



FACTOR

# Sensemaker Academy: Program Guide



# Why It Exists

Legal teams are at an inflection point. GenAI is everywhere, yet fluency is rare. According to Factor's GenAI In Legal Benchmarking Report 2026, over 80% of legal departments now provide GenAI access to most or all team members, yet fewer than 1 in 3 legal professionals feel confident using it. Just over 20% admit they don't trust AI outputs. That gap between access and capability is

holding legal teams back.

Sensemaker Academy is Factor's solution: a structured, hands-on training program designed to build confidence, competence, and creativity with GenAI across legal departments and law firms. It replaces passive product demos and one-size-fits-all training with active learning, role-specific exercises, and safe experimentation.



# Who It's For



**In-house legal departments** rolling out enterprise or domain specific AI tools



**Legal professionals at all levels** — from junior lawyers to GCs



**Law firms** aiming to build GenAI proficiency across their practice groups



**Legal ops, L&D, innovation, and transformation leaders** seeking scalable, structured enablement

# Program Format

## 1 on-demand foundational module +4 live facilitated workshops

- Delivered via a private, secure, AI-enabled sandbox
- Supported by AI coaches that adapt to individual experience level
- Built around real legal work, not generic tasks

**Delivery format:** Virtual by default; in-person delivery available on request

**Typical cohort size:** 20-40 participants per group

**Program length:** 5 sessions over 6-8 weeks

**Includes:** Skills assessments and benchmarking around AI upskilling and adoption



# Learning Objectives

By the end of the program, participants will be able to:



Understand what GenAI is (and isn't), including core terminology and risks



Use GenAI to generate, edit, summarize, analyze, and reason through legal content



Identify where GenAI can support their own day-to-day work



Spot and mitigate hallucinations and bias



Instruct AI clearly and effectively using structured frameworks



Build the muscle memory to use AI safely, effectively, and imaginatively

**On-Demand:  
Demystifying AI**

Debunks AI myths, defines key terms, and explains the difference between AI access and AI fluency. Sets a clear foundation for the workshops.

**Workshop 1:  
Building the  
Legal AI Mindset**

Participants work through more than a dozen realistic legal tasks (e.g., summarizing a clause, identifying risks, reframing an email) using AI coaches that simulate real legal work.

**Workshop 2:  
Prompting &  
Interacting with AI**

Teaches the RACER framework (Role, Action, Context, Expectations, Restrictions) for effective prompting. Participants learn how to collaborate with AI as they would a colleague.



**The  
Curriculum**

**Workshop 3:  
Understanding  
Limits & Risks**

Covers hallucinations, bias, and output reliability. Participants use the ACE (Accurate, Complete, Evidenced) framework to evaluate responses and build trust boundaries

**Workshop 4:  
Advanced AI Capabilities**

Explore advanced AI capabilities such as reasoning models, multimodal interactions, and AI agents that unlock new ways of working.

**Option to Advance to  
Sensemaker 201**

Advanced workshop topics can include: Supervising in the AI Era, Agentic Mindset, Building an AI Assistant and Agent Blueprint — where you design a practical workflow specification to take to your technology team.

# What Makes Sensemaker Academy Different



**Hyper-relevant:** Legal-specific content tailored by function, experience level, and AI maturity



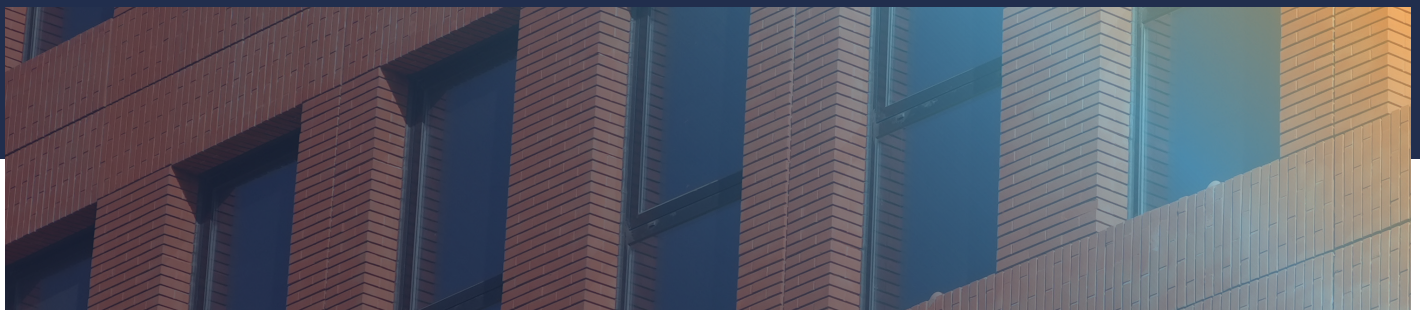
**Hands-on:** Not a lecture series. Participants engage, experiment, and apply.



**Guided, not gated:** Real-time facilitation, responsive AI coaches, and structured frameworks



**Sustained learning:** Benchmarking to support change over time



Award Winning Best Tech Training Program Legalweek 2026

## How Success Is Measured

*“Sensemaker Academy helped make AI feel practical for our lawyers because the training was grounded in legal tasks tailored to their area of practice.”*

**Mike Haven** Global Head of Legal Operations at Meta.

Success is defined by three key outcomes:

**CONFIDENCE:** Participants feel equipped to engage with AI and talk about it credibly

**COMPETENCE:** Participants know when and how to use GenAI effectively

**CREATIVITY:** Participants begin to experiment, delegate, and reimagine workflows

The program includes before-and-after assessments, live tracking of usage and improvement, and benchmarking against peer organizations.

# Pricing & Configuration

Program pricing scales based on the number of participant groups and cohort size. We recommend groups of 20-40 for optimal interactivity, but we can accommodate groups as large as 800 participants, or more.

*\*Pricing assumes some light configuration by participant group. Larger 80-person cohorts are typically used for company-wide implementation rather than practice- or region-specific segmentation.*



**\$45,000 | Starter Cohort:**  
Up to 20-40 participants in one participant group.



**Price on Demand - Additional Groups**  
We will partner with you on group design and pricing for larger teams.

Because having access isn't the same as having fluency.

## How to Get Started

To bring Sensemaker Academy to your team, speak to your Factor representative or visit [factor.law/contact](https://factor.law/contact).



FACTOR