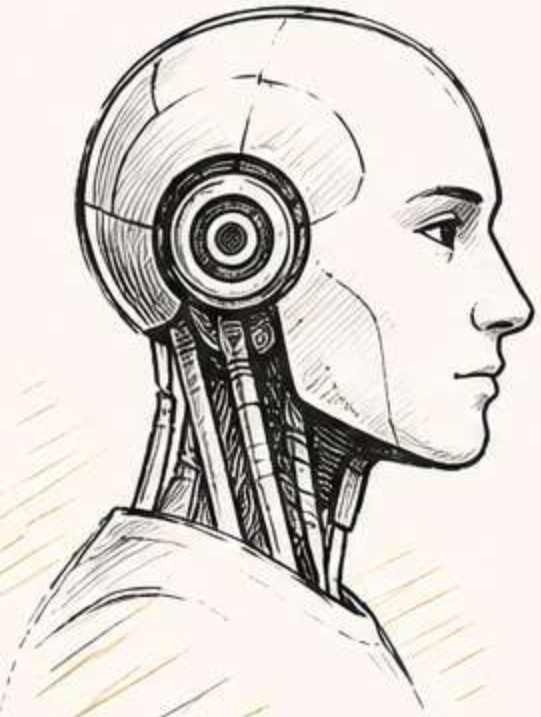




15 SKILLS AI CANNOT REPLACE



AI CAN DO TASKS. LAWYERS CREATE VALUE.



AI CAN

-  Research
-  Draft
-  Summarize
-  Translate
-  Organize

VS

LAWYERS MUST

-  Think
-  Decide
-  Persuade
-  Lead
-  Take Responsibility

“

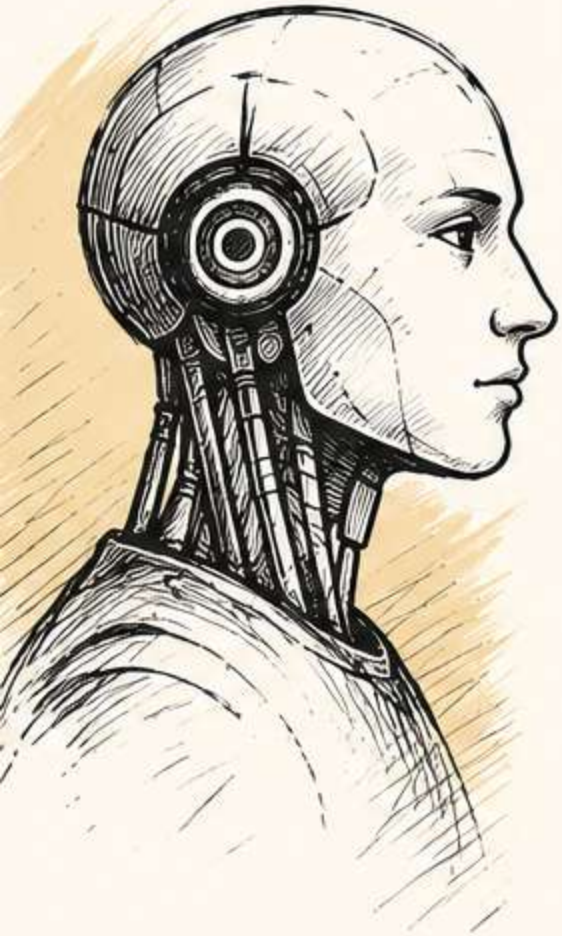
The future belongs to lawyers who combine legal expertise with **AI**—not lawyers who rely on **AI** alone.

”



WHY THIS MATTERS?

AI is powerful, but lawyering is more than tasks.



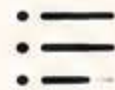
AI CAN



Research



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VS

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Think



Decide



Persuade



Lead



Take Responsibility



“ The future belongs to lawyers who combine legal expertise with AI – not lawyers who rely on AI alone. ”



SKILLS 1-3

HUMAN THINKING

1

CRITICAL THINKING



Evaluate, question and analyze beyond information.

