

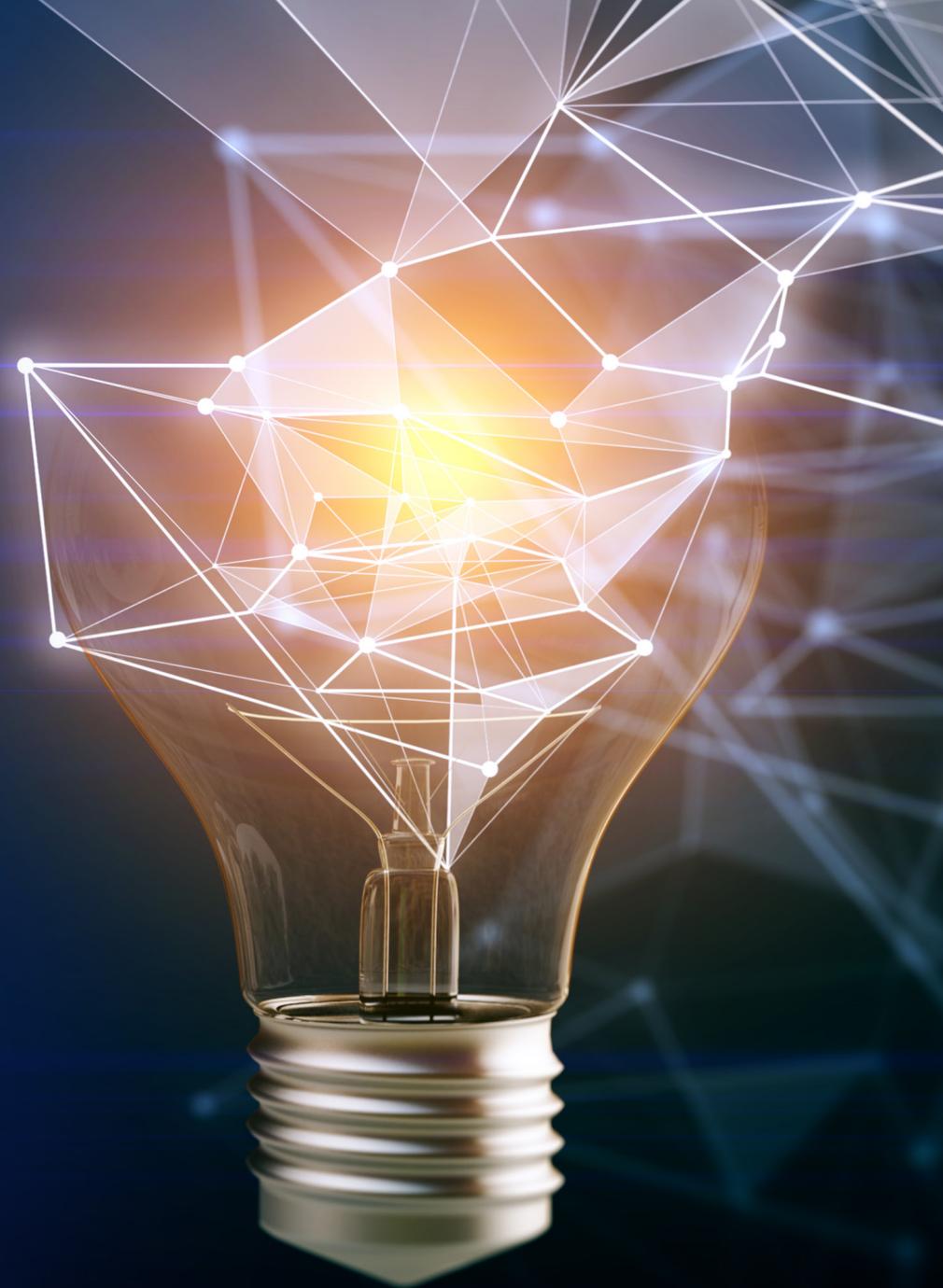
Queen's
Executive Education

FASKEN

Analytics and Innovation for Legal Professionals

Certified by the Law Society of Ontario

 6-PROGRAM REMOTE LEARNING SERIES



You've gained valuable experience and you have higher aspirations. Take the next step. We're ready when you are.

