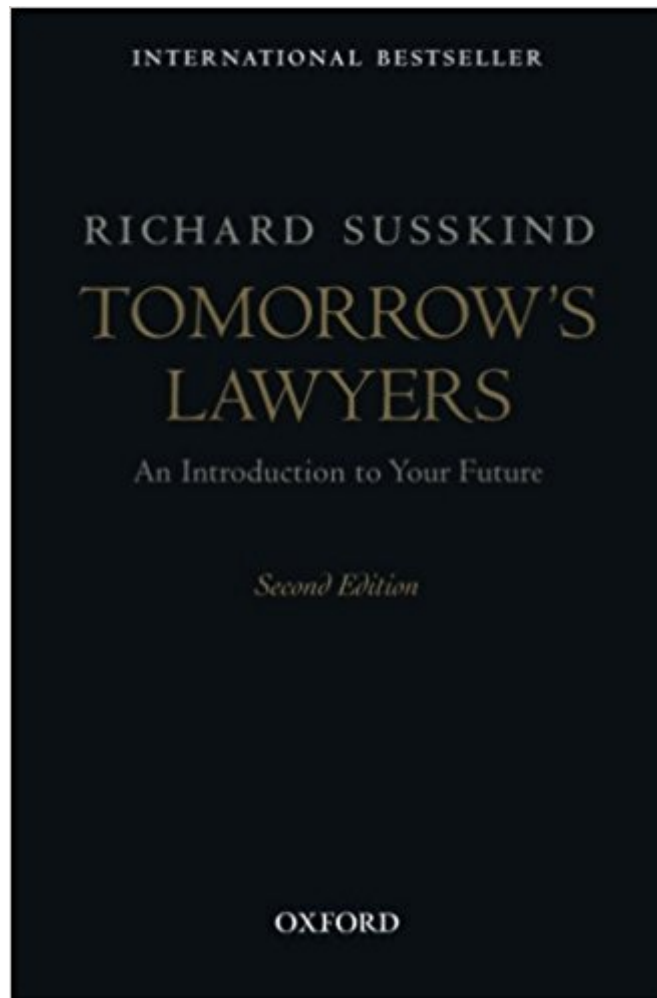




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# Tomorrow's Lawyers: An Introduction To Your Future



## Synopsis

Tomorrow's Lawyers predicts that we are at the beginning of a period of fundamental transformation in law: a time in which we will see greater change than we have seen in the past two centuries. Where the future of the legal service will be a world of internet-based global businesses, online document production, commoditized service, legal process outsourcing, and web based simulation practice. Legal markets will be liberalized, with new jobs for lawyers and new employers too. This book is a definitive guide to this future - for young and aspiring lawyers, and for all who want to modernize our legal and justice systems. It introduces the new legal landscape and offers practical guidance for those who intend to build careers and businesses in law. Tomorrow's Lawyers is divided into three parts. The first is an updated restatement of Richard Susskind's views on the future of legal services, as laid out in his previous bestselling works, *The Future of Law*, *Transforming the Law*, and *The End of Lawyers?*. He identifies key drivers of change, such as the economic downturn, and considers how these will impact on the legal marketplace. In the second part, Susskind sketches out the new legal landscape as he predicts it, including the changing role of law firms, and in-house lawyers, with virtual hearings and online dispute resolution. The third part focuses on the prospects for aspiring lawyers, predicting what new jobs and new employers there will be, and equipping prospective lawyers with penetrating questions to put to their current and future employers. This new edition has been fully updated to include an introduction to online dispute resolution, Susskind's views on the debates surrounding artificial intelligence and its role in the legal world, a new analysis of new jobs available for lawyers, and a retrospective evaluation of *The Future of Law*, Susskind's prediction published in 1996 about the future of legal services. This is the essential introduction to the future of law for those who want to succeed in the rapidly changing legal landscape.

