

Uncommon Law: Students With Edge

Career Practitioner Seminar

14/02/2020



JULES IOANNIDIS

Uncommon Law | Students With Edge

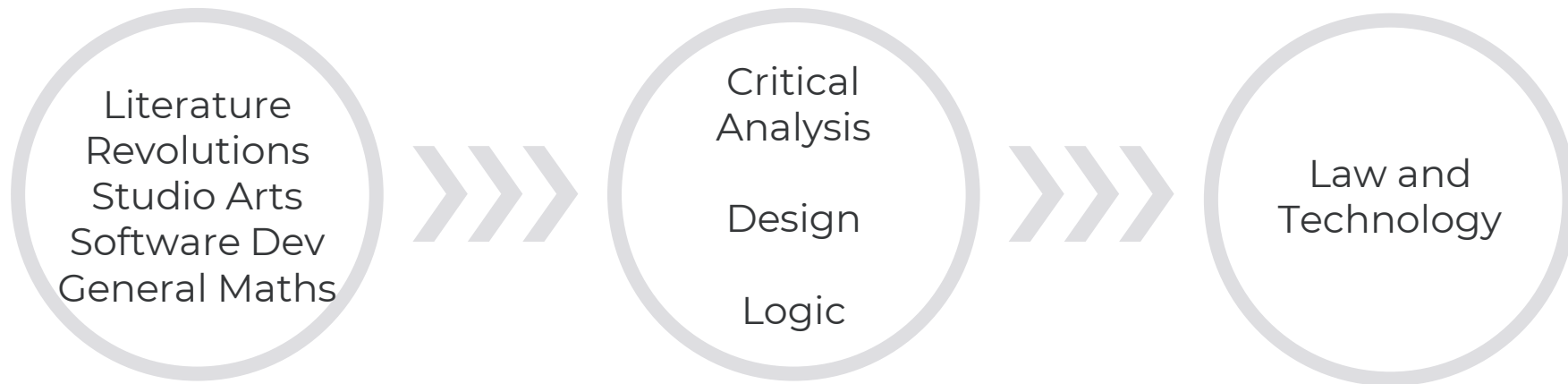


ABOUT ME

- 2017 – 2021** **Bachelor of Laws / Bachelor of Computer Science (Cybersecurity)**
Swinburne University of Technology
- 2016** **VCE**
Doncaster Secondary College

ABOUT ME

Year 12 Units



Part 1.

