

Trial Lawyers



PROFILED:

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PERSONAL BIOGRAPHY

Julia Marie Beskin is a powerhouse trial lawyer who joined Schulte in 2023 from Quinn Emanuel, where she was a partner. Her practice is balanced between plaintiff and defence-side complex corporate and commercial litigation. She has expertise in disputes arising from the federal securities laws, corporate governance, shareholder disputes, in federal and state courts, and in arbitrations. She has represented issuers, underwriters, and officers and directors in class action securities litigation and breach of fiduciary lawsuits. She has handled a wide range of commercial matters, including breach of contract, defamation, tortious interference and other business torts, and trade secrets.



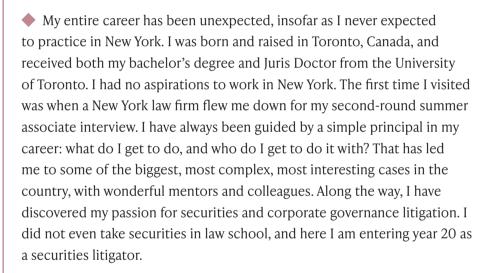
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Q&A WITH JULIA MARIE BESKIN

Reflecting on your career, how have your goals and aspirations evolved over time? Have there been any unexpected achievements or shifts in direction?



What qualities and values do you believe are essential for building strong, trusting relationships with clients?

◆ It is essential to be upfront about when litigation is not the answer. I frequently advise against a litigation if there is a different way to resolve the issue. My clients trust that I am always looking for creative solutions, and commercial resolutions, and leveraging litigation in a way that is aligned with the overall commercial goal. Many disputes can and should be resolved short of full-blown litigation. I am very cognisant that I have a hammer, but not every dispute is a nail. I always ask a prospective client: what are we solving for, what would you consider a win here? Litigation is distracting and expensive; it can bring unwanted public attention on





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a client; it can create pain points from an operational perspective. My clients have a business to run, and I never want to lose sight of the fact that litigation is almost never the goal.



How do you stay ahead in your field? Are there any emerging trends or innovations you are particularly excited about in your area of expertise?

▶ I have spoken on numerous panels and have authored an article on how generative AI (genAI) is going to remake electronic discovery, which is typically one of the most expensive and laborious phases of litigation. The dawn of genAI is fundamentally remaking the legal profession. The current crop of law students will be AI-native legal practitioners. It is incredibly exciting. Understanding how genAI can be leveraged in litigation is fundamental to my practice. The Rules of Professional Conduct require technological competence by counsel – lawyers "should keep abreast of changes in the law and its practice, including the benefits and risks associated with relevant technology". We must be prepared to meet the moment both to help clients navigate the litigation risk that is posed when companies incorporate genAI systems or tools, and to leverage genAI in performing legal services to get the client the best value possible. ■

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