

LAWYERING SKILLS

Morning Session: Career Building

16 October 2026



Agenda

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Networking and making lasting impressions



Developing a professional image



Building an online presence



Job searching

NETWORKING

CONNECTION

Most people have soured on “networking.” What they actually respond to is connection.



Have a plan

How to approach it



Who you want to meet

Pick two or three people, not the whole room.



What you want to say

One clear line on who you are and what you're working on.*



What you want them to remember

One thing that makes you easy to place later (something you did or like?)



Your plan for the next event

1

Before

Pick who you want to meet and one thing to say.

2

During

Ask about them before you talk about you.

3

After

Follow up within 48 hours with something specific.



People can tell when you only want something from them.

Engage meaningfully, not strategically.

Use what's already there

Tools already available to you



Alumni networks

Built-in reason to reach out — you already have something in common.



Bar and practice associations

Regular events with a built-in professional purpose.



Student and professional groups

Lower-pressure settings to practice before it counts.



A Few Places to Start



AIJA



IBA - Young Lawyers' Committee



Young ICCA



Young Competition & Antitrust Network



ULB Alumni Network



Your Bar Association



Young European Patent Lawyers Association



They won't remember your argument. They'll remember how they felt.

Be sincere.

Ask, don't perform

How to actually connect



Ask before you tell

Let them go first — curiosity reads as more sincere than credentials.



Follow the thread that isn't law

Hobbies, travel, food — real conversation, not shop talk.



Let silence do some work

Listening includes the pause. Don't rush to fill it.



Say one thing about yourself people can repeat tomorrow.

Not your CV, one sentence that sticks.



WHAT IS A **PROFESSIONAL IMAGE?**

Is there only one way to be professional?

**Blending in and being remembered
aren't opposites.**

Balance is key.

What is a good lawyer?

Have you seen these characters?



Louis Litt



Elle Woods



Saul Goodman



Everything Sends a Message

Not brand. Care.



Clothes

Fit and upkeep say more than the label ever will.



Face & eyes

Whether you look rested, present, and engaged.



Materials

How you treat your things is what people assume about how you treat your projects.



**Some of it will show. That's fine —
just make sure it's on purpose.**

Bias is real. Use it — that's strategy, not manipulation.

HOW TO USE **SOCIAL MEDIA**

Communication is a two-way street



Which platform works depends on your audience.

Communication is a two-way street.

Read the Room, Then Pick the Platform

Same idea, different platform, depending where you are.



LinkedIn

The standard — the one employers and professors actually check.



Instagram

In Brazil, it's a professional space too — colleagues and clients expect to find you there.



TikTok

Is your audience there? What are you looking for?



How to Actually Use LinkedIn

Three habits that matter more than a redesign.



Keep it current

A stale profile reads as inactive.



Engage on purpose

Comment and like deliberately — you're teaching the algorithm what you value.



Post to contribute

Skip the AI generated showcasing. Share an opinion, a resource, an invitation.



Employers Are Watching

Add what's relevant. Skip what isn't.

WORTH POSTING



A conference takeaway

A case comment

A paper you're proud of

An invite to an event

SKIP IT



Your ranking of
conference hotel
breakfasts

Attacks on opinions



Inflating it is the fastest way to look unsure of what you actually did.

Let the work speak instead.

Was it worth it?

The message gets lost on the way



Was it worth it?

The message gets lost on the way

LinkedIn:

I am honored and thrilled to announce that I have been selected among the top 5 applicants who participated in professional and the most-respected exam which evaluates the skills and ability to operate fuel-based vehicles. I cannot wait to see what the next chapter holds, and I cannot express my appreciation to the ministry of transportation, Wendy's, Google, NASA, my neighbors who supported me during this difficult journey.

   7,465

273 comments

Reality:

I got my driving license





JOB HUNTING RELATIONSHIPS

It is never just about the job.

**Start with what you like.
Then specialise.**

Employers want people who want them specifically.

Your Best Tool: the LLM Network

Contacts beat cold applications.



Start talking to people

Let them know what you're interested in.



Offer help first

Show you're good at what you do.



Skip the ask

Never just “can you give me a job?”



**Most markets are saturated.
Even PhDs are doing internships.**

That's who you're competing with.

Apply Both Ways

Research the firm first. Can you answer: why them?



FORMAL

Updated CV — one page, what you actually did

Cover letter or email — no AI, don't repeat the CV

Say why you, why them



INFORMAL

Find people who worked there

Ask for advice — the process, the market

Virtual coffee, or catch them speaking



**Desperation shows. Take your time.
It's never too early to get involved.**

The job search can wait. Relationships can't.

AI SKILLS

Afternoon Session: AI Skills for Lawyers

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Why AI, Why Now



Prompting Fundamentals



Writing & Drafting with AI



Integrity & Disclosure

~~FUTURE~~

NOW

This isn't coming — it's already how lawyers work.