LEGAL TECHNOLOGY AND INNOVATION

Design Sprint

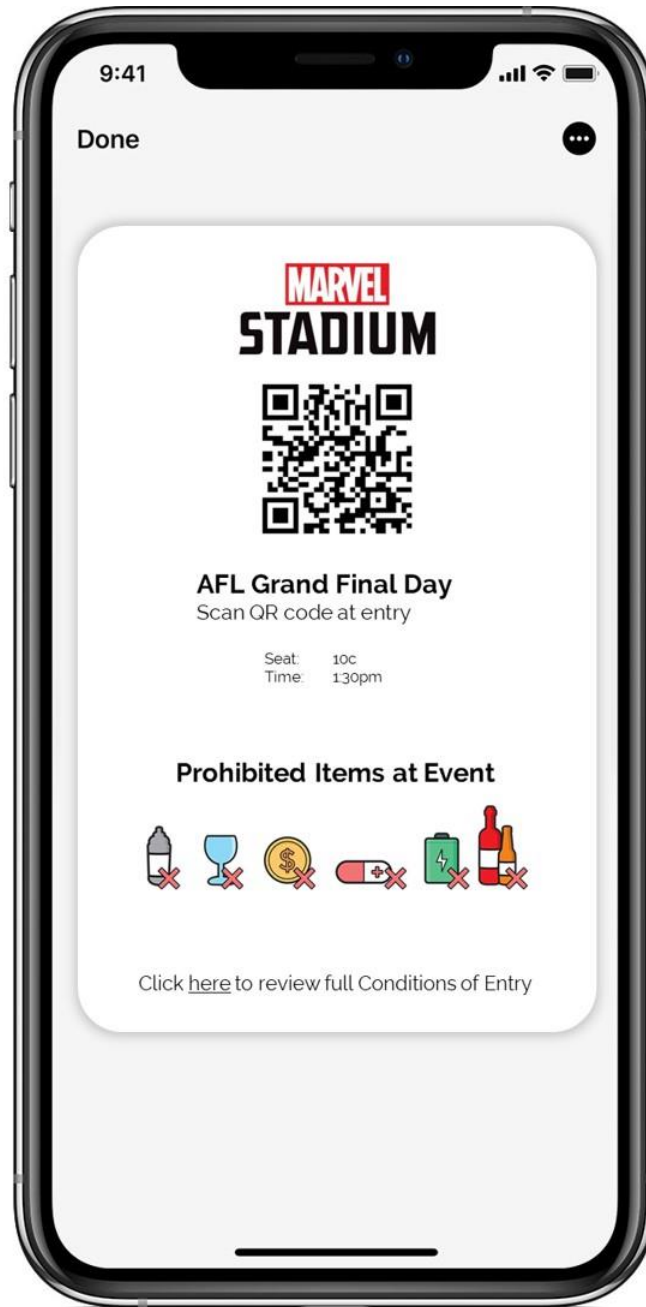
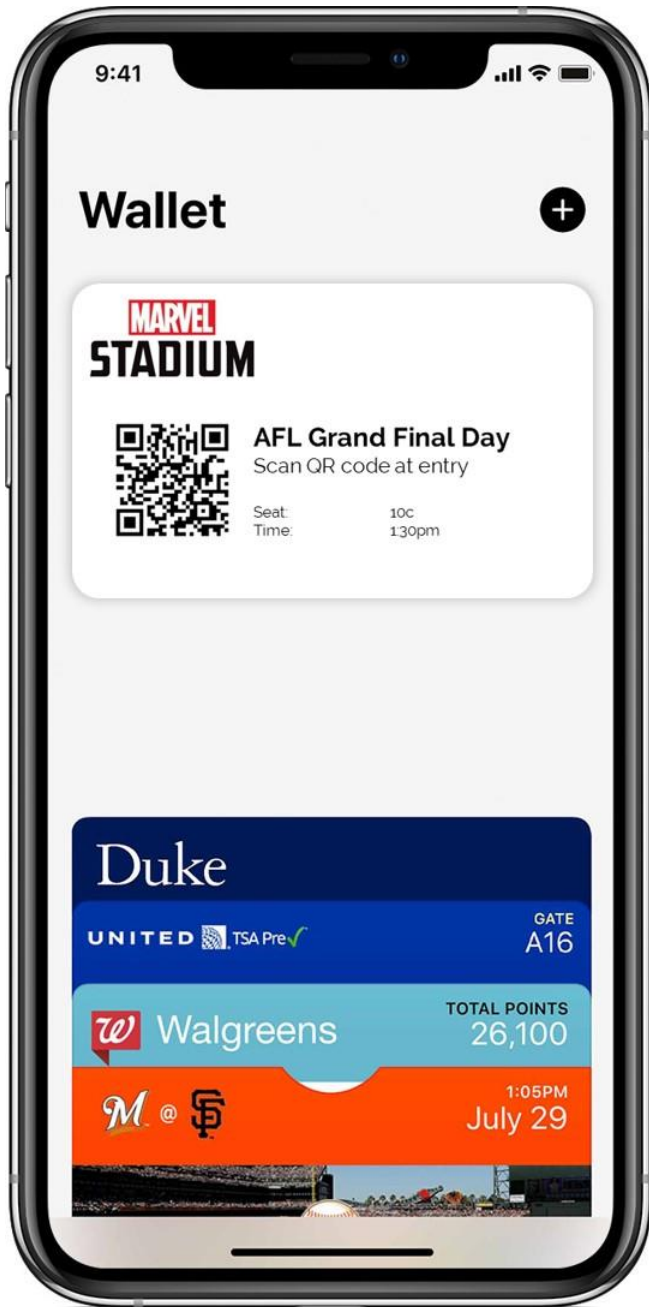
Conditions of Entry

For the comfort, safety and enjoyment of all patrons, staff and event participants and/or pursuant to the Major Sporting Events (Crowd Management) Act 2009 (Victoria) please note the following Conditions of Entry that apply in relation to all patrons' use and entry to Marvel Stadium (Stadium) which is owned and operated by Melbourne Stadiums Limited (MSL).

