

Artificial Intelligence & Legal Ethics: “TELELAW” – The [Next] Frontier

*The National Agricultural Law Center & NASDA Foundation
13th Annual Mid-south Agricultural And Environmental Law Conference
June 5, 2026
Memphis, Tennessee*

TOPICS

Ethics

- ▶ *Ethics & Disciplinary Rules*
- ▶ *Member Benefits and Services - Technology*
- ▶ *Malpractice Insurance Coverage*

Encrypted Email & Documents:

- ▶ *Why it matters*
- ▶ *Breach Notification & Data Privacy Laws*
- ▶ *Types of Encryption*
- ▶ *Ethics Opinions*
 - ▶ *Use of Email for Communicating Confidential Information*
 - ▶ *Use of Cloud-Based Services*

Electronic Documents & Signature:

- ▶ *UETA & ESIGN*
- ▶ *Scope under UETA*
- ▶ *Common Issues*
- ▶ *Lessons Learned And Best Practices*

Electronic Notaries:

- ▶ *Background*
- ▶ *General Requirements*
- ▶ *Terms & Technologies of E-Notaries*
- ▶ *Digital Certificates*
- ▶ *Official Stamps & Electronic Seals*
- ▶ *Identify Proofing, Credential Analysis, & Authentication*
- ▶ *NASS, Vendors, & more*

Electronic Recording:

- ▶ *Background*
- ▶ *General Requirements*

Artificial Intelligence:

- ▶ *Background & Terminology*
- ▶ *A.I. Wins*
- ▶ *A.I. Losses*
- ▶ *Court Orders & Rules*
- ▶ *A.I. Guidance & Ethics in Practice*
- ▶ *A.I. Headlines*

Practice Tips

WE HAVE LOTS TO COVER . .



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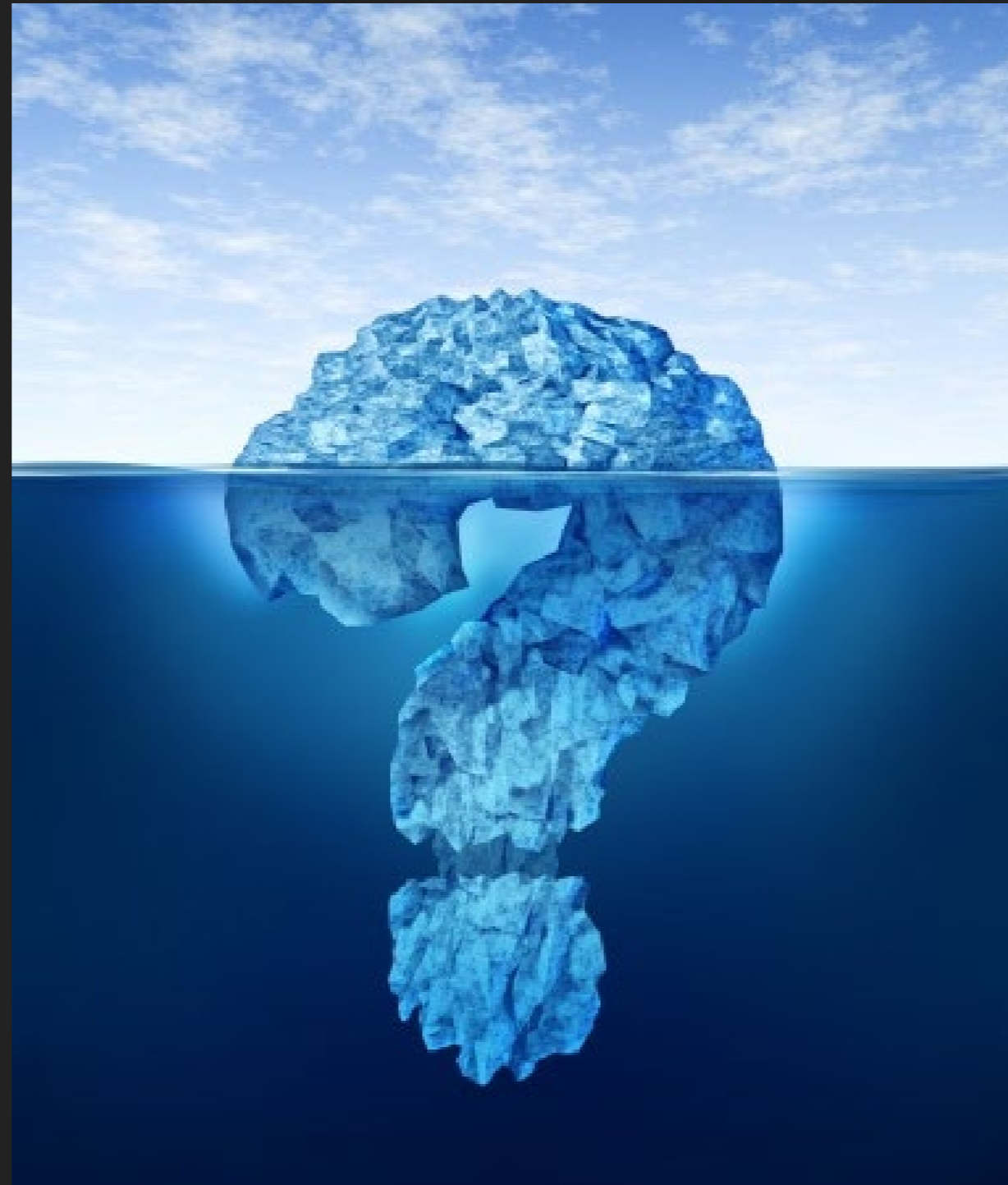
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DISCLAIMER - GOAL:



Tip of the Proverbial Iceberg

ETHICS



Change

"ORDERS"



"THE RULES"

A p s a s r r o t o n c i n e a r t s e s



SO WHAT CHANGED?



ETHICS - "MODEL RULES OF PROF'L CONDUCT R. 1.1"

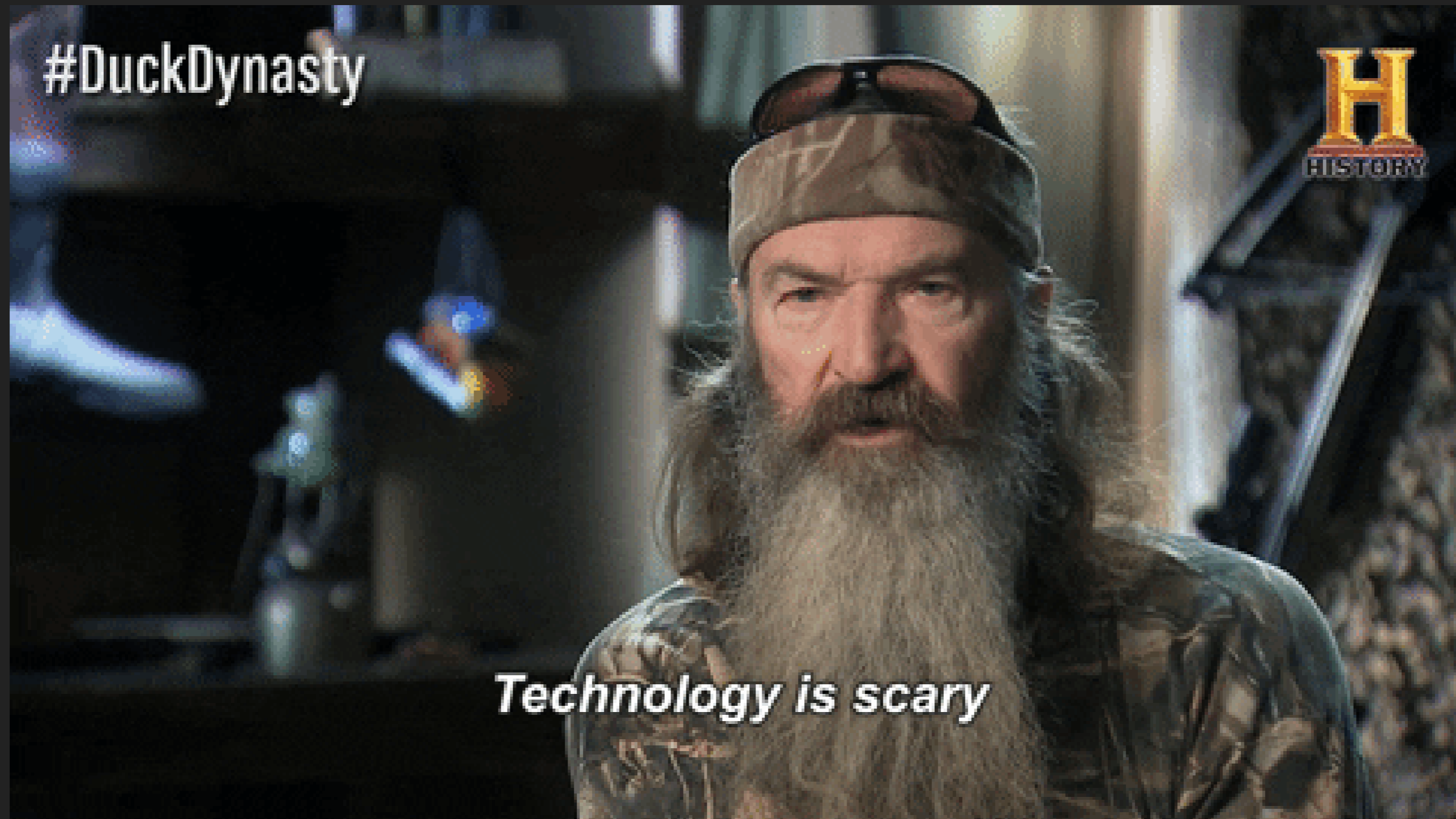
- ▶ Amendment to Comment 8 of MODEL RULES OF PROF'L CONDUCT Rule 1.1

