

[Survey Results] - What DocJuris Learned at ACC Legal Ops 2025: AI and The Human Factor



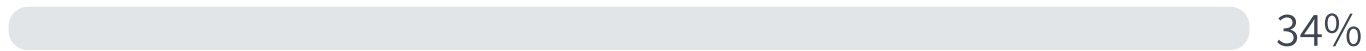
Table of contents

- ✓ AI Introduction: What type of AI tool is your company currently using for legal work?
- ✓ AI Introduction: What kind of AI governance does your company have in place?
- ✓ AI in Legal Workflows: What It Can and Can't Do - What is the primary way your company uses AI today?
- ✓ AI in Legal Workflows: What It Can and Can't Do - Which aspect of legal work do you think AI does or would struggle with the most?
- ✓ AI and the Human Factor: Why Negotiation and Advocacy Matter - AI can generate redlines and suggest revisions, but negotiation requires:
- ✓ AI and the Human Factor: Why Negotiation and Advocacy Matter - If AI could engage in real-time contract negotiation with another AI (i.e., both parties using AI for redlining), do you think it could reach an optimal deal?
- ✓ Risk Assessment: AI vs. Human Judgment - AI often flags risks based on predefined rules. In your experience (or estimation), how often does (or would) AI either overlook critical risks that a human would catch or flag low-risk issues that aren't actual problems?
- ✓ Prompt Engineering: The New Legal Research Skill - How confident do you feel
- ✓ In your ability to craft AI prompts that would yield useful contract redlines?
- ✓ The Future of AI in Legal Operations: Will AI ever fully replace human contract negotiators?

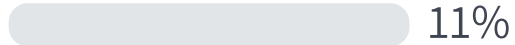
Multiple-choice poll (Multiple answers)

AI Introduction: What type of AI tool is your company currently using for legal work? 1/2

ChatGPT



Gemini



Co-Pilot



Apple



Deep Seek

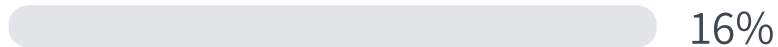


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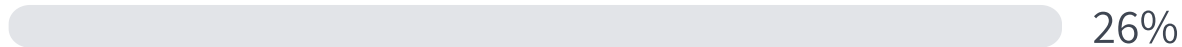
Multiple-choice poll (Multiple answers)

AI Introduction: What type of AI tool is your company currently using for legal work? 2/2

Something Else



Not Using AI for Legal Work



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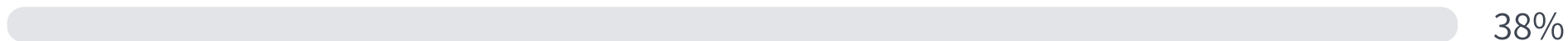
Multiple-choice poll

AI Introduction: What kind of AI governance does your company have in place?

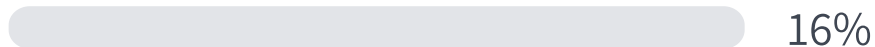
We have a formal policy in place



We are working on a policy



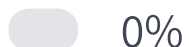
We do not have a policy (and are not working on a policy)



I don't know



This question doesn't apply to me



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Multiple-choice poll

AI in Legal Workflows: What It Can and Can't Do - What is the primary way your company uses AI today?

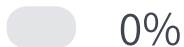
Clause extraction and compliance checks



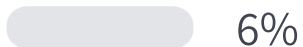
Automated redlining based on prompts or playbooks



Risk assessment and prioritization



Generating contract drafts



We don't currently use AI for any of these functions

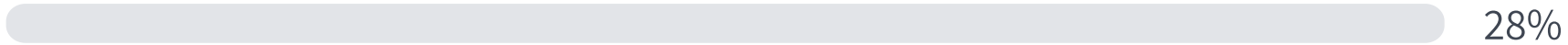


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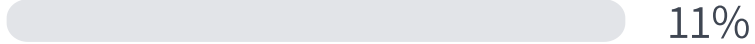
Multiple-choice poll

AI in Legal Workflows: What It Can and Can't Do - Which aspect of legal work do you think AI does or would struggle with the most?