1. By entering the Stadium each patron acknowledges and agrees to be bound by these Conditions of Entry and that s/he has had sufficient opportunity to read and understand these Conditions of Entry.
2. MSL reserves the right to refuse entry to the Stadium to any patron, bag, vehicle or other objects for any reason whatsoever (subject only to applicable laws).
3. Concession patrons must show a valid identification card as proof of eligibility at the ticket box and at the turnstile.
4. MSL reserves the right to manage patron, vehicle and bag access to the Stadium through manual and screening equipment/checks. Patrons must comply with any request for electronic, mechanical and/or personal body, bag or vehicle searching. Patrons must not attempt to conceal their identity, either at the point of entry or while inside the Stadium. MSL will respect cultural differences and medical conditions, but reserves the right to refuse entry to, or remove from, the Stadium anyone who covers their face with a scarf, balaclava, mask, helmet, etc.
5. MSL reserves the right to inspect any bag and/or articles of clothing for the following prohibited items:
 - alcohol
 - illegal substances including controlled, dangerous or illicit drugs
 - glassware, glass bottles or cans, including spray cans
 - musical instruments and noise makers, including whistles, noisemakers, horns, drums, and vuvuzelas
 - unauthorised temporary signage and promotional products
 - flags/banners with handles exceeding 1.6 metres
 - fireworks/flares/flare pointers or lights/smoke generators
 - candles or scented paper
 - balloons or other inflatable items
 - knives or other dangerous weapons
 - firearms, explosives, chemical, radioactive or biological substances
 - chairs/stools
 - rollerblades/skates, skateboards, scooters, segways or bicycles
 - animals (other than guide/assistance dogs)
 - professional cameras, audio recording equipment, video cameras or tripods
 - any large item that cannot be placed under a seat.
 - any other item that in the opinion of MSL could cause harm, injury or public nuisance or otherwise compromise the safety and security of other patrons.
6. The carriage and operation of drones (or any such aircraft) or other remote controlled vehicles is strictly prohibited.
7. Patrons are not permitted to throw any objects around or within the Stadium.
8. Umbrellas are permitted inside the Stadium however cannot be opened within the Stadium.
9. Phones, pagers, radios, bags and other belongings are permitted into the Stadium however must be able to fit safely under the patron's seat without impeding access.
10. Unauthorised soliciting and customer surveying is not permitted within the Stadium.
11. Alcoholic beverages must not be taken into or from the Stadium.
12. Alcohol may only be consumed in designated areas.
13. The Stadium is a smoke-free venue - smoking (including the use of e-cigarettes) is not permitted within the venue or in the designated smoke-free areas outside.
14. Patrons must occupy the seat specified on their ticket.
15. Patrons must retain their tickets in their possession at all times whilst within the Stadium.
16. Tickets to events at the Stadium must not be used in relation to any unauthorised promotion or competition. Unauthorised promotional or commercial activities within the Stadium, including in relation to an event or function or otherwise, are not permitted.
17. Pass outs will only be issued at the discretion of MSL (and patrons seeking to exit and subsequently re-enter the Stadium must do so with their nominated ticket and will be subject to security screening upon re-entry).
18. Any tickets that are damaged, defaced or have been purchased from an unauthorised agent will not permit the holder to be admitted to the Stadium.
19. By entering the Stadium patrons consent to their image, likeness or voice being captured and used as part of any recording of the event or for any other purposes determined by MSL.
20. Patrons may be liable for prosecution, fined or ejected from the Stadium if they:
 - have entered the Stadium and/or the field/pitch/arena without prior authorisation;
 - are deemed by MSL to be displaying disorderly, offensive or unlawful behaviour;
 - use foul or abusive language, or make racial or threatening remarks or gestures; or
 - fail to comply with any of these Conditions of Entry or requests from MSL staff or their representatives.
21. No ticket refund will be paid to patrons ejected from the Stadium. If removed, it is an offence to re-enter or attempt to re-enter the venue for a period of 24 hours.
22. Patrons under the age of 12 years must be accompanied by a parent or guardian at all times within the Stadium.
23. Sporting, concert and entertainment events, and other activities conducted at sporting and entertainment venues may be dangerous. Risks include collision with fixed or moving objects, falling or tripping, exposure to adverse weather, or acts of violence committed by other patrons. Patrons are admitted to the Stadium at their own risk. MSL will not be held responsible for any damages to, loss or theft of a patron's personal property nor for any other loss, damage or injury suffered by any patron, whether in contract, tort or statutory liability to the full extent permitted by law.
24. In order to enhance security, to protect the safety of persons at the Stadium and ensure compliance with conditions of use of the Stadium, MSL (and its contractors) may operate camera, surveillance or other monitoring equipment within and surrounding the Stadium (including security cameras). By entering the Stadium you consent to information about yourself (including images, data and photographs) being recorded by such equipment and to MSL disclosing this information to any third party (including law enforcement bodies, person involved in relevant legal or disciplinary actions and the governing bodies of organisations holding events at the Stadium) to the extent that MSL deems such disclosure to be necessary or appropriate so as to protect MSL's or those third parties' lawful interests, the public interest or the safety of persons or property at the Stadium.
25. Patrons have certain rights to access personal information held by MSL and can request access by contacting MSL's Privacy Officer by email to reception@marvelstadium.com.au or by telephone on (03) 8625 7700.
26. In addition to the above, MSL may exercise any rights granted under the Major Sporting Events Act 2009 (Vic) or other legislation or regulations pertaining to the Stadium.