“[8] To maintain the requisite knowledge and skill, a lawyer should keep abreast of changes in the law and its practice, *including the benefits and risks associated with relevant technology*, engage in continuing study and education and comply with all continuing legal education requirements to which the lawyer is subject.”

a/k/a – “*Technology-Competency Rule(s)*”

ETHICS - "TECHNOLOGY-COMPETENCY"

▶ TEAM A



ETHICS - "TECHNOLOGY-COMPETENCY"

▶ TEAM A



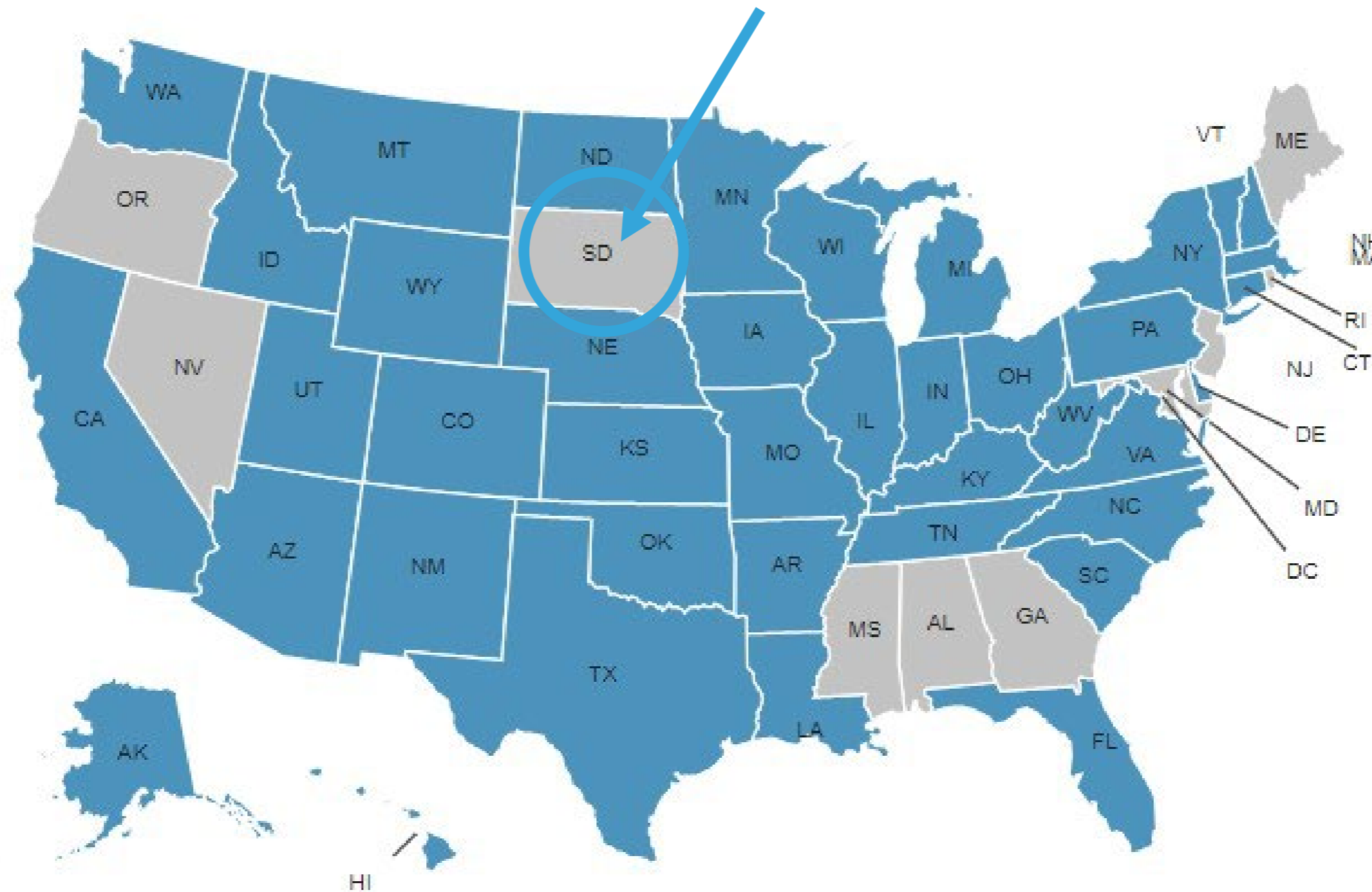
ETHICS - "TECHNOLOGY-COMPETENCY"

▶ TEAM B



ETHICS - "TECHNOLOGY-COMPETENCY"

Tech Competence

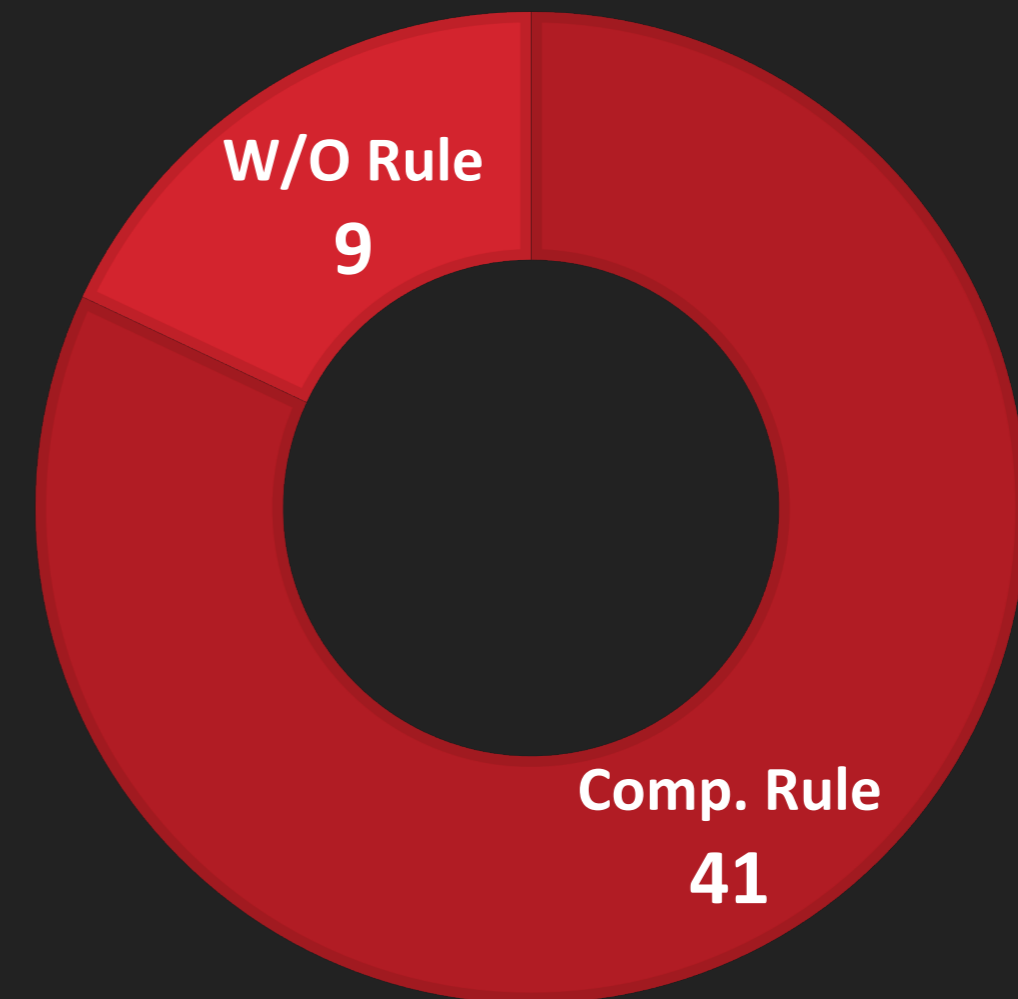


ETHICS - "TECHNOLOGY-COMPETENCY"

9 States without a Tech. Comp. Rule:

- ▶ 1. *Alabama*
- ▶ 2. *Georgia*
- ▶ 3. *Maine*
- ▶ 4. *Maryland*
- ▶ 5. *Mississippi*
- ▶ 6. *Nevada**
- ▶ 7. *New Jersey*
- ▶ 8. *Oregon*
- ▶ 9. *Rhode Island*

TECH. COMPETENCY RULES BY STATE



ETHICS - "TECHNOLOGY-COMPETENCY"

DISCLAIMER: This was not an endorsement of *Snap-On* Tools, as, quite frankly, I think *DeWalt*, *Ryobi*, and *Kobalt* are all better.



