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Thursday, October 5

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## Welcome & Networking Reception

6:00 – 7:30 pm

The George Washington University Law School  
Burns Hall 5th Floor  
716 20th Street, NW  
Washington DC 20037

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Friday, October 6

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Center for Strategic and International Studies  
1616 Rhode Island Avenue, NW  
2nd Floor Ballroom  
Washington, DC 20036

## Registration and Breakfast

8:00 – 8:45 am

## JD Advantage Jobs: A Snapshot

8:45 – 9:00 am

What can we learn from the NALP employment outcomes data about JD Advantage jobs? Do employment patterns vary by region or public/private status? How many JD Advantage jobs are there, and for what level of seniority? What kinds of jobs make up the majority of the jobs in this category? NALP Executive Director James Leipold will share highlights from the NALP ERSS data that illuminate the growing JD Advantage job market.

*James G. Leipold, Executive Director, NALP*

## 21<sup>st</sup> Century Careers for Today's Law School Graduates

9:00 – 9:45 am

Establishing a satisfying legal career in this challenging, competitive legal employment environment requires many law students and graduates to research and investigate opportunities beyond traditional practice. To be successful, law grads also need to know what the future will bring. No one has a crystal ball, but Richard L. Hermann has spent his entire career – more than 30 years – researching, evaluating, and accurately predicting new career opportunities for law graduates. The author of the recent 21<sup>st</sup> Century Legal Career Series of books, Hermann is uniquely situated to talk about where emerging jobs are now and where they will likely be in the future. Attendees will leave this session

with a comprehensive understanding of where the majority of emerging careers will likely be, what industries are hiring the most JD grads in non-lawyering roles, what areas of the country have the most jobs to offer, and what the career paths of law grads who start in these jobs might look like.

*Richard L. Hermann, Author*

## Toward the 21<sup>st</sup> Century T-Shaped Lawyer

9:45 – 10:45 am

The changing legal market necessitates a changing set of competencies for 21<sup>st</sup> century lawyers who must not only have deep legal subject matter expertise, but also the ability to collaborate across disciplines such as technology, business, data analytics, and information security. Learn what constitutes a “T-Shaped Lawyer” and how some law schools are heeding the call to prepare students for success in this evolving market. We can all play a role in shaping tomorrow's lawyers!

*Daniel Martin Katz, Associate Professor of Law, Illinois Tech - Chicago Kent College of Law and Director, The Law Lab @ Illinois Tech*

## Break

10:45 – 11:00 am

## Informed and Engaged Outreach for Emerging Legal Jobs: A Template for Law Schools

11:00 am – 12:30 pm

Today's 21<sup>st</sup> century employment opportunities for law graduates are far more diverse than traditional lawyer roles of yesterday. Law graduates are now leveraging their law degrees for non-practicing roles in compliance, risk management, and data privacy and security, to name a few. How does a law school career services professional find such expanded opportunities for students and graduates? It's done through successful employer outreach as well as internal education and promotion. By establishing a plan that is well-researched, articulate, and internal and external in execution, a career services professional will be able to expand employer relations and employment opportunities for students and graduates of today and tomorrow. At the end of this session, attendees will be able to perform market research, identify key contacts, and leverage existing relationships for informed entry into new markets and industries; articulate the value of a JD to a non-traditional organization and suggest opportunities for student and graduate engagement; and educate students, faculty, and deans about emerging employment opportunities and promote such new opportunities to students and graduates.

*Shawn M. Beem, Assistant Dean for Professional Development, Capital University Law School, Moderator*

*Anthony Crowell, Dean and President, New York Law School*

*Heather Childs, Vice President, Compliance, Capital One*

*James F. Mentzer, Assistant Director, JD Advantage Careers, Office of Professional and Career Development, University of Pittsburgh*

*Sarah Rohne, Employer Relations Director, University of Minnesota Law School*

## Lunch

12:30 – 1:30 pm

## Hacking into the Data Privacy and Security Job Market

1:30 – 2:30 pm

One of the largest threats facing every corporation, agency, and organization today is the risk of a malicious data breach. Data privacy and security is a cross industry, interdisciplinary job market that is experiencing rapid growth in both the public and private sectors. Learn about the market forces contributing to the increase of jobs in this area as well as some of the key employers in this space. How can your law grads find opportunities in this growing industry? What skills and competencies are needed to thrive in this area? These high stakes jobs, managing continuously evolving threats, could be a perfect fit for some of your students. Attendees will leave this session with a better understanding of the market forces contributing to the increase of jobs in this area; the ability to identify key employers in both the public and private sectors; familiarity with the competencies sought by employers and whether and when other qualifications, such as certificates or technical training, may be necessary; and additional knowledge to guide your students through an effective job search for this field.

*Elizabeth “Betsy” Armour, Associate Dean and Dean of Career Services, USC Gould School of Law, Moderator*

*Rupa Bhandari, Assistant Dean for Career Management, Santa Clara University School of Law*

*Sona Makker, Privacy & Public Policy Associate Manager, Facebook*

*Justin Shore, Senior Counsel, Government Affairs, FirstNet*

## Break

2:30 – 2:45 pm

## Legal Operations and Innovation in Client Servicing: Shaping Opportunities for Tomorrow’s Lawyers

2:45 – 4:00 pm

Legal operations, or legal ops, is a fast-growing profession that is changing how legal functions deliver services to their stakeholders. Legal ops professionals are charged with finding ways to deliver legal services faster, better, and at a lower cost. This can mean improving how organizations place work with outside counsel, alternative legal services providers, and other vendors; finding, testing, and implementing new technologies; and developing new ways for a legal function to generate value within and solve challenges for an organization. Led by legal ops professionals and a former law firm Office Managing Partner, this session will provide an overview of how legal ops is driving innovation in traditional legal employers and creating new opportunities (including internships) not only within the realm of legal ops, but also in supportive industries such as contract management, e-discovery, big data analytics, and IT. The panel will also focus on the role of outside counsel in taking proactive, innovative approaches to creating new client-focused products and opportunities, including integrating elements of Design Thinking into the private practice of law.

*Molly Dodge, Senior Director, Legal Operations, Capital One Financial Services*

*Kristen Hulse, Director of Attorney Recruitment & Professional Development, Coblenz Patch Duffy & Bass LLP, Moderator*

*Jeff Lesk, Partner, Nixon Peabody*

*Jennifer McCarron, Product Owner – Legal, Spotify*

*Daniel Yi, Senior Counsel for Innovation, U.S. Department of Justice*

## Drilling Down: Unearthing Compliance and Risk Management Opportunities

4:00 – 5:00 pm

With the growing focus on compliance and risk management in corporate America, many law students and recent graduates are finding fulfilling careers in the business world. Come hear from experts in the field about career opportunities in these areas of focus. Learn what compliance and risk management jobs actually entail, which employers (private and public) are hiring for these roles, and what employees need in the way of skills and competencies to obtain and succeed in these jobs. Understand how to advise students and grads on what new employees can expect from the hiring process and upon being hired, what a typical day on the job is like. This knowledge will empower career advisors to identify students well-suited for these positions and to provide them with targeted, current advice.

*Susan W. Atkinson, Senior Manager, Capital One, Moderator*

*Lori D. Baruch, Executive Director/Assistant General Counsel, JP Morgan Chase Bank, N.A.*

*Martha Cutright Sarra, Vice President & Chief Ethics and Compliance Officer, The Kroger Co.*

*Clinton Kelly, First Vice President, Consumer Bank Compliance Officer, SunTrust Bank*