Smith School of Business is renowned for excellence, innovation and leadership in business education. From establishing the first undergraduate business degree a century ago, to founding the first university-level Executive Education Centre in the Canadian market, Smith School of Business is at the forefront of preparing participants and students for the marketplace.

Smith School of Business – By the Numbers

- 3,200 students annually
- 25,000+ alumni across the globe
- 120 award-winning faculty and professors
- Canada's most prestigious undergraduate program, with 8,000 applications received annually for 500 seats
- 15 graduate programs and one PhD program
- Partnerships with over 120 international business schools



This series brings together the best business, technical, and legal minds.

The legal profession is going through a period of drastic change. New skills and capabilities are needed to cope with today's challenges. In this one of a kind program, we have brought together the best business, technical and legal minds to show you the path forward. Learn how you can leverage AI, strategic innovation, and advanced analytics to take your legal career to the next level. This program is geared toward all audiences, including law firms, in-house teams, and sole practitioners who are looking to take full advantage of the ongoing digital transformation in law.

Learning Objectives & Key Takeaways

In these programs you will learn:

- How to foster a data-driven, analytical culture for managerial decision making
- The importance of best-in-class matter management in building the data set for lawyers
- The strategic and tactical roles that analytics play for the modern, data-driven practitioner
- A framework and set of key principles to optimize the implementation of AI throughout the organization
 - How to leverage innovation best practices for your legal team
 - How to assess the ethical considerations emanating from the automation of the legal industry



These programs are designed for legal professionals interested in taking advantage of the digital transformation in law.

Program Details

Dates

November 10, 12, 17, 19, 24 and 26

Price

\$800 + HST per program.

Complete five programs and get the sixth program free.

Schedule

Each program runs from 10:00am-1:00pm.

Breaks for lunch will be provided, as well as intermittent breaks throughout the day.

Who should attend

This program is designed for anyone in the legal profession.

This program has been certified by the Law Society of Ontario and is eligible for CPD professional development credits, across Canada. For participants outside of Ontario, we are happy to help with the application process for CPD credits. Please contact us at execed@queensu.ca for assistance.



This series is comprised of six programs



10:00AM-1:00PM (EST) | \$800 CAD

Big Data & AI for Legal Professionals

We've all heard about the potential for analytics and artificial intelligence to use big data to revolutionize products, services and the way people get work done.

But what are the core technologies behind these transformative forces? How do they work? More importantly – how can they help us do our work, better than ever before?

This session addresses the role of analytics and AI capabilities that rely on very large or unstructured data assets, for example: credit card transactions, social networks and online shopping data. You will survey the principles of AI and gain a foundation for using AI technology for data-driven decision making.

Designed for legal professionals with no previous analytics experience, the program skips technical jargon in favour of examining new technology through an easy-to-understand management lens. You'll map various business cases onto AI and data problems and recognize the possibilities of using Big Data and AI technologies to improve decision-making within your organization.

Session Leader: **Anton Ovchinnikov & Samuel Dahan**



10:00AM-1:00PM (EST) | \$800 CAD

Transform Your Legal Practice with AI

The promise of AI is real, and is already having deep ramifications for how we practice law. This program is your opportunity to learn about AI from one of the visionaries in the field.

To gain an appreciation for AI's rapid evolution, you will not only see what AI can do for your practice today, but where it is headed tomorrow.

Included throughout are practical examples of AI in action from across the legal industry, including successful AI initiatives already in place at Fasken.

Session Leaders: **Mark Bowman & Robert Garmaise**



Take any number of programs or the full series



NOV
17

10:00AM–1:00PM (EST) | \$800 CAD

Best Practices in Matter Management

Effective Matter Management is the foundation of legal practice today. We will teach you the best practices involved including how to optimize your processes, how to pick the right tools, and how to ensure that you are improving your approach with each successive matter.

In this session, you will get to see Matter Management in action at Fasken, and how it enables better organization and collaboration.

