

Helping Law Students Become Tech-Ready for Practice

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Welcome & Introduction

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Logistics

- Format
- How to ask questions
- Webinar will be recorded and available for on-demand viewing

AALS Technology Section Webinar Series

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- Former attorney at three AmLaw 100 firms
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Three points



Tech skills matter to legal employers
more than ever



Simple strategies for teaching



A Case Study: UNLV's Virtual
Lawyering Bootcamp

Legal Employers Can't Train and Support Right Now

67%



Firms whose primary concern is finances (a sharp departure from last year)

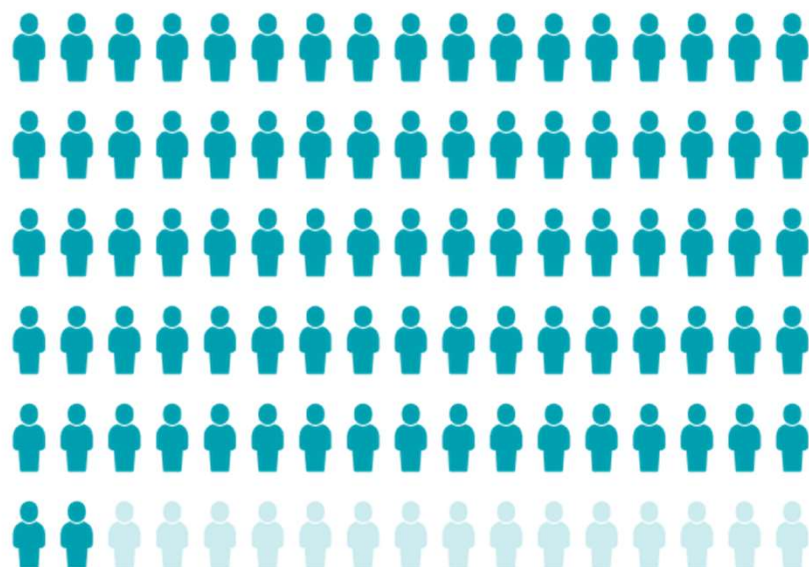
81%



Legal employers cutting costs--especially training and other forms of new associate support

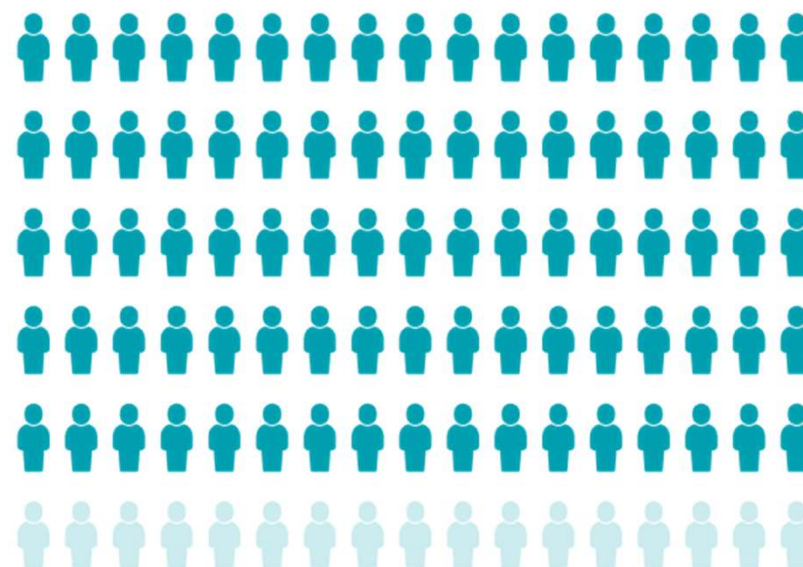
Legal Employers Want Tech and Related Skills