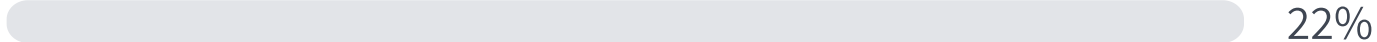
Understanding business and negotiation context



Handling nuanced or complex legal reasoning



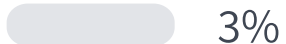
Recognizing implicit risks beyond contract language



Engaging in persuasion and relationship management



Ensuring that AI-generated redlines align with strategic goals

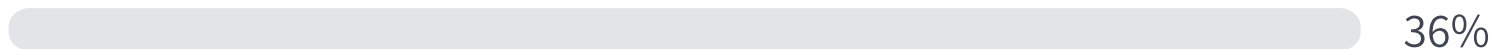


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Multiple-choice poll (Multiple answers)

AI and the Human Factor: Why Negotiation and Advocacy Matter - AI can generate redlines and suggest revisions, but negotiation requires:

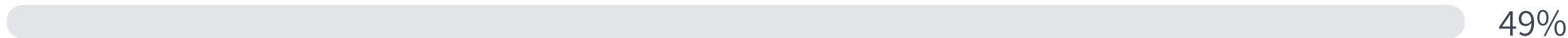
An understanding of the counterparty's motivations and goals



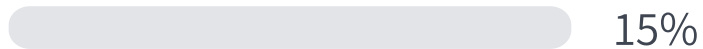
The ability to strategically concede and push back



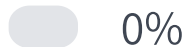
Emotional intelligence and persuasion skills



The flexibility to adjust based on real-time feedback



Just AI, because it can learn and negotiate better than humans




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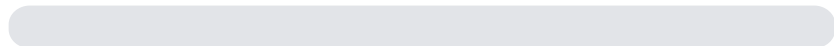
Multiple-choice poll

AI and the Human Factor: Why Negotiation and Advocacy Matter - If AI could engage in real- time contract negotiation with another AI (i.e., both parties using AI for redlining), do you think it could reach an optimal deal?

Yes, AI could remove human inefficiencies and biases

 0%

No, AI lacks the ability to build relationships and make trade-offs

 29%

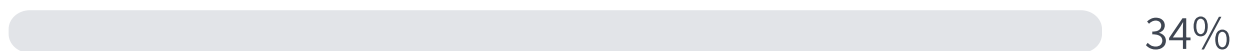
It depends on the contract complexity and parties involved

 71%

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Risk Assessment: AI vs. Human Judgment - AI often flags risks based on predefined rules. In your experience (or estimation), how often does (or would) AI either overlook critical risks that a human would catch or flag low-risk issues that aren't actual problems?

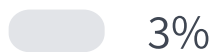
Frequently



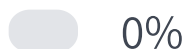
Sometimes



Rarely



Never

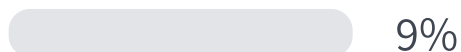


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Multiple-choice poll

Prompt Engineering: The New Legal Research Skill - How confident do you feel in your ability to craft AI prompts that would yield useful contract redlines?

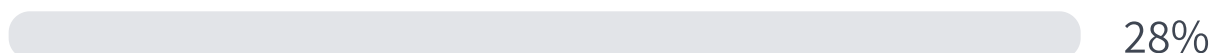
Very confident – I know how to get AI to deliver the results I need



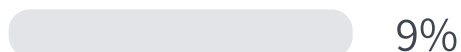
Somewhat confident – I'm learning, but AI sometimes misinterprets my intent



Not confident – I need training on how to effectively prompt AI



I didn't realize that prompting AI was a skill I needed to develop




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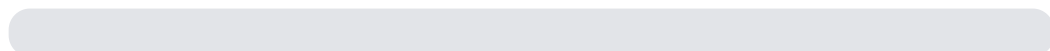
Multiple-choice poll

The Future of AI in Legal Operations: Will AI ever fully replace human contract negotiators?

Yes, eventually AI will handle everything

 0%

No, negotiation will always require human strategy and advocacy

 34%

AI will reduce the number of lawyers but won't replace them entirely

 66%

Some survey questions enabled users to select multiple answers

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