Uncommon Law: Students With Edge
Career Practitioner Seminar
14/02/2020
JULES IOANNIDIS
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

Literature
Revolution
Studio Arts
Software Dev
General Maths

Critical
Analysis
Design
Logic

Law and
Technology
Part 1.

LEGAL TECHNOLOGY AND INNOVATION

Design Sprint
Conditions of Entry

For the health, safety and enjoyment of all patrons, staff and event organizers, please read the following Conditions of Entry that will be strictly enforced by the Mansfield Police Department and local law enforcement. Failure to comply with these Conditions will result in immediate ejection from the event. Failure to comply will result in confiscation of any prohibited items, arrest, and/or fine.

1. All attendees must have a valid ticket to enter the Stadium. Tickets must be obtained through legitimate channels and must be in the possession of the ticket holder at the time of entry.
2. No re-entry is permitted. Once a ticket is scanned, it is non-transferable.
3. No refund is available if an attendee chooses not to attend or is ejected from the event.
4. Admission to the event is time stamped and entry is allowed only during the hours of operation.
5. The Stadium will strictly enforce a color-coded bag policy. All personal bags will be screened and inspected by security personnel.
6. Prohibited items include, but are not limited to: weapons, fireworks, pyrotechnics, flares, lasers, drones, and oversized bags.
7. Food and beverages are not allowed to be brought into the Stadium. Water bottles and snacks are permitted.
8. All personal belongings must be stored in a secure location while attending the event.
9. Personal items are subject to search at any time.
10. The Stadium reserves the right to remove anyone from the premises for any reason.
11. The Stadium reserves the right to refuse entry to any person or group at any time.
12. Any law violations will be prosecuted to the fullest extent of the law.
13. The Stadium reserves the right to change the Conditions of Entry at any time.

Failure to comply with these Conditions will result in immediate ejection from the event. Failure to comply will result in confiscation of any prohibited items, arrest, and/or fine.
Distributing notice of Conditions of Entry and Prohibited Items by integrating with:

- Wallet
- Google Pay
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”
Lawyer → Josef Chatbot → Bill Request (Output) → Invoice

Excel (Output)
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?

How many placements have you completed?

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
Dear John Smith,

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

Your Current Progress:

- 3.54
- 6.7
- 1.3

Recommended Progress:

- 3.54
- 6.7
- 3.3

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

This advice is not constitute advice and may not be relied upon in any legal claim against Swinburne.
Part 3.
PROFESSIONAL EXPERIENCE

Xakia Technologies
Fourth Line
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
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
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.

<table>
<thead>
<tr>
<th>Entity</th>
<th>Category</th>
<th>Confidence</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Smith</td>
<td>Person</td>
<td>0.99+</td>
</tr>
<tr>
<td>Smith Building Goods</td>
<td>Organization</td>
<td>0.99+</td>
</tr>
<tr>
<td>$2million</td>
<td>Quantity</td>
<td>0.99+</td>
</tr>
<tr>
<td>$250,000</td>
<td>Quantity</td>
<td>0.99+</td>
</tr>
<tr>
<td>aged 48</td>
<td>Quantity</td>
<td>0.81</td>
</tr>
<tr>
<td>three adult children</td>
<td>Quantity</td>
<td>0.80</td>
</tr>
</tbody>
</table>
Part 4.
MY TIPS FOR NEW STUDENTS

Show Up!
Be Prospecting
Find Your Niche
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
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?