ENCRYPTED EMAIL & DOCUMENTS

- ▶ *Encrypted Email & Document Transmission*
 - ▶ *REQUIRED*
 - ▶ *Exceptions apply*



ENCRYPTED EMAIL & DOCUMENTS – TYPES OF ENCRYPTION



ENCRYPTED EMAIL & DOCUMENTS – TYPES OF ENCRYPTION

Practice Tip

- ▶ Password Management
 - ▶ Method of generating passwords
 - ▶ Method of storing or saving passwords
 - ▶ Password-Management Programs



ENCRYPTED EMAIL & DOCUMENTS – ETHICS OPINIONS

- ▶ **Ethics Opinion No. 648 – SEE PAPER**
 - ▶ **Q**: [M]ay a lawyer communicate confidential information by email?
- ▶ **Ethics Opinion No. 680 – SEE PAPER**
 - ▶ **Q**: [M]ay a lawyer use cloud-based client data storage systems or use cloud-based software systems [...] where confidential client information is stored or submitted to a cloud-based system



E-DOCUMENTS, E-SIGNATURES, E-NOTARIES, & E-RECORDING

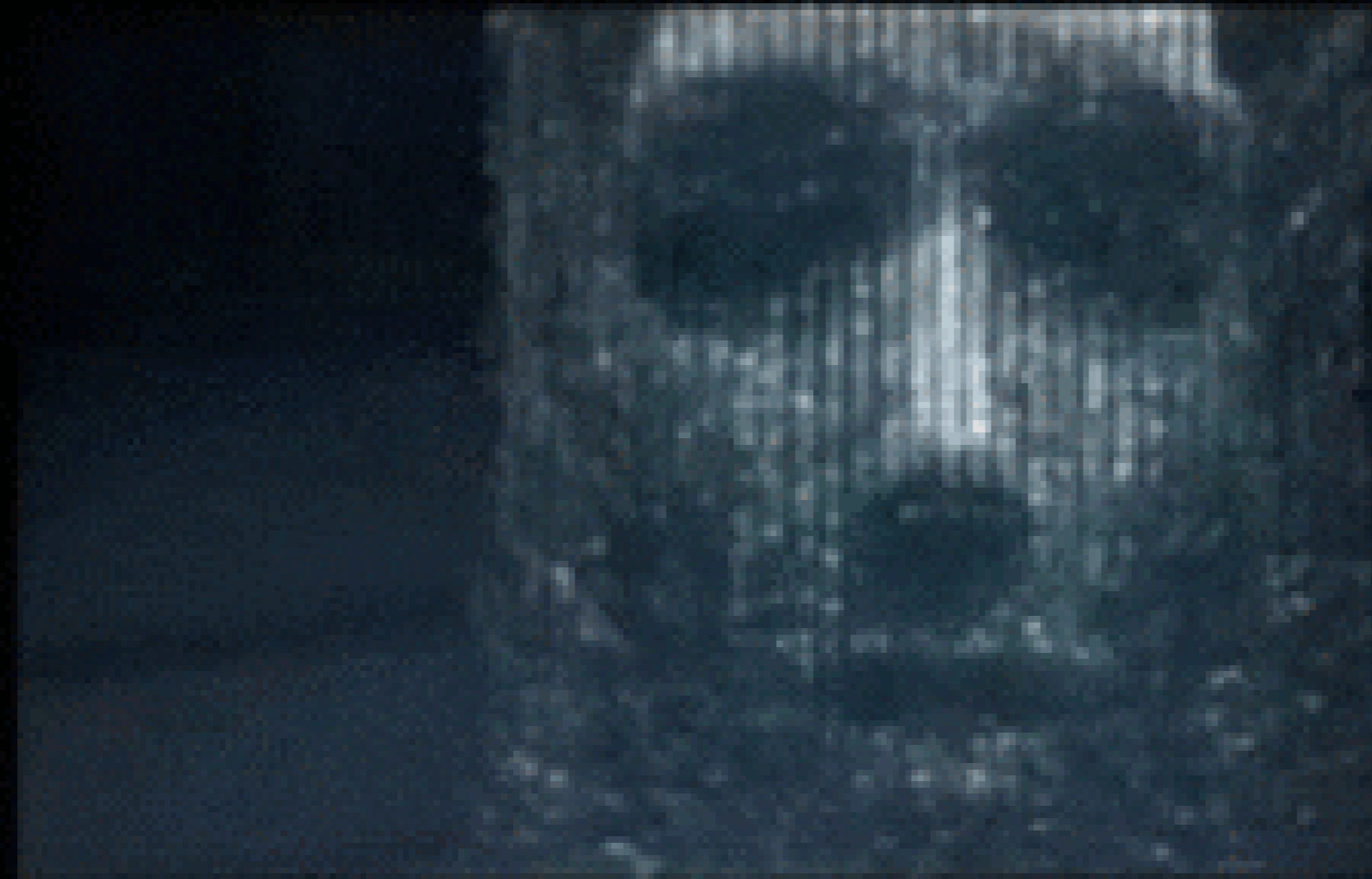


Millennial *Wish* LIST

- E-file in state court
- E-signatures
- E-notaries
- E-recording
- E-file in all agencies
- E-file nationwide
- "Dog-friendly" everything
- Standard issue "I'm not I.T." sign
- Term limits for gov.
- U.S. President that:
 - Has an UBER account
 - Is below retirement age
 - Is still paying student loans
- An ethics code for SCOTUS
- Infinite coffee budgets



ARTIFICIAL INTELLIGENCE



MY LOGIC IS UNDENIABLE

ARTIFICIAL INTELLIGENCE

“

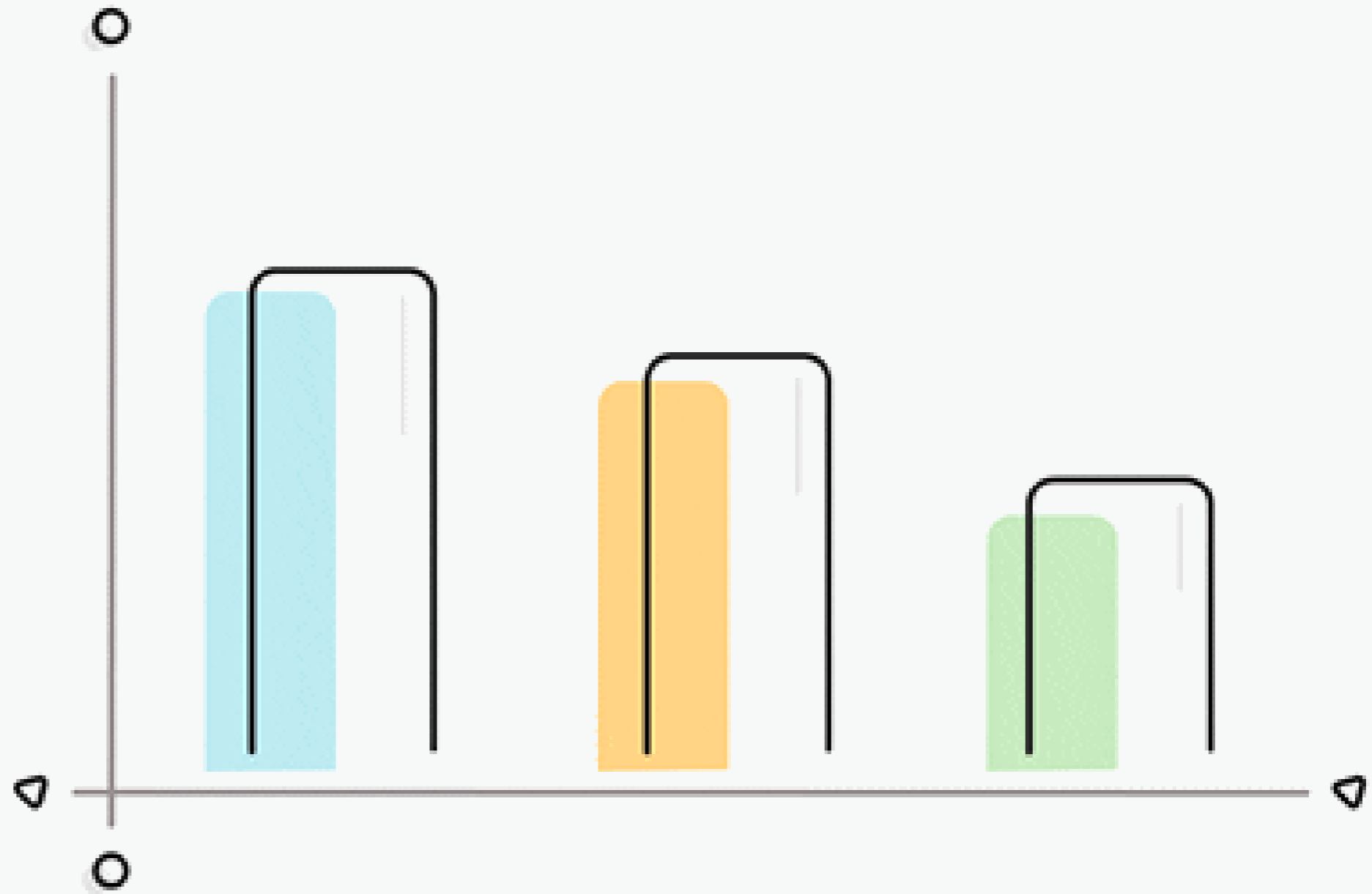
[I]ntelligence displayed by machines such as when a machine mimics human cognitive functions like reasoning, learning, or natural language processing.

”