85%



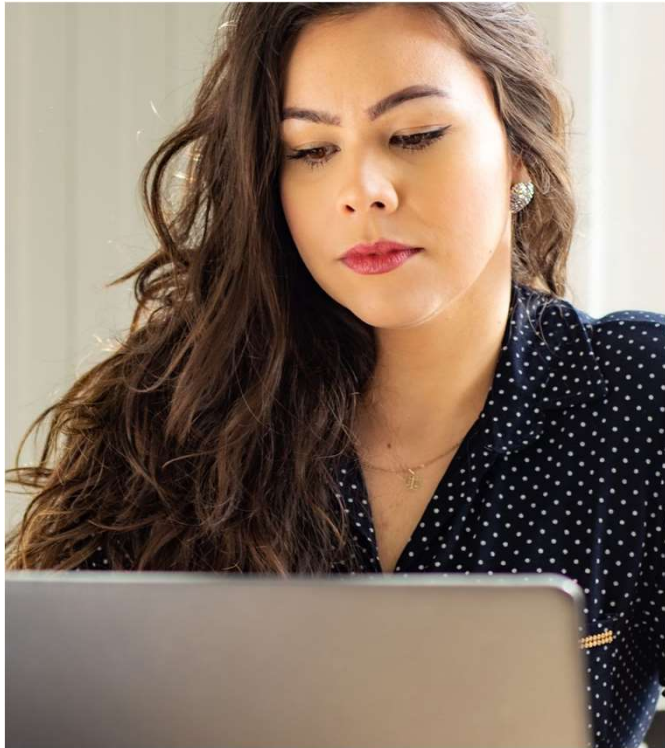
Lawyers who believe our profession's relationship with tech and innovative skills will rapidly change

83%



Legal employers saying tech skills and innovation are in the top three most important skills now.

Clients:



Using data to track
what lawyers do

Using data to find
inefficiencies

Using outside
companies to do
some of this

Clients:



“What are you **actually doing for all that money** we pay you?”

“Can't we **do it ourselves?**”

“I don't care about your degree: I care about how much you charge me and **what you actually do for me.**”

“Won't this company or service **do the same thing lawyers are doing?**”

ALSPs



Companies that specialize in doing one lawyerly thing **really well and often leveraging tech, processes, and automation**

“I use technology and processes to do what you do, but better, faster, and cheaper.”



**It's not just legal employers
that want new skills**

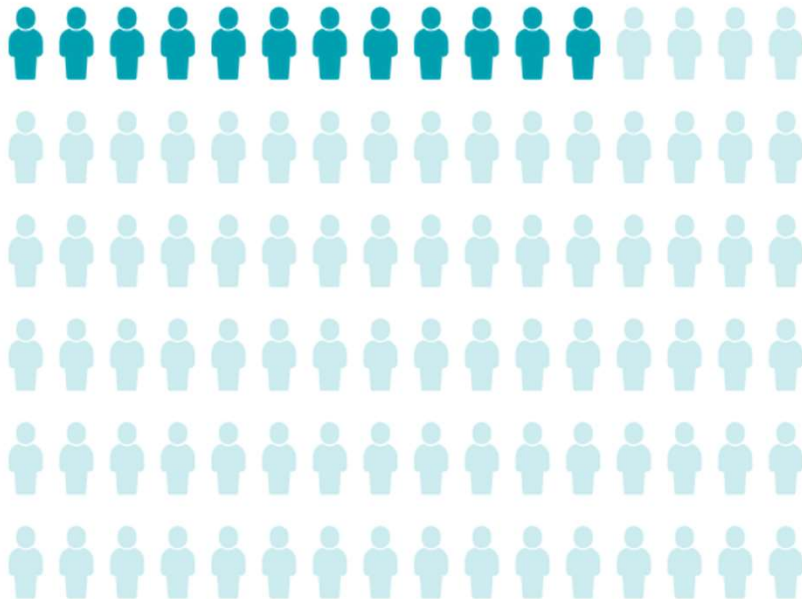
Civil cases with at least 1 pro se party

(Averaged across state and federal cases)



