

INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

The future of the legal profession in a globalised and digitalised world

Xavier Costa, AlJA President M&A, Corporate Partner – Roca Junyent 4 December 2018 / Darmstadt, Germany





INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

AIJA at a glance

International Association of Young Lawyers









4,000+
active members in 90+ countries worldwide

700+
law firms of all sizes

60+
collective members

20
20 legal and business-related commissions

20+
seminars and conferences per year



Biggest threats to the legal profession

Resistance by lawyers to innovate

46.98%

Alternative providers of legal services
32.89%

Commoditisation of legal services
29.53%

Privatisation of justice
22.82%

Unaffordable fees

17.45%

Technology replacing human resources
16.11%

Economic factors
14.09%



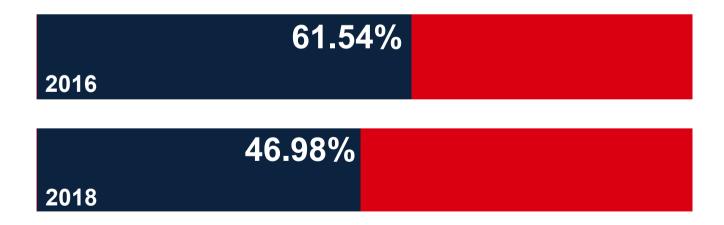
^{*} AIJA/CCBE survey on the future of the legal profession, 2018





Q: What is the biggest threat to the legal profession??

Compared to 2016 the legal profession is less resistant to innovation







Q: What is the biggest threat to the legal profession?

Less fearful of technology replacing human resources

28.21% 2016

16.11%2018





New technologies integration within law firms (2018)

Website	83.44%
Use of social media	00.4470
Lice of marketing tools	77.07%
Use of marketing tools	56.05%
Legal search engines	- 4 - - 0 0 (
Content management software	54.78%
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Collaborative tools for clients	19.75%
Providing online legal services	15.92%
Use of Artificial Intelligence	.0.02,0
Smart contracts/blockchain tech	11.46%
Chatbots	7.64%
Charbots	5.10%



Necessary skills for lawyers (2018)

Business minded	33.12%
General digital competence	33.1270
	17.20%
Management skills	15.29%
Innovative skills	10.83%

Psychological skills
7.01%

Financial and accountability skills
4.46%

Coding, data management and algorithm monitoring
1.91%

Other, e.g. value, empathy, strategy, communication skills
10.19%



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Thank You





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