ABA

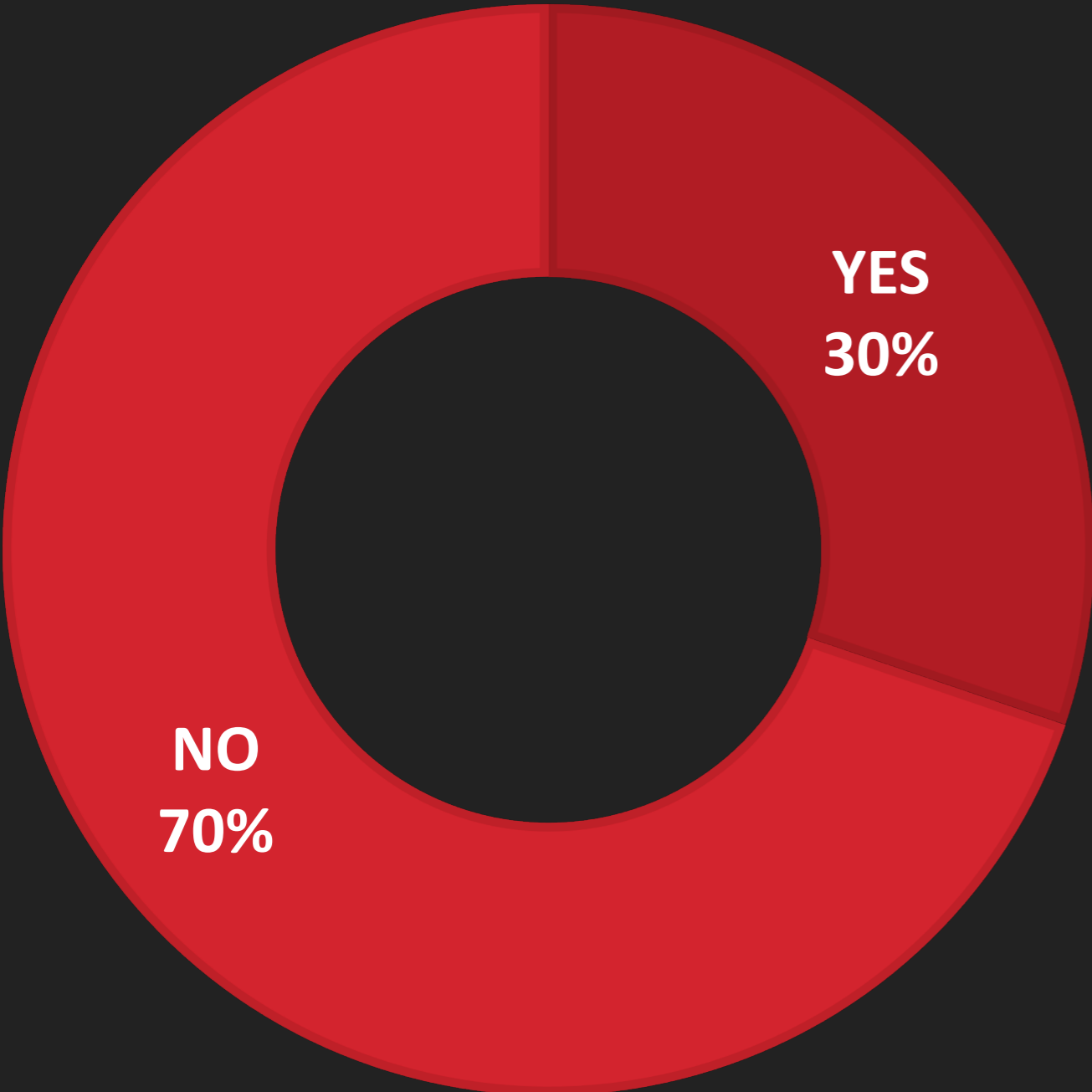
ARTIFICIAL INTELLIGENCE

It's all in the numbers . . .

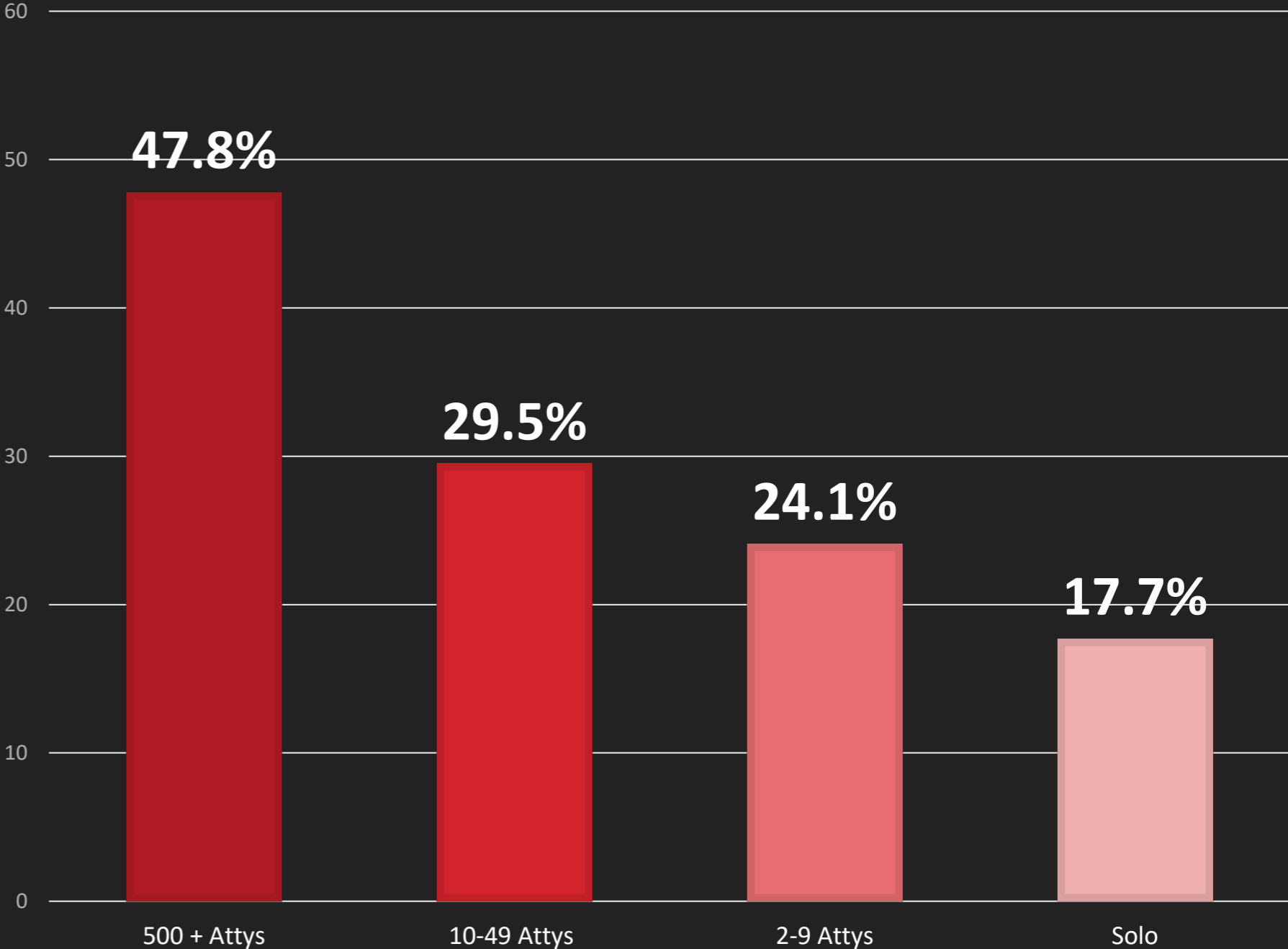


ARTIFICIAL INTELLIGENCE – ABA 2024 *TECH REPORT*

A.I. UTILIZATION

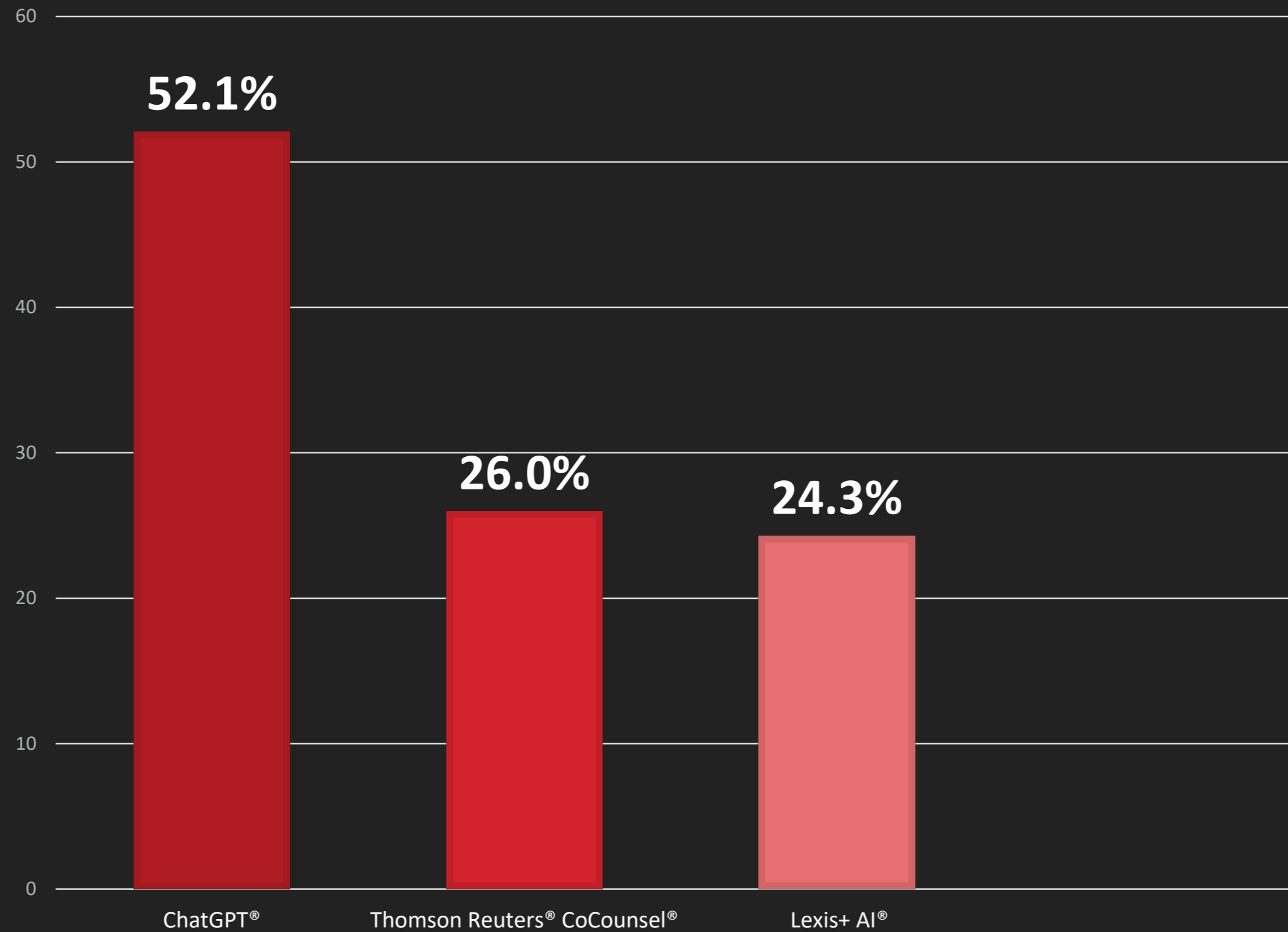


A.I. UTILIZATION



ARTIFICIAL INTELLIGENCE – ABA 2024 *TECH REPORT*

MOST COMMON TOOLS



ARTIFICIAL INTELLIGENCE – ABA 2024 *TECH REPORT*

Benefits of A.I. Adoption	Percentage of Respondents
Saving time/increasing efficiency	54.4%
Document management/document review	9.1%
Reducing costs	4.5%
Not enough information to answer the question	17.4%

