

Dentons' Rainer Markfort and Patryk Zamorski author a chapter on artificial intelligence and emotional intelligence for *Liquid Legal*

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Berlin —Dentons partner Rainer Markfort and Europe Talent Director Patryk Zamorski have co-authored a chapter entitled “*AI + EI = Future*” for the book *Liquid Legal*, published by Springer. This is the second *Liquid Legal* book, which brings together various perspectives from the market on the transformation of the legal profession.

The chapter explores the fascinating interplay between the use of technology and the application of behavioral science in the legal profession.

While artificial intelligence (AI) and emotional intelligence (EI) seem to be at opposite ends of the human-machine spectrum, the chapter argues that a combined knowledge and practice of both are essential to lawyers' success in a highly digitalized world, and will enhance the value that lawyers bring to their clients.

On one hand, the development of intelligent applications in the legal sphere has fostered client expectations for more efficient legal services. Lawyers, who do not embrace and use such technology, will not be able to compete in the mid and long run.

On the other hand, lawyers also need to use their very human potential by developing emotional intelligence. To best serve their clients' needs, they need an evolved understanding of human psychology and behavior.

Used together, AI and EI can usher in a new era of client service in the legal profession. The effective utilization of technology and artificial intelligence, will create efficiencies, thus giving lawyers more time to focus on the more human aspects of relationships with both their clients and their peers.

Rainer Markfort is a partner in the Compliance group in Germany and a Global Director of Client Solutions Innovation at Dentons. As Europe Talent Director, Patryk Zamorski has designed and delivered several of Dentons' learning programs, including the EMEA Senior Development program, which won the 2017 *FT Innovative Lawyers Award* for "Managing and Developing Talent" for its innovative application of neuroscientific principles.

Liquid Legal is available for purchase in either e-book or hardcover format on the publisher's website or in hardcover on Amazon.com.

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