2

LEGAL REASONING



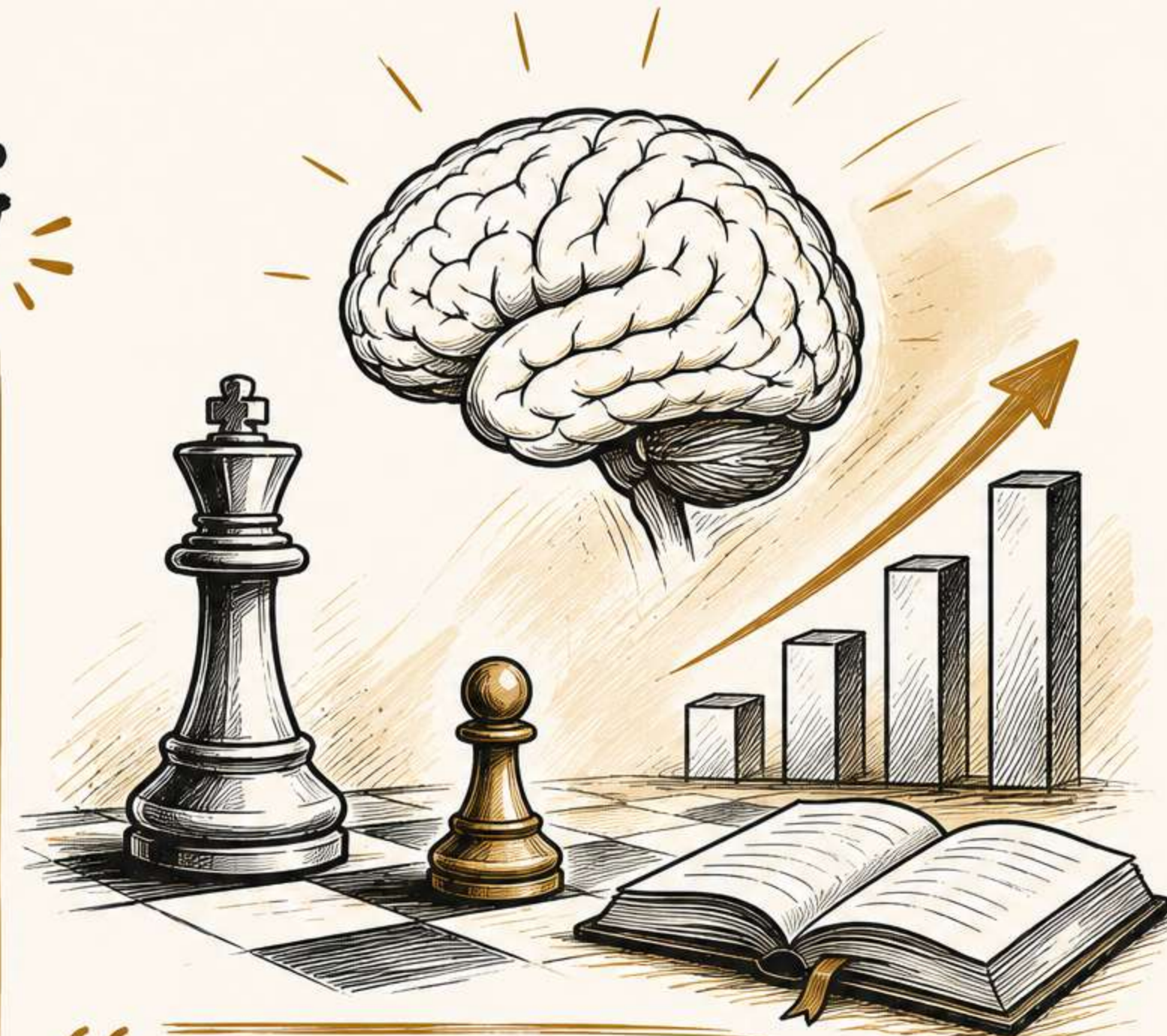
Interpret laws, connect principles and apply them to unique facts.

3

COMMERCIAL AWARENESS



Understand business, markets and the bigger picture behind every legal issue.



“ AI can process information, but it cannot think critically, reason deeply or understand context like a human lawyer. ”

SKILLS 4-6

CLIENT SUCCESS

4

CLIENT COMMUNICATION



Translate complex legal concepts into clear, actionable advice.

5

ACTIVE LISTENING



Truly understand client needs, concerns and what's left unsaid.

6

NEGOTIATION



Find common ground, manage interests and create win-win outcomes.



“Clients don’t just hire lawyers for what they know, they stay for how they **communicate, listen and care.**”

SKILLS 7-9

COURTROOM EXCELLENCE

7



ADVOCACY

Present your case clearly, confidently and compellingly.