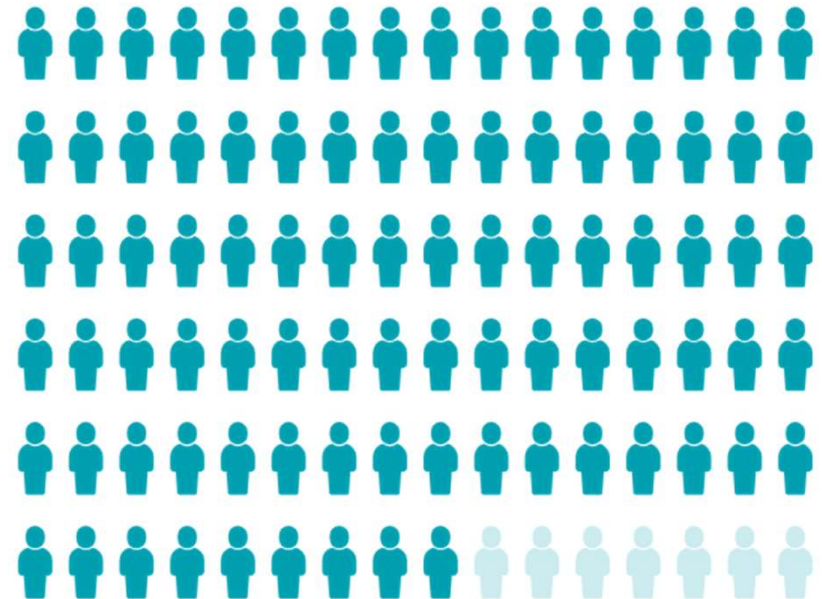
Chance of winning a landlord dispute

12%



Without a lawyer

92%



With a lawyer



**Ok, but what tech skills do
students really need to be
great lawyers today?**



Figuring out which tech skills students need

- Interviewed practitioners in the communities my students work in
- Interviewed alums across practice areas
- Created a battery of skills-oriented questions
- Tracked the responses and periodically carry out new sets of interviews



What I found

- (Like the Delta Model suggests):
Not all legal work requires the same skill mastery
- Your students likely go into areas that benefit from some skills more than others
- In-demand skills change a lot faster than we realize in academia
- There are a few different types of “tech skills” that folks care about

Breaking it down: Three discrete tech skills sets

① Mastery of core functions for certain key tools

③ Teaching tech issue spotting and familiarity

② Skills that translate across tools or classes of tools



**It's not about mastering every
tool.**

Only tools matter to lawyers

Core tools

- Remote work
- Core non-legal tech tools: Word, Excel, PDF editing, Email
- Core legal tech tools and practices: Time entry, e-filing, e-discovery
- Project management tools
- Time management
- Email
- Legal research Tools
- Document creation/design
- Fact research online
- And many more...



**It's not about mastering every
functions.**

**Only some functions matter to
lawyers**



Word

- Styles
- TOC and TOA
- Track changes
- Redlines
- Print to PDF
- Text boxes
- Hot keys, quick parts, tool bar, and more



Excel

- Worksheets
- Functions (count, sum, logical, rounding,)
- Format text (layering)
- Templates
- Encrypt (protect document)
- Sorting and filtering
- Cell References
- Pivot Tables and Filters
- Conditional Formatting (like color-coded labels)

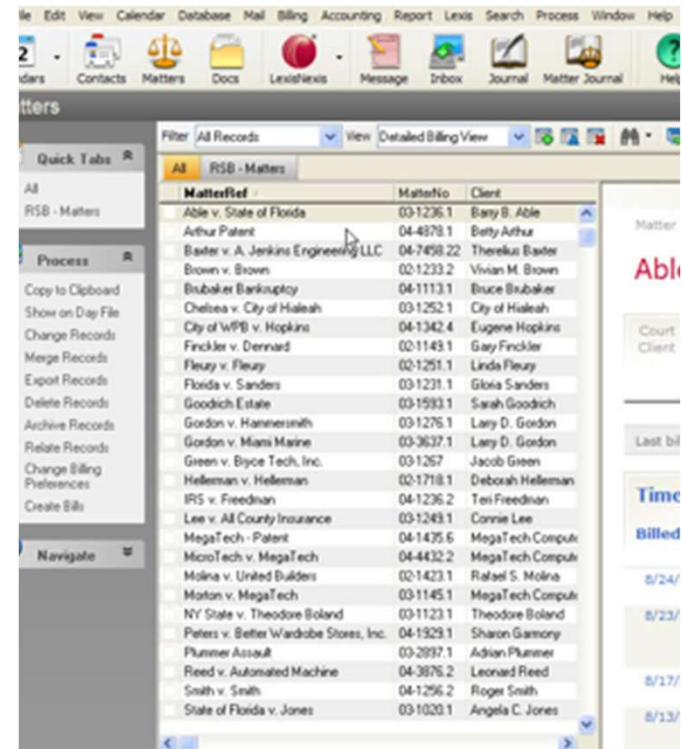


Data Security

- Confidentiality and Privilege brass tacks
- Data privacy brass tacks
- Document protection best practices
- Email best practices (scamming is so popular now)
- Discussing confidential info with others

Filing sharing and storage

- Shared drives
- 3rd party sharing
- Document management systems
- Naming conventions
- Version control





Presentations

- Know PPT well: master slides, etc.
- Alternatives
- White space
- Colors, fonts, and more
- Templates

Fact research

- Google sleuthing
- Other online fact research

**Google
Page 1**



**Google
Page 2**





Cross-tech strategies?