## Book Information

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## Customer Reviews

"...all members of the legal profession and those thinking of joining should read this book very carefully because the subject-matter will not be going away for any of us." Phillip Taylor, MBE, The Barrister

Richard Susskind, OBE FRSE DPhil LLB FBCS; Honorary Professor, UCL Law School; Emeritus Law Professor, Gresham College; Law Professor, University of Strathclyde; Chair of Advisory Board and Visiting Professor, Oxford Internet Institute; IT Adviser to the Lord Chief Justice of England and Wales; President of the Society for Computers and Law Richard Susskind OBE is an author, speaker, and independent adviser to international professional firms and national governments. He is President of the Society for Computers and Law IT Adviser to the Lord Chief Justice. He holds professorships at Oxford University, UCL, Strathclyde University, and Gresham College. His work has been translated into more than 10 languages, and he has been invited to speak in over 40 countries.

Tomorrow's legal world bears little resemblance to that of the past, according to Richard Susskind in this book. The next two decades will bring more changes to legal institutions and lawyers than have the last two centuries. While traditional job opportunities for young lawyers are diminishing, a whole range of exciting new legal occupations will soon be created. First, the bad news. The changes in the legal profession coinciding with the global recession are here to stay. Even if and when the global economy recovers, the three main drivers of change will not be going away:\*

- The "more for less" challenge, in which companies have been putting pressure on their general counsel to cut legal budgets by 30 to 50 percent\*
- Liberalisation, which is allowing people who are not qualified as lawyers to provide particular types of legal services\*
- Information technology, which is becoming increasingly sophisticated so that computers can perform tasks that previously required skilled lawyers

To cope with the "more for less" challenge, law firms have tried charging less and alternative fee arrangements, but these efforts fail to achieve the cost reductions demanded by clients. The only two viable strategies, according to the author, are the efficiency strategy (which finds ways of cutting the costs of legal service) and the collaboration strategy (which involves clients sharing the

costs of particular legal services). These strategies will require the breaking down of legal services into standard parts and custom parts, with the standard parts being commoditised and outsourced, in-sourced or computerised. Courts will also experience radical changes, as access-to-justice issues are resolved not through higher levels of funding but through greater use of information technology. We can expect to see a whole range of online legal services including virtual courts and online dispute resolution. There will be new types of legal jobs, such as legal knowledge engineers, legal technologists, legal project managers, and online dispute resolution practitioners. As with any predictions of the future, those relating to the immediate future based on currently observable trends are more likely to be accurate than those relating to the more distant future. Nonetheless, I found this to be a fascinating and easy-to-read book, which should be of great interest to anyone involved in law firm management.

This book is about innovation, full stop, as much as it is about innovation in the legal procession. Substitute any profession in for lawyers, and it every argument will still apply. The first and last chapters encapsulate the conflict between the old and new guard, the "benevolent custodians" who are truly interested in leaving society better than they found it, and the "jealous guardians" driven only by self-interest. Susskind also provides a stimulating vision and roadmap about how to drive the necessary and inevitable transformation facing the legal profession.

Want to understand where the legal profession is heading and changing? This book provides strategic insight regarding answers to that question. Although published in 2012, it is relevant through 2020 and many of the early observations and predictions in the book have begun to occur between now and when the book first was published. I think it is particularly useful for General Counsel and senior corporate/organizational in-house lawyers to understand, develop and effectively and efficiently deploy multi-sourced legal services for their client organizations.

This was the book that started me doing so much further reading about what is going on now and the future for my profession. It was a good starting place and kind of the foundation all the additional knowledge I have gained as I have continued to read on this subject.

Good book, thought provoking and insightful for anyone in or considering the legal profession. This book and its ideas can be used in the legal profession to gain an edge and outpace your competitors

This book was solid in its approach and method. However, its substance lacked. Instead Susskind seemed to take an outline of a much better argument with more substance and put it in this book. There are times when Susskind sounds like a fortuneteller (or doomsayer depending on your predilection) when he is predicting the future. It's good to have his arguments in the back of your mind, but I wouldn't significantly shift my professional plans based on what he says in here.

I am using this book as a text for a Future of Law Practice class. It is written by noted commentator Richard Susskind who frequently speaks and writes on the topic as he has done for many years. It is a great way to get thinking about how the delivery of legal services is changing or will need to change. The book is focused on the large civil lawyer firms, so those interested in legal aid and criminal law will need to supplement this book with other sources. Overall, a worthwhile read from a long term expert on the topic.

Good reading.

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