8



PERSUASION

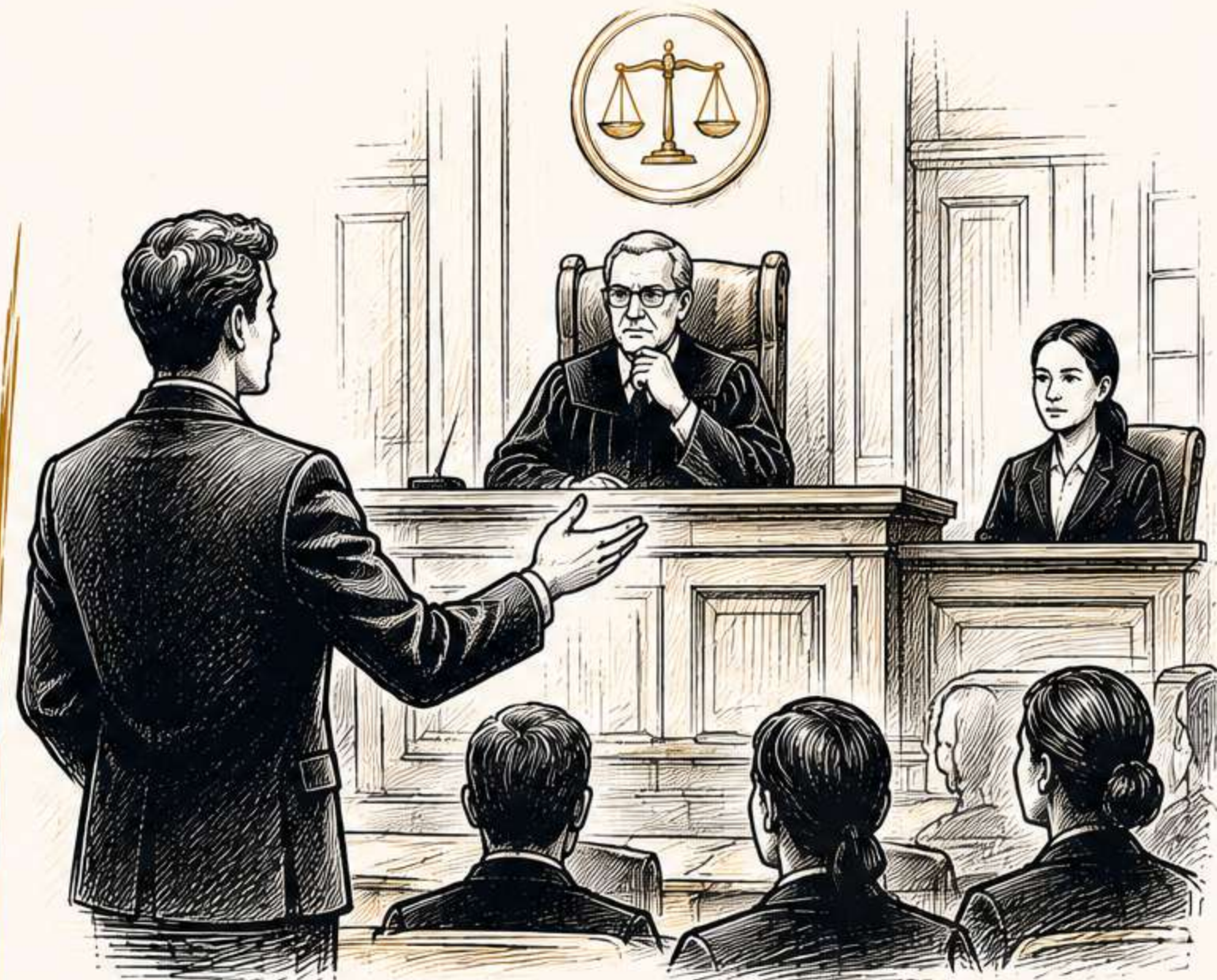
Influence minds and hearts with logic, empathy and clarity.

9



COURTROOM PRESENCE

Command attention, stay composed and inspire confidence.



“ In court, it's not the loudest voice that wins, it's the **strongest argument** delivered with **presence**. ”



SKILLS 10-12

STRATEGIC LAWYERING

10



LITIGATION STRATEGY

See the big picture, anticipate moves and plan several steps ahead.

11



RISK ASSESSMENT

Identify potential risks, evaluate impact and advise the best path forward.

12



DECISION MAKING

Weigh options, consider consequences and make decisions under pressure.



“ Strategy separates busy lawyers from exceptional lawyers.

Think ahead.

Advise wisely. Deliver impact. ”

SKILLS 13-15

PROFESSIONAL EXCELLENCE

(ETHICS • LEADERSHIP •
PROFESSIONAL JUDGMENT)

13



ETHICS

Do what is right,
even when no one
is watching.

14



LEADERSHIP

Inspire, collaborate
and uplift the team
and the profession.

15



PROFESSIONAL JUDGMENT

Apply knowledge, experience
and wisdom to make
the right call.



“ Excellence is not a title,
it's a standard you choose
to live by every day. ”