Strategies across tech

- Retaining tech knowledge
- Troubleshooting
- When to not trust tech
- Using resources smartly
- Main approaches/layouts
- When to not use tech
- Using with clients
- And so on



Becoming tech dangerous



Becoming tech dangerous

- Getting a sense of all categories of tools
- Spot pitfalls better
- Know limitations
- Understand client tech
- Know when a tool could help



**Great, how do we give students
these skills?**



Training More Skills in Less Time: Partnering with Practice

- Simulations and hypotheticals with tech to use for class exercises
- Involving practitioners more meaningfully in the teaching process (beyond guest lectures)
- Vendors can be a boon, especially right now. Free access. Teaching support. Assignments. And more!



Working with vendors


- Most vendors will give you free access + tons of support
- Consider having vendors even guest lecture for a short stint
- Tons of practical insight because these folks work with practitioners every day and understand their needs

Training More Skills in Less Time: Flipped training

- Videos + Engagement + Exercises
- Self-paced simulations
- So many great tech-teaching tools for flipped work, like Kahoot.
- Can offer to students in their off time
- Can offer as supplement during the summer

Training design: Best practices + Partners

- Short modules that can be completed in under 30 minutes at a time
- Emphasis on practical simulations with real documents/tasks/tech tools
- Practitioners doing what they are good at: Simulations, specific tasks (not standing and talking at people)
- Buy-in from the community increases efficacy and buy-in from students
- Fantastic resources out there ready to reuse when training tech



**A few examples of
what I use, with little
to no class time**



Write.law



LinkedIn Training



Coursera




Udemy



EdX



Microsoft Learn



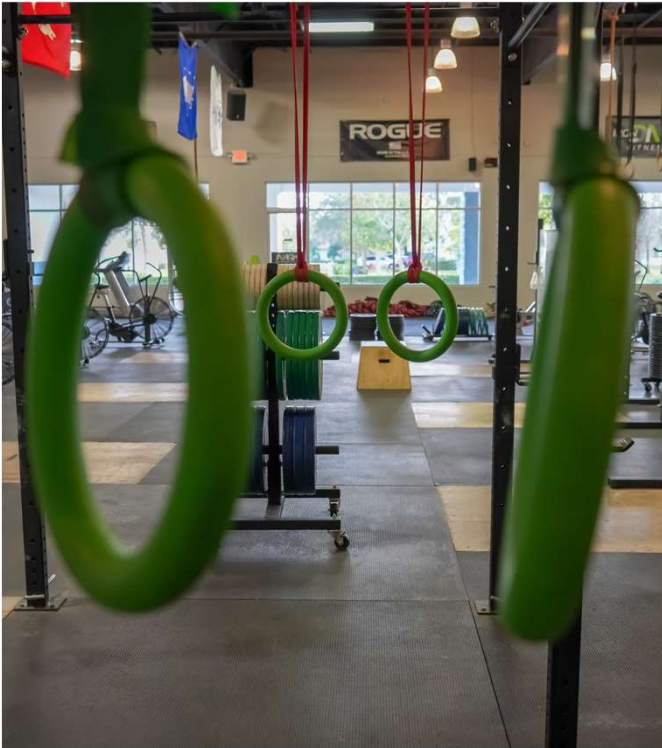
Benefits of more work-focused skills training right now, and especially tech

- Legal employers notice (which helps our students)
- Students feel more prepared and supported
- Hopefully students actually walk away with more useful skills
- We learn ways to incorporate more useful skills into classes



A Case Study: UNLV's Virtual Lawyering Bootcamp

The Basics



- Designed to address skill gaps that legal employers needed filled in the wake of the pandemic

Target skills: Chosen in partnership with practitioners



- Included stakeholders from a varied pool
- Big firms, small firms, government, judiciary, agencies, in-house...



Every sort of professor can incorporate a little

- E-discovery in civ pro?
- Analytics in torts?
- Sky is the limit!



Takeaways

- Try asking about in-demand tech skills from your local legal communities
- Consider building evergreen self-paced resources to support more tech and other skills for students
- Ask practice partners to help teach and support
- Baby steps make huge differences

Questions & Answers



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Upcoming Webinars

- Utilizing Industry Software When Teaching Electronic Discovery as a Paradigm for Legal Education (*July 29*)
- Are Your Students Learning? Online Formative Assessment is Vital! (*August 5*)

For full list: www.aals.org/sections/list/technology-law-and-legal-education/

Wrap Up

Survey – Your Feedback is Important!

Please consider joining the Section on
Technology, Law and Legal Education

Thank you for your attendance!