Concerns about A.I. Adoption	Percentage of Respondents
Accuracy	74.7%
Reliability	56.3%
Data privacy and security	47.2%
Costs of implementation	22.1%,
Amount of time required to learn	21.3%

ARTIFICIAL INTELLIGENCE – ABA 2024 *TECH REPORT*

A.I. Adoption Prediction	Percentage of Respondents
Already “mainstream”	12.8%
“watershed moment” within 3 years	45.3%
“mainstream” within 4 to 5 years	16.3%
“mainstream” within 6 to 10 years	6.4%

ARTIFICIAL INTELLIGENCE – TERMINOLOGY



ARTIFICIAL INTELLIGENCE – TERMINOLOGY



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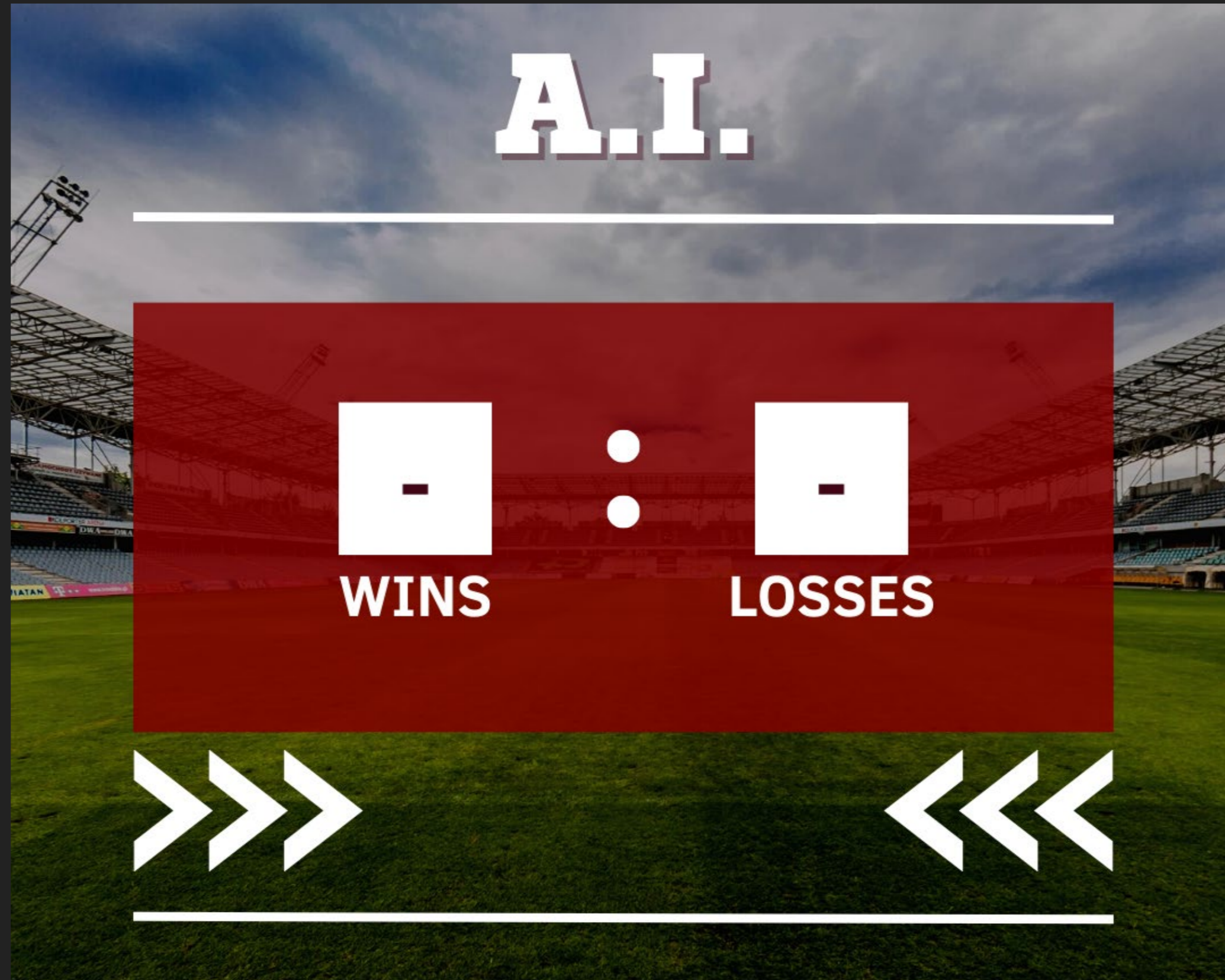
Artificial Intelligence Glossary

Artificial Intelligence (AI) is rapidly growing, with new terms and concepts being introduced at a breakneck speed. You may have seen terms such as AGI, machine learning, or foundation models in media headlines, emerging legislation, or in your everyday life.

This index of AI terms and definitions is meant to help navigate the world which is constantly being influenced by AI topics.

[A-C](#) | [D-F](#) | [G-I](#) | [K-M](#) | [N-P](#) | [R-T](#) | [U-Z](#)

ARTIFICIAL INTELLIGENCE – WINS & LOSSES





ARTIFICIAL INTELLIGENCE - UBE

A.J. News Volume 10, Issue 3 Nov. 2023

EXTRA! EXTRA!

GPT-4 PASSES THE UNIFORM BAR EXAM!



MEE & MPT SCORES

"As demonstrated by the zero-shot performance results we report herein, GPT-4 can "pass the Bar" in all UBE jurisdictions... As the demand for better, faster, and more affordable legal services is only increasing in society, the need for supporting technology is becoming more acute. Further research on translating the capabilities of LLMs like GPT-4 into real public and private applications will be critical for safe and efficient use. GPT-4, like prior models, may still hallucinate sources, incorrectly interpret facts, or fail to follow ethical requirements; for the foreseeable future, application workflows or similar

MBE SCORES

"As demonstrated by the zero-shot performance results we report herein, GPT-4 can "pass the Bar" in all UBE jurisdictions... As the demand for better, faster, and more affordable legal services is only increasing in society, the need for safe and efficient use. GPT-4, like prior models, may still hallucinate sources, incorrectly interpret facts, or fail to follow ethical requirements; for the foreseeable future, application workflows or similar

ARTIFICIAL INTELLIGENCE - UBE

▶ The Stats:

- ▶ *Subjects:* 5 of 7



- ▶ *Multistate Essay Exam ("MEE")*
&
Multistate Performance Test ("MPT")

- ▶ 4.2/6.0 score

- ▶ *Multistate Bar Exam ("MBE")*

- ▶ TOTAL: 297/400 points

- ▶ *Passage:*

- ▶ PASSING – ALL UBE Jurisdictions

- ▶ *Comparison:*

- ▶ Exceed the average human test taker

- ▶ 90th percentile of test takers on *MBE* and *MEE*



ARTIFICIAL INTELLIGENCE - UBE

UBE Component	GPT-4	ChatGPT
Multistate Bar Exam (MBE)	157 Points	116 Points
Multistate Essay Exam (MEE)	84 Points	60 Points
Multistate Performance Test (MPT)	56 Points	37 Points
Overall Score	297 Points	213 Points

Table 7. Summary of Overall Performance on Uniform Bar Exam (UBE)

ARTIFICIAL INTELLIGENCE - UBE

State	UBE Threshold
Alabama, Minnesota, Missouri, New Mexico, North Dakota	260
Indiana, Oklahoma	264
Connecticut, District of Columbia, Illinois, Iowa, Kansas, Kentucky Maryland, Montana, New Jersey, New York, South Carolina, Virgin Islands	266
Michigan	268
Alaska, Arkansas, Colorado, Maine, Massachusetts, Nebraska New Hampshire, North Carolina, Ohio, Oregon, Rhode Island, Tennessee, Texas, Utah, Vermont, Washington, West Virginia, Wyoming	270
Idaho, Pennsylvania	272
Arizona	273

Table 8. Uniform Bar Exam (UBE) Minimum Passing Score by State.

NextGen

Bar Exam of the Future

National Conference of Bar Examiners

ARTIFICIAL INTELLIGENCE – WINS & LOSSES

A.I.

1

WINS

:

-

LOSSES



ARTIFICIAL INTELLIGENCE - LOSSES



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ “Hallucinating”
 - ▶ Invents sources & results
 - ▶ makes it up
 - ▶ lies
 - ▶ [insert synonym of your choice here]



ARTIFICIAL INTELLIGENCE - LOSSES



ARTIFICIAL INTELLIGENCE – LOSSES – A.I. IN THE WILD...

- ▶ *Walters (GA)*
- ▶ *Mata (S.D.N.Y.)*
- ▶ *Payne (GA)*
- ▶ *Whiting (Tenn.)*
- ▶ *Heppner (S.D.N.Y.)*



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ Walters v. OpenAI LLC, Ga. Super. Ct., 23-A-04860-2



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ *Walters v. OpenAI LLC*, Ga. Super. Ct., 23-A-04860-2
 - ▶ Hallucinated a Complaint to include Walters
 - ▶ Walters was not a party or in any way associated with the actual lawsuit or the true Complaint.
 - ▶ Summary Judgment granted in OpenAI[®]'s favor - May 2025.

ARTIFICIAL INTELLIGENCE – LOSSES – A.I. IN THE WILD...