Where Lawyers Already Use It

This is already the job, not a preview of it.



Research

Finding case law, precedent, and comparative material fast.



Document Summarizing

Long contracts, disclosure bundles, hearing transcripts.



Review

A second pass on drafts before they go out.



You're the first generation without the training that came before.

I learned to question sources on paper. You have to learn that with AI.

LLM Models – how they work?

1

Training

It reads an enormous amount of text and plays a guessing game.

2

Patterns

It learns patterns, not a library of facts. The model doesn't store documents it can look up.

3

Guessing

When you ask something, it writes the answer one word at a time. Your question is the starting point.



LLM Models – how they work?

1 1 2 3 5 8

5 10 20 ...

London Rio de Janeiro Tokyo ...



LLM Models – how they work?

Are exams important to you?

Are 2nd-grade exams for 10-year-olds in schools in southern Finland important to you?



Qualification matters. How you ask a question matters.

The same question, asked precisely, gets a real answer instead of a guess.

What Good Prompts Include

Four things that separate a useful answer from a guess.



Context

Who you are, what you're working on, what the AI should already know.



Task

The specific question or output you actually want.



Constraints

What to avoid — don't invent sources, don't flatter you, stay critical.



Format

Length, structure, and tone you expect back.



Writing & Drafting with AI

How to use AI in your LLM



A

Academic Policy

- No AI on exams
- Ok as aid
- Integrity, rigour and transparency

B

Paper & Presentation Guidelines

C

AI Disclosure Form

AI is not Harvey. It's Mike Ross.

Seems talented and fast but has questionable ethics and is lost without guidance.

AI'S VOICE

YOUR VOICE

Writing like everyone else doesn't help you fit in — it costs you the chance to stand out.



**It can be imperfect.
It must be imperfect.**

That's what makes it yours.

The AI-Assisted Research Process

Four steps, in order — skipping the order is how you lose your voice.



Set the rules first

Don't invent sources, don't flatter me, analyse critically, cite your tools.



Brainstorm, don't outsource

Use it to explore angles and pick a topic — then question everything it says.



Write the first draft yourself

Ideas in bullet points, unplugged. AI can comment on order and gaps, not write it for you.



Limit what you hand back

Ask for suggestions, not corrections. It simplifies the process — it doesn't replace you.



**AI is not your replacement.
It's your best assistant.**

If it replaces you, the problem was never AI.

How This Applies to Your P&P



Research is still yours

AI can't replace the personal reflection and primary-source research the P&P is testing.



Disclose what you used

A signed AI disclosure form goes with every submission — true and accurate.



Defend it orally

45 minutes, you need to know and understand what you wrote. You can't defend what you didn't do.



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AI Disclosure Form

Undisclosed AI use isn't a shortcut. It's a failing grade.

The disclosure form is the difference between using AI and hiding it.

~~HYPOTHETICAL~~ **REAL**

These aren't warnings. They're what already happened to real lawyers.



Roberto Mata v. Avianca (2023)

New York federal court — knee injury case - one of the first warnings.



The Filing

A ChatGPT-drafted brief cited several court decisions. All invented.



The Catch

Opposing counsel couldn't find any of them. Neither could the judge.



The Cost

\$5,000 in sanctions, and mandatory AI ethics training for both lawyers (plus humiliation).



Chowdhury Rahman (2025)

UK Upper Tribunal — immigration case - 19 years at the Bar. Still got caught.



The Filing

Grounds of appeal citing a dozen authorities — several entirely fictitious.



The Catch

Asked to walk the judge through the cases, he couldn't explain a single one.



The Cost

Referred to the Bar Standards Board for a disciplinary investigation.



Cork v. Smith (2026)

UK High Court — a top-20 firm, not a solo practitioner.



The Filing

Court letters cited an insolvency rule that doesn't exist — twice, in the same case.



The Catch

The judge suspected an AI hallucination that had never been checked.



The Cost

Self-reported to the SRA. Three solicitors now under review.

“Legal professionals bear ultimate responsibility for their work and **cannot outsource the process of legal research or of legal reasoning to an AI.**”



**It will look great.
That's exactly the problem.**

You can't defend a conversation you never had — fact-check it, question it, ask what it missed.

Moot Court Seminar

A practical elective on advocacy — spring semester.



36 Hours, 12 Sessions

Three hours each, hybrid — half in person, half online.



Learn by Doing

Moot court and advocacy simulations at partner law firms — at least three planned.



How You're Graded

A written advocacy exercise, moot court simulations, and participation.

Advocacy skills for in and out of court.

Rhetoric, legal writing, verbal and non-verbal communication, and emotional intelligence — through arbitration, IP, and commercial law case work.



I'M DONE.