These Conditions of Entry are to be read in conjunction with conditions of entry that may apply to (i) a particular event; (ii) MSL's ticketing agent's terms and conditions of ticket sale; and/or (iii) specific conditions of sports governing bodies or other event owners who conduct events at the Stadium (each as amended and subsequently published by the relevant third party on their official website from time to time). Each of these conditions may include additional terms to those set out in these Conditions of Entry, but these Conditions of Entry will prevail to the extent of any inconsistency. These additional conditions of entry are generally available on the websites of the relevant sports governing bodies' or event owners' websites (i.e. the official AFL, FFA or Cricket Australia) and on Ticketmaster's official website, and/or may be printed on tickets and/or posted at entry points to the Stadium.

MSL reserves the right to update, modify or change these Conditions of Entry from time to time. Any changes will be posted and available at www.marvelstadium.com.au and at entry points to the Stadium.



Distributing notice of
Conditions of Entry
and Prohibited Items
by integrating with:



Part 2.

UNIVERSITY PROJECTS

Hive Legal
Swinburne Law School

Our Client

- Established in 2014
- Lawyers work off-site opting for a mobile office
- Operates on a **value pricing** model



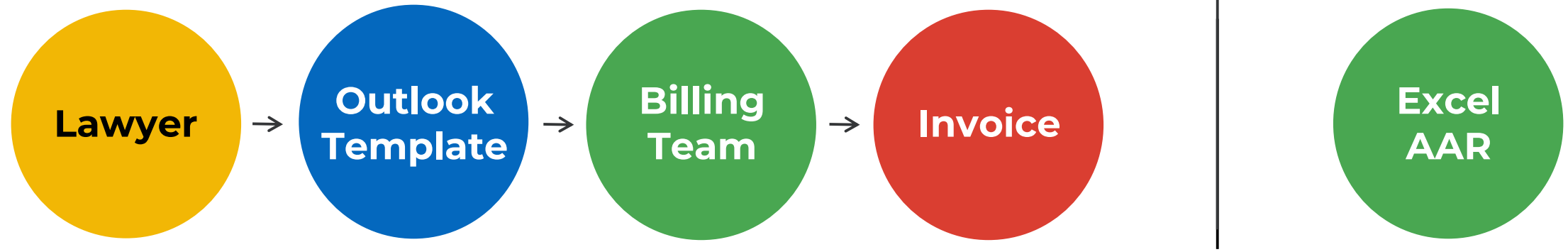
Client Problem

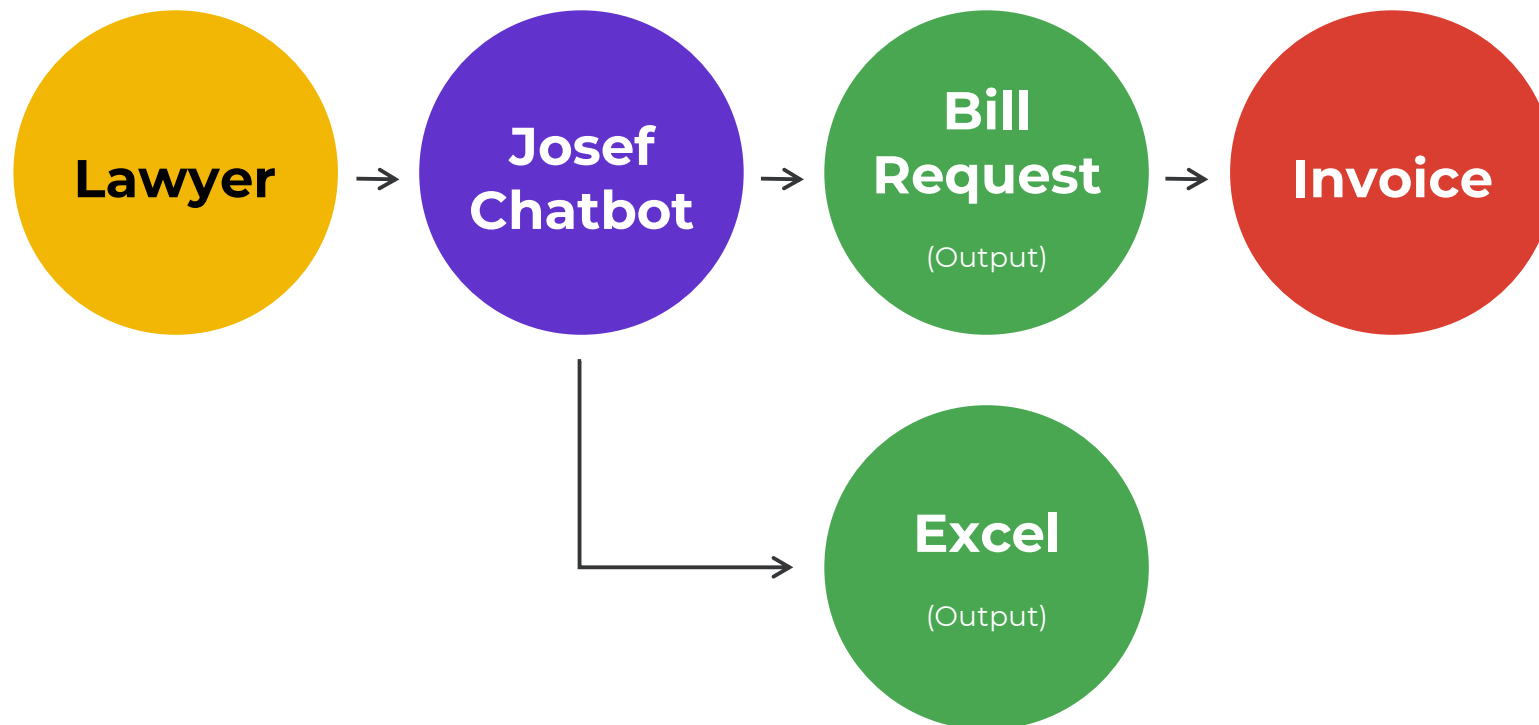
- Hive doesn't formally incorporate **feedback** from their clientele into their pricing methodology

Objective

- Optimise profitability
- “How much they bill” vs “How much they satisfy”









HIVE
LEGAL

SWINBURNE LAW SCHOOL

Health Check Chatbot

- Allows students to perform a health check on their current **course progress**
- Encourages students to complete their **electives/placements** at the recommended times



Are you a full-time or part-time student? ⓘ

full-time



How did you enter your degree?

undergraduate



What type of degree are you studying?

single



Which **year** of your studies are you currently in, or have most recently completed?

fourth



Which **semester** of your fourth year studies are you currently in, or have most recently completed?

first



How many **placements** have you completed?