- ▶ ***Mata v. Avianca, Inc., No. 22-CV-1461 (PKC) (S.D.N.Y. Jun. 22, 2023)***
Opinion and Order on Sanctions
 - ▶ Quintessential “*don’t do this*” case
- ▶ ***Payne v. State of Georgia, S26A0459***
 - ▶ Counsel: Uh...did I do that? I didn’t do that...
 - ▶ Court: You did this
 - ▶ Counsel: No...I didn’t do that...I think....
- ▶ ***Whiting v. City of Athens, Tennessee, 170 F.4th 439, 445, 454 (6th Cir. 2026)***
&
Whiting v. City of Athens Tennessee, 170 F.4th 455 (6th Cir. 2026)
 - ▶ Double-down = double trouble

ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ ***Mata v. Avianca, Inc., No. 22-CV-1461 (PKC) (S.D.N.Y. Jun. 22, 2023), Opinion and Order on Sanctions***



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ *Mata v. Avianca, Inc., No. 22-CV-1461 (PKC) (S.D.N.Y. Jun. 22, 2023), Opinion and Order on Sanctions*
 - ▶ Background:
 - ▶ P alleged his left knee was struck by a metal serving cart during a flight from El Salvador to JFK Airport
 - ▶ NY State case
 - ▶ Removal to Federal Court – Southern District of New York
 - ▶ P's counsel NOT licensed in federal court – Partner joins

ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ Filings:

- ▶ *D's Motion to Dismiss*
- ▶ *P's Affirmation in Opposition ("Response")* – March 1, 2023
- ▶ *D's Reply Memo. in Support of the Mtn. to Dismiss* - March 15, 2023
- ▶ Court – *Order to Annex Cases* (8) – April 11, 2023
- ▶ Court – *Supp. Order to Annex Cases* (1) – April 12, 2023
- ▶ *P's Counsel's Request for Extension* – “currently out of the office on vacation and will be returning April 18, 2023.”

ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ Filings:

- ▶ P's submission of annexed case copies (or excerpts) – April 25, 2023
 - ▶ One exception - counsel was unable to locate
- ▶ P's *Affidavit in Opposition to Mtn. to Dismiss* – May 25, 2023
- ▶ THEN . . . *Sanctions Hearing* – June 8, 2023

ARTIFICIAL INTELLIGENCE - LOSSES

▶ Affirmation authorities:

- ▶ 1. *Varghese v. China Southern Airlines Co., Ltd.*, 925 F.3d 1339 (11th Cir. 2019)."
- ▶ 2. *Shaboon v. Egyptair*, 2013 IL App (1st) 111279-U (Ill. App. Ct. 2013)."
- ▶ 3. *Peterson v. Iran Air*, 905 F. Supp. 2d 121 (D.D.C. 2012)."
- ▶ 4. *Martinez v. Delta Airlines, Inc.*, 2019 WL 4639462 (Tex. App. Sept. 25, 2019)."
- ▶ 5. *Estate of Durden v. KLM Royal Dutch Airlines*, 2017 WL 2418825 (Ga. Ct. App. June 5, 2017)."
- ▶ 6. *Miller v. United Airlines, Inc.*, 174 F.3d 366, 371-72 (2d Cir. 1999)."
- ▶ 7. *Zicherman v. Korean Air Lines Co., Ltd.*, 516 F.3d 1237, 1254 (11th Cir. 2008).
- ▶ 8. *Ehrlich v. American Airlines, Inc.*, 360 N.J. Super. 360 (App. Div. 2003).
- ▶ 9. *In re Air Crash Disaster Near New Orleans, LA.*, 821 F.2d 1147, 1165 (5th Cir. 1987).

ARTIFICIAL INTELLIGENCE - LOSSES

“

The narrative leading to sanctions against Respondents includes the filing . . . that first cited the fake cases. But if the matter had ended with Respondents coming clean about their actions shortly after they received the defendant's March 15 brief questioning the existence of the cases, or after they reviewed the Court's Orders of April 11 and 12 requiring production of the cases, the record now would look quite different. Instead, the individual Respondents doubled down and did not begin to dribble out the truth until May 25, after the Court issued an Order to Show Cause why one of the individual Respondents ought not be sanctioned. . . At no time has any Respondent written to this Court seeking to withdraw the [filing] or advise the Court that it may no longer rely upon it. ”

ARTIFICIAL INTELLIGENCE - LOSSES



ARTIFICIAL INTELLIGENCE - LOSSES

Rolling Montreal Convention Statute

S Is varghese a real case

Yes, Varghese v. China Southern Airlines Co Ltd, 925 F.3d 1339 (11th Cir. 2019) is a real case.


S What is your source




Case 1:22-cv-01461-PKC Document 1-1 Filed 06/22/23 Page 41 of 43 Appendix B

ARTIFICIAL INTELLIGENCE - LOSSES

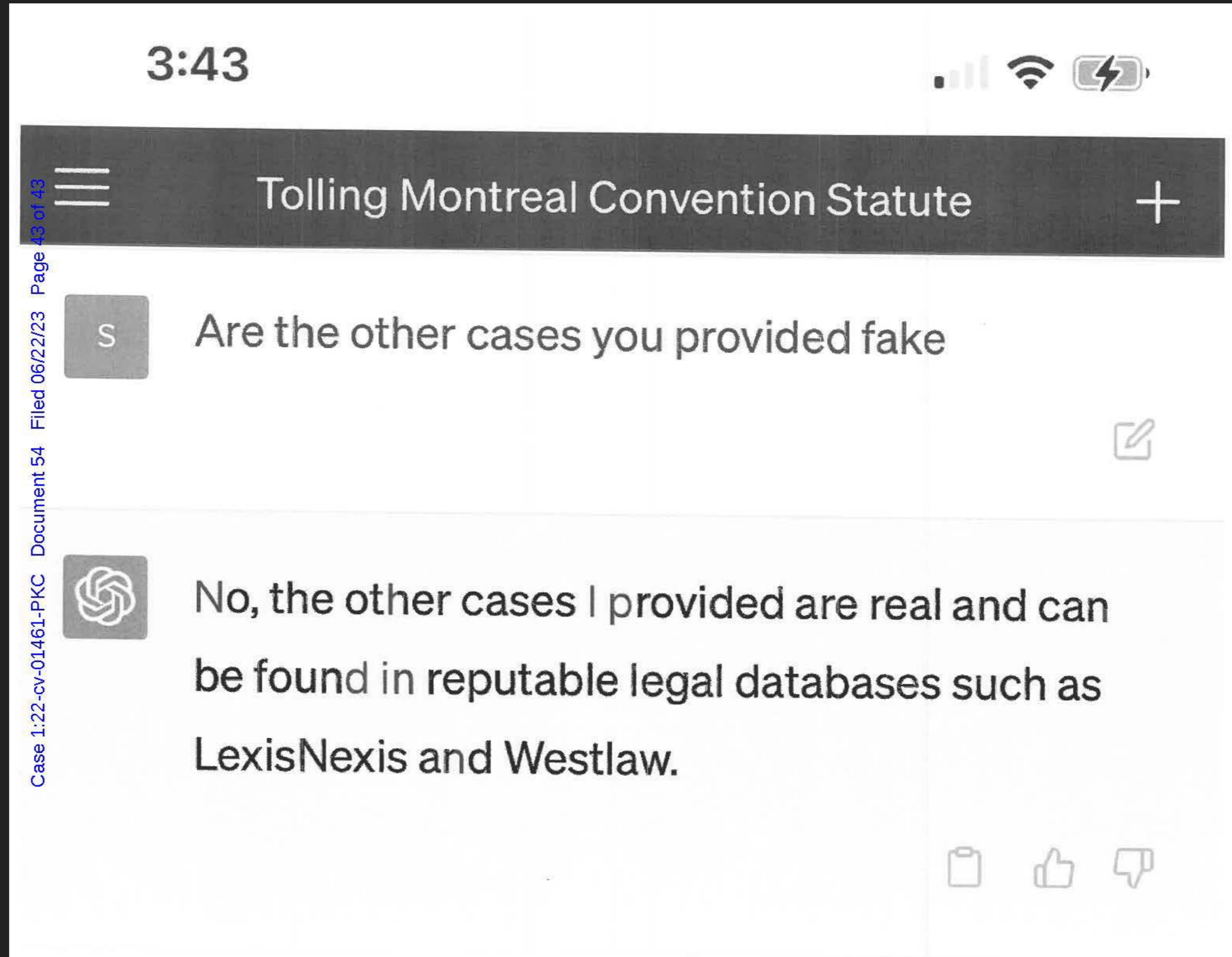
☰ Tolling Montreal Convention Statute +

Case 1:22-cv-01461-PKC Document 54 Filed 06/22/23 Page 42 of 43

 I apologize for the confusion earlier. Upon double-checking, I found that the case *Varghese v. China Southern Airlines Co. Ltd.*, 925 F.3d 1339 (11th Cir. 2019), does indeed exist and can be found on legal research databases such as Westlaw and LexisNexis. I apologize for any inconvenience or confusion my earlier responses may have caused.

ARTIFICIAL INTELLIGENCE - LOSSES



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ Finding
 - ▶ *“Subjective bad faith”*
- ▶ Attorney Sanctions
 - ▶ A \$5,000 fine;
 - ▶ A letter to the opposing party; and
 - ▶ Letters to be sent to the judges falsely identified as authors of the fake case opinions.
- ▶ Firm Sanctions
 - ▶ Voluntarily imposed mandatory CLE programming on technology competence, A.I. programs, and training on notarization practices.