You will also be able to identify the steps needed to improve Matter Management at your organization, regardless whether you work for a large firm or a small in-house team.

Session Leaders: **Robert Garmaise & Peter Stovall**



A Recognized Symbol of Excellence

Participants who complete the series earn the Analytics and Innovation for Legal Professionals certificate.

NOV
19

10:00AM–1:00PM (EST) | \$800 CAD

Analytical Decision-Making for Legal Professionals

Making business decisions has never been easy. The uncertainty and complexity of the modern landscape make choices harder than ever, especially those involving new products and ventures.

In the era of big data and analytics, legal practices are under increasing pressure to improve decision-making by harnessing the extraordinary volumes of data collected.

But how can managers convert vast quantities of ill-structured data into manageable amounts of organized information to help them sharpen the decision-making process? And how can a complex decision even be made with conviction in such an unpredictable environment?

Session Leader: **Anton Ovchinnikov & Samuel Dahan**

NOV
24

10:00AM–1:00PM (EST) | \$800 CAD

Innovating for Success in Your Legal Practice

Innovation is more than just a mindset – it is the mechanism by which disruptions in law are taking place.

This session will equip you with the skills and courage needed to become a legal innovator for your organization. You'll gain in-depth knowledge about how the innovation process works, along with practical advice to get started, do more with less and drive your ideas forward into actionable, successful projects within your firm.

Session Leaders: **Robert Garmaise & Eowynne Noble**

Personal Benefits

- Position yourself as a leader of your firm's digital transformation
- Increase your department's effectiveness and performance by using information you have available to you in new ways
- Learn to assess your existing business for digital opportunities
- Build frameworks to measure and learn from your business - so you continue doing what works and stop doing what doesn't

Organizational Benefits

- Equip your firm's leaders with tools and information to strategically apply the data at their disposal
- Increase effectiveness and reduce risk through improved management decision-making
- Benefit from optimizing revenue management, dynamic pricing, and business modelling
- Discover real AI/analytics opportunities within your legal practice

NOV
26

10:00AM-1:00PM (EST) | \$800 CAD

Planning and Managing Advanced Analytics Projects for Legal Professionals

Before you can capture value from the data, analytics and Artificial Intelligence, you must first properly digitize the organization itself.

In practice, this means taking a holistic view of the organization, gaining an understanding of its current state of digitization, identifying the highest potential value gaps that exist, and determining how to best fill those gaps for maximum ROI.

For some law firms, the highest potential value exists in revamping key customer facing processes, digitizing data capture, and democratizing decision making. For others, the highest return lies in leveraging advanced analytics to design new products and dynamically price them, with underlying technological infrastructure serving as the key to unlock ROI.

Prior to this session, you will use an Analytical Project Opportunity Worksheet to brainstorm a potential application within your legal practice. Then, in the 3-hour online session, you will discover the do's and don'ts of ideating, incubating and managing analytical projects. You'll return to work with a game-plan for practical, value adding AI/analytics initiatives and effective digital transformation.

Session Leader: **Anton Ovchinnikov & Samuel Dahan**



Complete five programs and get the sixth program free.

Session Leaders



Robert Garmaise

Chief Innovation Officer, Fasken

Robert is the Chief Innovation Officer at Fasken. He is responsible for transforming firm operations by pinpointing the products, process improvements and business model changes that will best position Fasken for future success. Robert has led major business transformation projects and held senior positions at McKinsey, Microsoft, Workbrain Corporation, Blockbuster Canada and Info-Tech Research Group. Robert holds an undergraduate degree in Mathematics from Harvard University and an MBA from Northwestern University.



Mark Bowman

Associate, Fasken & Founder of Meese AI

Mark Bowman is an Associate at Fasken's Toronto office where he works on legal artificial intelligence and Blockchain initiatives for the firm, and is the founder and CTO of Meese AI, a technology company specializing in developing legal technology using artificial intelligence. Mark has been developing legal technology for the past seven years, and spent a semester of law school as a Visiting Researcher at Stanford University's CodeX Center. Mark has been a practising lawyer at Fasken for five years, where he has developed a broad corporate/commercial practice with an expertise in technology transactions and other technology legal issues. Mark is a licensed Professional Software Engineer, with over ten years of experience building enterprise software systems, as well as an experienced project manager, with five years as a certified PMP.



