Writing assignments before they are graded.	
	44_	d.	Other law school questions (such as exams).	
	11_	e.	No.	
98.	How are the	e tea	aching assistants compensated? Please circle all that apply.	
<u> 1999</u>	2000			
9_	<u> 10</u>	a.	Course credit and grades.	
20_	<u>27</u>	b.	Course credit. How many credits per term? (average) 2.2 (min 1; max 5)	
			1999 Survey: (average) 2.5 (min 1; max 7)	
7_	8_	C.	Offset against tuition of (average) \$1,070 (min \$50; max \$2,400) per term.	
			1999 Survey: <u>(average)</u> \$3,053 (min \$295; max \$10,500)	
29_	<u>36</u>	d.	Payment of (average) \$1,106 (min \$100; max \$2,640) per term.	
			1999 Survey: <u>(average) \$1,388</u> (min \$100; max \$3,400)	
21_	<u>25</u>	e.	Payment of \$ (average) \$8.69 (min \$6.25; max \$12.75) per hours worked.	
			1999 Survey: (average) \$9.00 (min \$6.00; max \$15.00)	
2	6	f.	Other.	
99.	Approximat	elv l	now many hours of training are provided for each teaching assistant each term?	
<u>1999</u>	2000	o., 1		
<u>14</u>	<u>66</u>	<u>(a</u>	verage) 16 (min 1; max 96) hours.	
		19	99 Survey: <u>(average) 14</u> (min 0; max 75) hours.	

### XI. SURVEY

100. Have you used ALWD/LWI survey data to— Please circle all that apply.

## 1999 2000

- <u>62</u> a. Improve your program.
- Improve your status. 40 b.
- 34 c. Improve your salary.
- <u>10</u> d. Other.
- 38 e. No.