The Future?

Televisions  Computers  Wills & Trusts  Divorces
Liberalization?
Post 2008
Accelerated
New Reality

Technology

Efficiency

Globalization
Automated Document Assembly

Exari Contract Management streamlines the drafting, review and entire lifecycle of contracts and documents, providing complete visibility into the data.
Equivio develops text analytics software for e-discovery and information governance. Equivio offers Zoom, an integrated web platform for analytics and predictive coding.
Seyfarth Shaw has selected Neota Logic Server as a key component of the firm’s technology toolkit for more effective and efficient service to clients.
Commoditized Legal Services

Personalized, affordable legal protection.

Get the help you need at a price you can afford.
No.
Legal Work & Lawyer Work
Jordan Furlong, Edge Int’l.
www.law21.ca

20th Century
Legal Work = Lawyer Work

21st Century
Legal Work
Lawyer Work
21st Century Practice

Lawyer Work

- Advocacy
- Counsel/Strategy
- Risk Management

Lawyer Jobs

- Expert Trusted Advisor
- Enhanced Practitioner
- Legal Knowledge Engineer
- Legal Technologist
- Legal Hybrid
- Legal Process Analyst
- Legal Project Manager
- ODR Practitioner
- Legal Management Consultant
- Legal Risk Manager
21st Century Challenge: Access to Justice

The Supreme Judicial Court of Massachusetts reports over 75% of parties in the Housing and Family & Probate Courts are unrepresented by counsel.
Legal Education
19th Century Legal Education

Christopher Columbus Langdell
20th Century Legal Education

Christopher Columbus Langdell
21st Century Legal Education?

Christopher Columbus Langdell
“...legal education typically pays relatively little attention to direct training in professional practice. The result is to prolong and reinforce the habits of thinking like a student rather than an apprentice practitioner, conveying the impression that lawyers are more like competent scholars than attorneys engaged with problems of clients.”
“Most of what the Task Force has heard from recent graduates reflects a conviction that they have received sufficient instruction in doctrine but insufficient exposure to other core competencies that make one an effective lawyer.”
3 Gaps

- **Market Gap**: Law schools exist outside of, and independent from, the economics of the profession.

- **Practice Gap**: Distance between skills and knowledge students need and those they possess at graduation.

- **Justice Gap**: Chasm between legal needs of people and availability of lawyers to represent them.
84.7% of U.S. law graduates had some sort of employment 9 months after graduation.

65.7% were in full-time jobs expected to last more than one year for which a J.D. was required or provided a demonstrated advantage to obtaining and performing the job.
Law School Enrollment

- 2013 enrollment down 11% from 2012, down 24% from 2010.
- 2/3 of law schools experienced declines in 1L enrollment, 40% of schools experienced a decline of over 10%.
- Law school enrollments are now at 1975 levels. In 1975, there were 163 ABA accredited law schools; today there are 202.
The Future of Legal Education

- Expanded 21st century curriculum
- Competency-based instruction
- Targeted experiential training
- Client-centered focus
- All within a rigorous academic context that sustains the strengths of traditional legal education and training
Expanded Curriculum

• Concentration in Legal Technology & Innovation

• Business of Practice: Hit the Ground Running

• Lawyering in an Age of Smart Machines

• Legal Problems of Everyday Life: Meeting the Legal Needs of Middle Income Households

• Problem Solving

• Process Improvement and Legal Project Management

• Lawyering in the 21st Century
Client-Centered Training in a Broader Set of Competencies

Module 1
Critical Perspectives on Law
- Professional Ethics
- The Administrative State
- Legal Technologies

Module 2
21st Century Practice
- Professional Client Service
- Client Expectations
- Emotional & Cultural Intelligence
- Listening/Interviewing
- Value & Law Practice Economics

Module 3
Client Service
- Professional Communication
- Professional Identity
- Oral & Written Communication Skills
- Business Networks

Module 4
Lawyers & Clients in the 21st Century
- Project Management

Module 5
Collaboration in Diverse Work Environments

Module 6
Problem Solving on Law Meets

Module 7
Capstone
Competency-Based Instruction with Targeted Experiential Training -
*The Accelerator to Practice*
Questions? Further Information...

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