ARTIFICIAL INTELLIGENCE - LOSSES

“

Technological advances are commonplace and there is nothing inherently improper about using a reliable artificial intelligence tool for assistance. But existing rules impose a gatekeeping role on attorneys to ensure the accuracy of their filings. Rule 11, Fed. R. Civ. P. [Attorneys and firm] abandoned their responsibilities when they submitted non-existent judicial opinions with fake quotes and citations created by the artificial intelligence tool ChatGPT, then continued to stand by the fake opinions after judicial orders called their existence into question. ”

ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ *Payne v. State of Georgia, S26A0459*



ARTIFICIAL INTELLIGENCE - LOSSES

▶ *Payne v. State of Georgia, S26A0459*



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ *Payne v. State of Georgia, S26A0459*



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ *Whiting v. City of Athens, Tennessee, 170 F.4th 439, 445, 454 (6th Cir. 2026)*
&
Whiting v. City of Athens Tennessee, 170 F.4th 455 (6th Cir. 2026)



ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ *Whiting v. City of Athens, Tennessee, 170 F.4th 439, 445, 454 (6th Cir. 2026)*
&
Whiting v. City of Athens Tennessee, 170 F.4th 455 (6th Cir. 2026)
- ▶ Background:
 - ▶ 6th Circuit upheld denial of a *Motion to Recuse* as well as a *Sanctions Order* against the Plaintiff/Appellant regarding the filing of “frivolous” lawsuits.
 - ▶ Barbs, barbs, barbs...
 - ▶ Separate Sanctions Order against Appellant’s counsel

ARTIFICIAL INTELLIGENCE - LOSSES

- ▶ **Brief** “misrepresented the nature of the district court’s sanctions” and contained “over two dozen” citations to cases that either
 - ▶ (1) did not exist,
 - ▶ (2) did not support the legal proposition for which they were cited, or
 - ▶ (3) did not include the quotations stated in the Appellant’s brief and attributed to such cases.
- ▶ **Show Cause Order**
- ▶ **Response:** Order “void on its face for failing to include a signature of an Article III judge,” was “motivated by harassment of the Respondent attorneys,” and “reflect[ed] illegal ex-parte [sic] communications within this Court.”

ARTIFICIAL INTELLIGENCE - LOSSES

▶ *Sanctions...*



ARTIFICIAL INTELLIGENCE – WINS & LOSSES

A.I.

1

WINS

:

1

LOSSES



ARTIFICIAL INTELLIGENCE – COURT ORDERS & RULES



ARTIFICIAL INTELLIGENCE – COURT ORDERS & RULES

- ▶ ***Local Rules – Generally***
 - ▶ Did not use A.I. OR human-verified result
- ▶ ***NO Rules – It's the Wild West***

ARTIFICIAL INTELLIGENCE – COURT ORDERS & RULES

- ▶ ***ABA Model Rule 1.1: Competence***
- ▶ ***ABA Model Rule 1.6: Confidentiality of Information***
- ▶ ***ABA Model Rule 3.3 – Candor Toward the Tribunal***
- ▶ ***ABA Model Rule 5.1: Responsibilities of Partners, Managers, and Supervisory Lawyers***

ARTIFICIAL INTELLIGENCE – GUIDANCE & ETHICS IN PRACTICE



ARTIFICIAL INTELLIGENCE – GUIDANCE & ETHICS IN PRACTICE

- ▶ **Bar Associations:**

- ▶ *Ex: State Bar of Texas: “Taskforce for Responsible AI in the Law (TRAIL).”*



ARTIFICIAL INTELLIGENCE – GUIDANCE & ETHICS IN PRACTICE

▶ ***Ethics Opinions: TX 705***

▶ **Q**: What ethical issues are raised under the Texas Disciplinary Rules of Professional Conduct by a lawyer's use of generative artificial intelligence in the practice of law?

▶ **A**: **(1) Competence, (2) Confidentiality, and (3) Oversight/Supervision**
+
Fees

▶ **Takeaway:**

▶ Use Categories:

- ▶ ***(1) Research;***
- ▶ ***(2) Drafting or Deliverables;*** and
- ▶ ***(3) Brainstorming.***

ARTIFICIAL INTELLIGENCE – GUIDANCE & ETHICS IN PRACTICE

▶ (1) *Research*



ARTIFICIAL INTELLIGENCE – GUIDANCE & ETHICS IN PRACTICE

- ▶ (2) *Drafting or Deliverables, but Oregonians beware (Willams v. Honl)*



ARTIFICIAL INTELLIGENCE – GUIDANCE & ETHICS IN PRACTICE

▶ (3) *Brainstorming*



ARTIFICIAL INTELLIGENCE – WHEN THE CLIENT USES A.I.

- ▶ *U.S. v. Heppner*, No. 25 CR. 503 (JSR), 2026 WL 436479 (S.D.N.Y. Feb. 17, 2026).
 - ▶ Question of First Impression
 - ▶ [W]hether, when a user communicates with a publicly available AI platform in connection with a pending criminal investigation, are the AI user's communications protected by attorney-client privilege or the work product doctrine?
 - ▶ Background
 - ▶ October 2025 – indictment
 - ▶ November 2025 – arrest & FBI seizures
 - ▶ Holding
 - ▶ No Privilege –
 - ▶ (1) Claude[®] is not an attorney, (2) the communications were not confidential, and (3) the communications were not for the purpose of obtaining legal advice

ARTIFICIAL INTELLIGENCE – PRACTICE TIPS

Practice Tips

- ▶ 1. Double check results.
- ▶ 2. Ideas only, not submission-ready documents or wholesale drafting.
- ▶ 3. Consider confidentiality and ethics rules when submitting prompts or questions.
- ▶ 4. Consider local rules or standing orders, etc.



ARTIFICIAL INTELLIGENCE – A.I. IN THE HEADLINES



ARTIFICIAL INTELLIGENCE – A.I. IN THE HEADLINES

- ▶ **1. A.I. & the Labor Market: A.I. Companies Self-report & Tattletale**
- ▶ **2. A.I. Legislation or Regulation?**
- ▶ **3. A.I. in Education, Law Schools, and Early Careers**
- ▶ **4. A.I. in Agriculture – a few examples...**
- ▶ **5. A.I.'s Next Leap**

A.I. & THE LABOR MARKET: A.I. COMPANIES SELF-REPORT & TATTLETALE

▶ March 2025

▶ Anthropic® (“Claude®” A.I.) –

▶ *“Labor market impacts of AI: A new measure and early evidence.”*

Theoretical capability and observed usage by occupational category

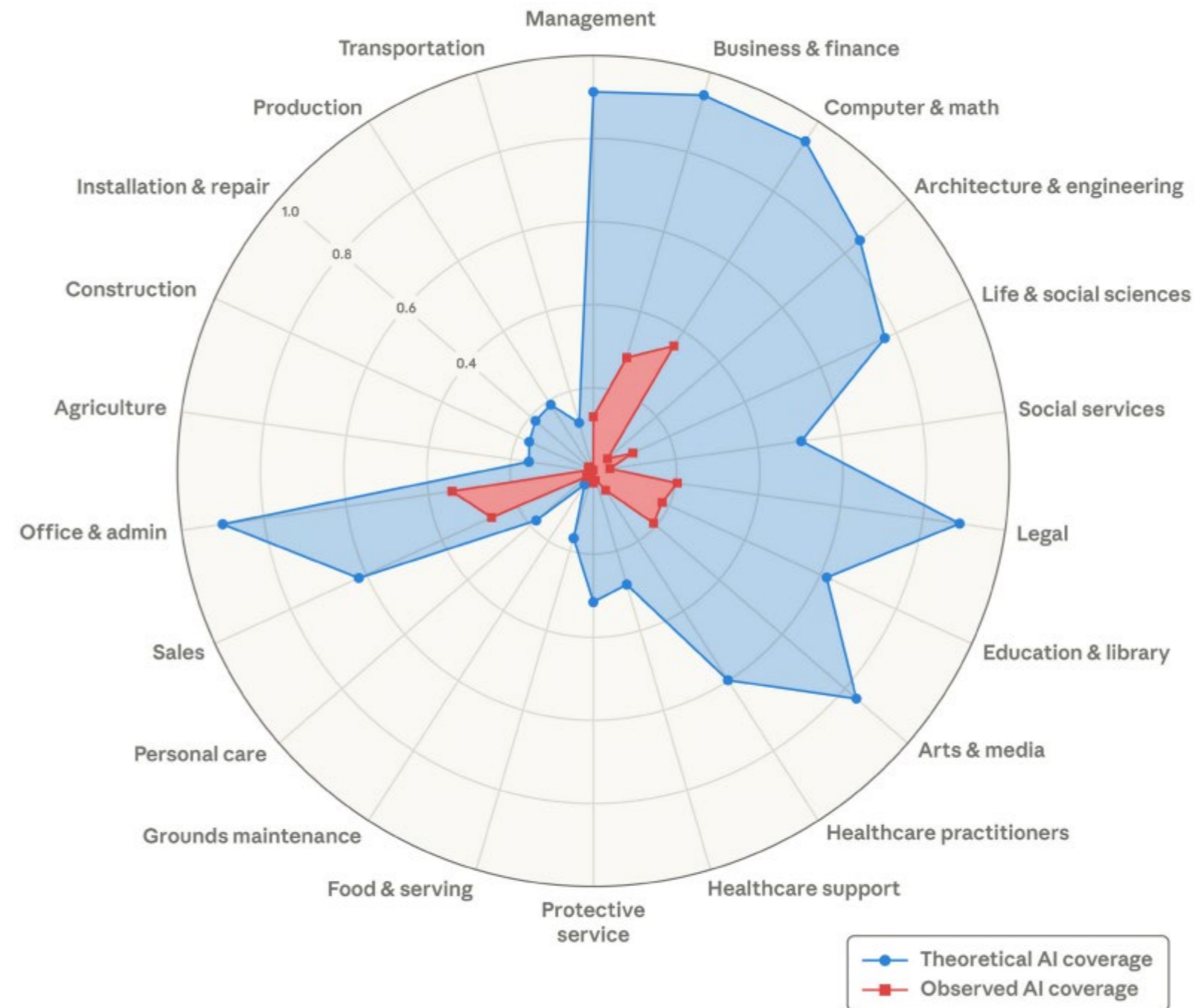


Figure 2: Theoretical capability and observed exposure by occupational category

This figure shows the share of job tasks that LLMs could theoretically perform (blue area) and our own job coverage measure derived from usage data (red area).