Peter Stovall

Innovation Director, Fasken

Peter is an Innovation Director at Fasken designing and implementing innovative products, process improvements and business model changes. Together with the rest of Fasken's Innovation Team, Peter is transforming firm operations by recognizing the opportunities for change. He is well-versed in process improvement, ideation, and change management - with a particular interest in legal technology. Peter has previously overseen and supported Agile software development projects and app development at one of the UK's "magic circle" law firms. He enjoys establishing strong links between people (colleagues, clients and others) to ensure the creation of truly collaborative, human-centric solutions. A qualified lawyer, Peter previously practiced in the field of competition / antitrust and helped advise global corporate clients on complex merger control proceedings, investigations and general competition law issues. Peter holds an MA degree in Law from the University of Cambridge and speaks fluent Danish.



Eowynne Noble

Vice Chair, Professional Development Committee, Fasken

Eowynne Noble leads Fasken’s professional development team and is involved in the recruitment, training, and management and development of the firm’s students and associates. She is responsible for helping students and associates advance their individual career development goals through training, mentorship and feedback programs. As part of her role she also provides employment law support to the firm. Eowynne is a co-chair of the Student Development Committee, and Vice Chair of the Firm’s Professional Development Committee, and is a champion of the Firm’s diversity initiatives. She is also an active member of the National Association of Legal Professionals, and sits on the Summer and Articling Working Group.



Samuel Dahan

Assistant Professor

*MA (Sorbonne-Ecole Normale Supérieure Ulm),
LLM (Leuven), PhD (Cambridge)*

Samuel Dahan is a National Scholar and Assistant Professor of Law and at Queen’s University, as well as a lawyer and mediator. He is cross-appointed to both the Smith School of Business and Cornell University Law School, and is an affiliate faculty member of the Program on Negotiation at Harvard Law School. Dahan is the founder and Director of the Conflict Analytics Lab, a global consortium (Queen’s-McGill-Columbia-HEC) concerned with the application of data science and Artificial Intelligence to dispute resolution and law. He is also the founder and developer of MyOpenCourt, a platform that improves access to justice through predictive dispute resolution research.



Anton Ovchinnikov

*Distinguished Professor of Management Analytics,
Smith School of Business*

Anton Ovchinnikov is a Distinguished Professor of Management Analytics at Smith School of Business in Kingston, Canada. His research interests include, on the theoretical side, behavioral operations, revenue management and environmental sustainability. On the applied side, he studies data-driven applications in business, government and nonprofit sectors.

Anton’s work has been published in the leading academic journals. One of his academic papers was recognized as the finalist of the 2009 Junior Faculty Best Paper Competition held by the Institute of Operations Research and Management Sciences (INFORMS), and his applied work was recognized as the finalist in the 2014 INFORMS Revenue Management and Pricing section Practice Prize. In 2015 Anton received the Paul Kleindorfer Award in Sustainability from the Production and Operations Management Society (POMS) for his work on sustainable operations. His case studies also won several awards, including the 2005 and 2011 INFORMS Case competitions. Anton organized several conferences and is on the editorial review boards of two leading operations management journals; his contributions to the academic community also received multiple service awards.

Session leaders are subject to change

Queen’s Executive Education

By the Numbers

30,000+

alumni of our executive education programs

95%

of participants would recommend to a colleague or friend

3,500+

organizations have sent managers and executives to our programs

Managers and executives from

70+

countries have participated in our programs

Queen’s Executive Education

200 Front Street W, 30th Floor Toronto, Ontario, Canada M5V 3L2

Goodes Hall, Queen’s University, Kingston, Ontario, Canada K7L 3N6

execed@queensu.ca

Toll free 1.888.393.2338

smithqueens.com/execed

Information in this brochure is accurate at time of publication.

A20.0072