1



Please select each of the following **electives** you've completed:

International Commercial Law

Media Law

Taxation Law

Public and Private International Law

Competition Law

Asian Commercial Law

Privacy Law

Indonesian Study Tour

Legal Tech and Innovation

Sentencing

US Intellectual Property Law

Send



Higher Education
Health Check Report

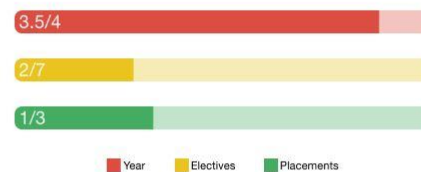
14 February 2020

Student Name: John Smith
Student Number: 101002003

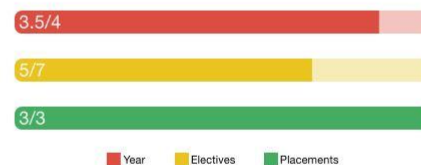
Dear John Smith,

Please review the following progress information about your **undergraduate Bachelor of Laws** degree.

Your Current Progress:



Recommended Progress:



What do my results mean?

- If you're **falling behind** your recommended course progress, you may need to adjust your course planner to include more electives and/or placements.
- If you're **significantly ahead** of your recommended course progress, you may need to adjust your course planner to include more core units.
- Please note that failing to adjust your course planner in either of the above circumstances has the potential to delay your graduation.
- Lastly, if you're roughly **on track**, congratulations!

Kind regards,

Swinburne Legal Tech

Part 3.

PROFESSIONAL EXPERIENCE

Xakia Technologies
Fourth Line

XAKIA TECHNOLOGIES

About

- Legal tech company
- In-house legal department **matter management** system
- Automates administrative and reporting tasks

My Role

- Legal Technology Assistant
- Programming **bespoke reports**
- Building/updating analytics tools

FOURTH LINE

About

- Legal tech company
- Ensures Financial Dealer Groups are meeting **compliance** obligations

My Role

- Legal Intern
- Training AI models to **automate** compliance review processes
- Reviewing compliance of client files

Analyzed text

John Smith, you are currently aged 48. You have three adult children who are financially dependent on you. You own your own business called Smith Building Goods. You advised us that your business has an estimated value of \$2million. You are currently paying off a business loan of \$250,000.

▼ Results

<div><div><div></div><div>Search</div></div></div>			<div><div><</div><div>1</div><div>></div></div> <div><div></div><div></div></div>	
Entity	Category	Confidence		
John Smith	● Person	0.99+		
Smith Building Goods	● Organization	0.99+		
\$2million	● Quantity	0.99+		
\$250,000	● Quantity	0.99+		
aged 48	● Quantity	0.81		
three adult children	● Quantity	0.80		

Part 4.

MY TIPS FOR NEW STUDENTS

Show Up!

Be Prospecting

Find Your Niche

TIPS

- 1. Show Up!**
Networking events, guest speakers
- 2. Be Prospecting**
Volunteer, join extracurricular projects, apply for internships, join campus clubs
- 3. Find Your Niche**
Something that makes you stand out



MADELINE CONNOLLY

Uncommon Law | Students With Edge



WHY SWINBURNE LAW?

- Focus on IP / technology
 - Trade marks
 - Copyright
 - Patents & Designs
- Smaller classes
- Contact with teachers
- Dean's Outstanding Achievement Scholarship (ATAR-based)
- Emerging law school

HIGHLIGHTS

- Oxford Intellectual Property Law Moot (twice)
- IP subjects (trade marks)
- Working in the law (some cool clients!)
- Law Students' Society



AFTER LAW SCHOOL

- Graduate roles & beyond
 - Big firms, mid-tier firms, small / boutique firms
 - Specialised IP firms
 - Government jobs
 - Community legal centres
 - In-house roles
 - The Bar
 - Masters, PhD (& academia)
 - Politics



THE LAW, GENERALLY

- Commercial law is competitive
- Excellent & rewarding career
- Non-traditional legal roles
- *Having a law degree is never a bad thing!*

WHO WOULD ENJOY THIS COURSE?

- Thoughtful, intelligent students
- Capacity to work hard
- Strong organizational skills
- Students that seek additional challenges
- Interest in current affairs, politics and government policies, economics, international relations, philosophy, morality and ethics, etc.

MYTHS

- You have to be a **genius**
- You will only **succeed** if **Mum and Dad are lawyers**
- Your time at university will be **miserable**
- There are **no jobs** in law
- You have to be good at **arguing**
- All lawyers are **nasty people**
- There is no **career longevity**
- You **can't have kids** and be a successful lawyer



Questions?