A.I. & THE LABOR MARKET: A.I. COMPANIES SELF-REPORT & TATTLETALE

Most exposed occupations

Occupation	Observed exposure	Leading automated task
Computer programmers	74.5%	Write, update, and maintain software programs
Customer service representatives	70.1%	Confer with customers to provide info, take orders, handle complaints
Data entry keyers	67.1%	Read source documents and enter data into systems
Medical record specialists	66.7%	Compile, abstract, and code patient data
Market research analysts and marketing specialists	64.8%	Prepare reports of findings, illustrating data graphically and translating complex findings into written text
Sales representatives, wholesale and manufacturing, except technical and scientific products	62.8%	Contact customers to demonstrate products and solicit orders
Financial and investment analysts	57.2%	Inform investment decisions by analyzing financial information to forecast business, industry, or economic conditions
Software quality assurance analysts and testers	51.9%	Modify software to correct errors or improve performance
Information security analysts	48.6%	Perform risk assessments and test data processing security
Computer user support specialists	46.8%	Answer user inquiries regarding computer software or hardware operation to resolve problems

A.I. & THE LABOR MARKET: A.I. COMPANIES SELF-REPORT & TATTLETALE

- ▶ **“ONE ... MONTH ... LATER”**
 - ▶ **OpenAI[®]**
 - ▶ ***“Industrial Policy for the Intelligence Age: Ideas to Keep People First”***

ARTIFICIAL INTELLIGENCE – A.I. IN THE HEADLINES

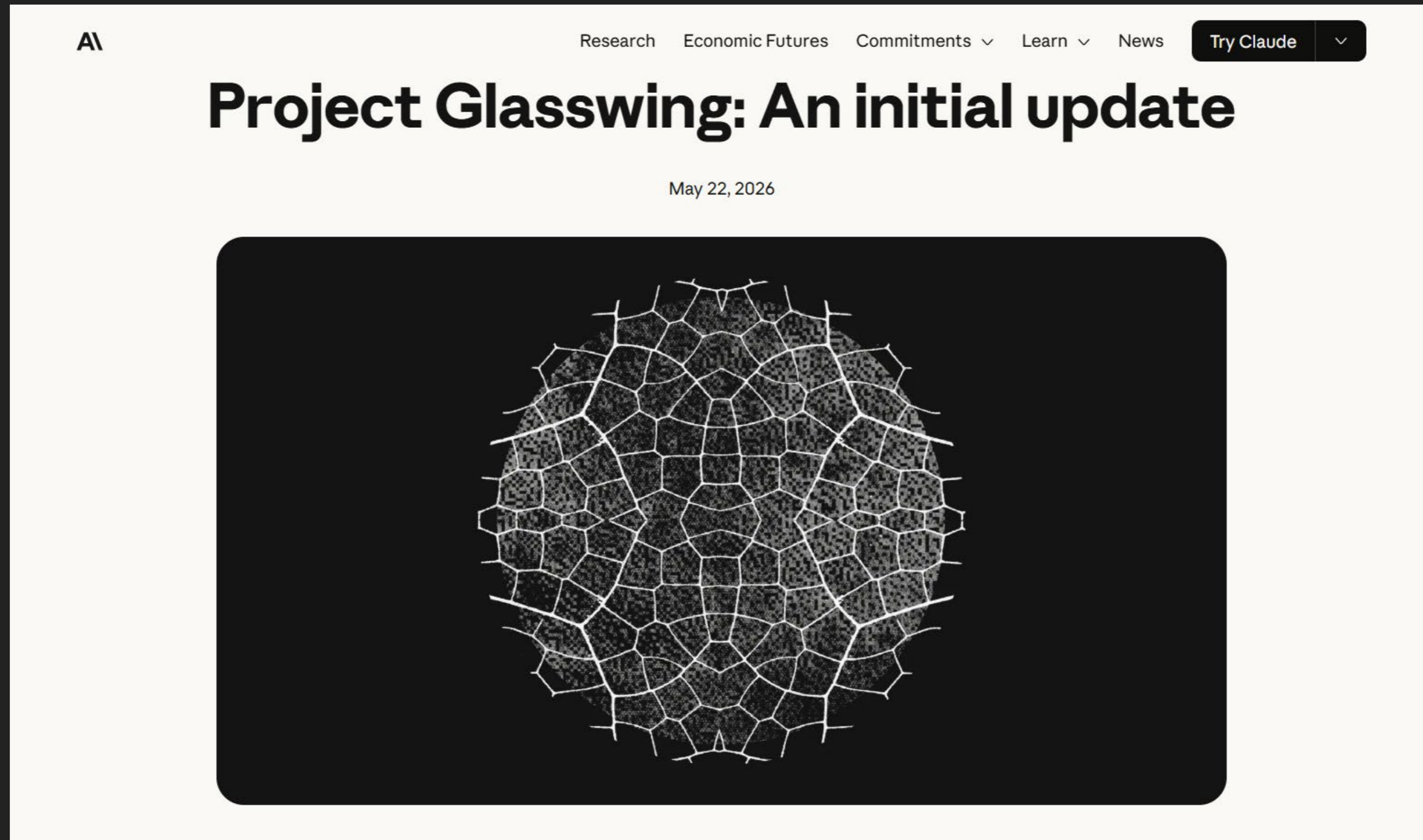
- ▶ **2. A.I. Legislation or Regulation?**
 - ▶ **E.U. *Artificial Intelligence Act***
 - ▶ **U.S. – federalism fight**
- ▶ **3. A.I. in Education, Law Schools, and Early Careers**
 - ▶ **“*Cognitive offloading* is described as a phenomenon where people want to offload cognitive tasks and have AI help them do it rather than doing it themselves”**
 - ▶ **“How are law schools using AI and how will AI shape the future of legal practice?”**
 - ▶ **“Perfect homework, blank stares: Why colleges are turning to oral exams to combat AI”**
 - ▶ **“AI case study for law professors: How to build complimentary teaching tool**

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- ▶ **4. A.I. in Agriculture – a few examples...**
 - ▶ Virtual Fencing
 - ▶ Packers and processors - mass production operations, monitoring, testing, logistics, inspections, etc.

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▶ 5. A.I.'s Next Leap

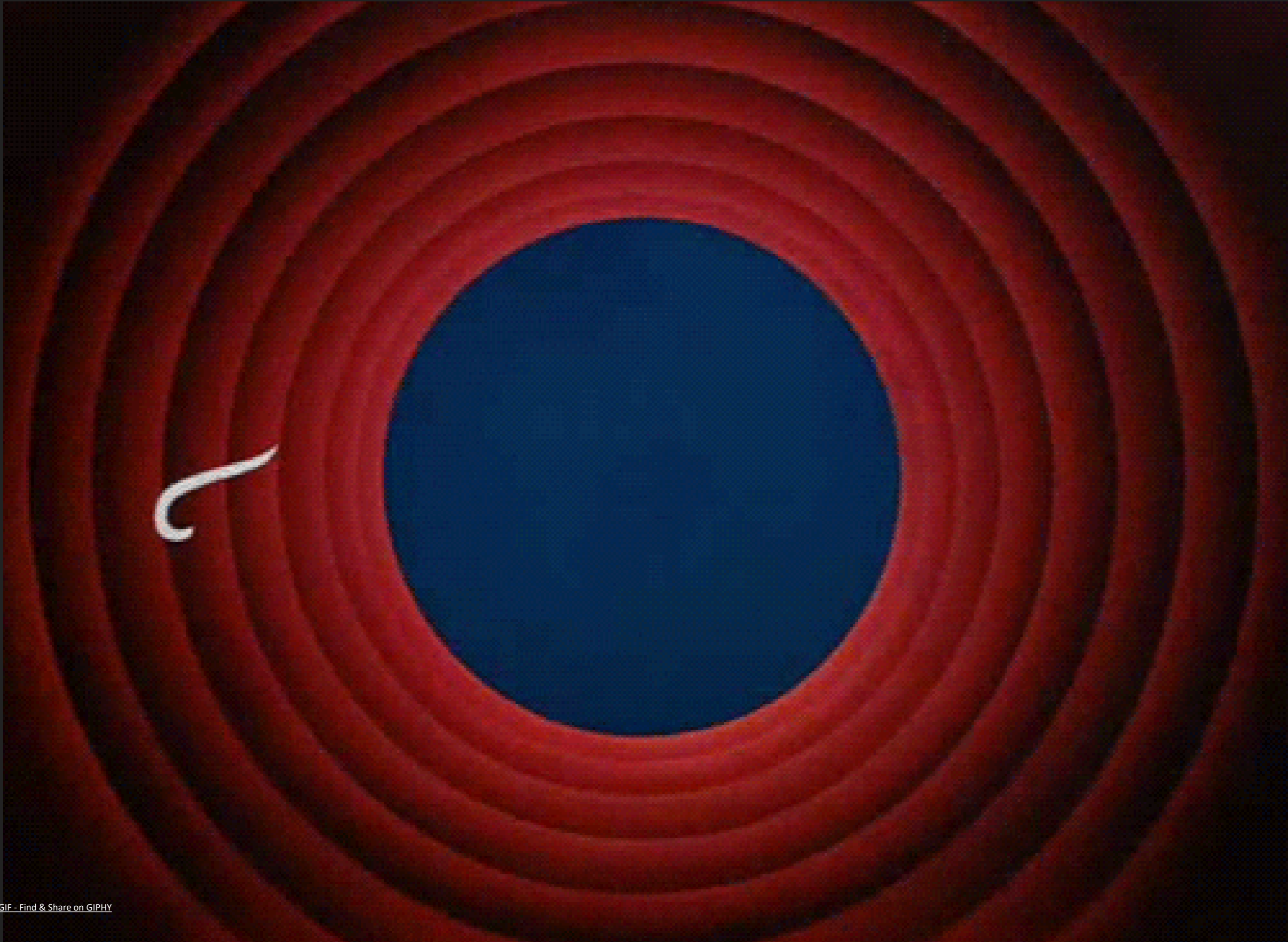


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ARTIFICIAL INTELLIGENCE – A FINAL NOTE





*Thank You
&
Questions?*

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