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# Humans Need Not Apply: A Guide To Wealth And Work In The Age Of Artificial Intelligence



**HUMANS**  
NEED NOT  
APPLY

JERRY KAPLAN



## Synopsis

After billions of dollars and 50 years of effort, researchers are finally cracking the code on artificial intelligence. As society stands on the cusp of unprecedented change, Jerry Kaplan unpacks the latest advances in robotics, machine learning, and perception powering systems that rival or exceed human capabilities. Driverless cars, robotic helpers, and intelligent agents that promote our interests have the potential to usher in a new age of affluence and leisure - but, as Kaplan warns, the transition may be protracted and brutal unless we address the two great scourges of the modern developed world: volatile labor markets and income inequality. He proposes innovative, free-market adjustments to our economic system and social policies to avoid an extended period of social turmoil. His timely and accessible analysis of the promise and perils of artificial intelligence is a must-listen for business leaders and policy makers on both sides of the aisle.

## Book Information

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## Customer Reviews

Jerry Kaplan does for the future what Jared Diamond did for the past: He pulls together our human (or humanoid) fate in sparkling, often hilarious, prose. Kaplan begins by offering the non scientific reader (me) a clear overview of the AI advances that are poised to make human workers obsolete--offering eye popping examples explaining how the pace of technology is destined to overwhelm the human landscape of life and work. He then charts the changes that span FAR more than driverless cars. Mechanical robots (or what Kaplan calls "forged intelligences") will be more adept (and, of course, far more cost effective) than humans at performing every routine job from

collecting our garbage to stocking our grocery shelves (and make those physical stores quaint relics of the past). "Synthetic intelligences" (machines that think and analyze information) will outwit humans at making complex diagnoses or writing legal briefs--automating out many of the hapless law school or medical students spending decades accumulating those mountainous student debts .So far readers may be saying " I know all that stuff". Actually, you don't. The real gem of this book is that Kaplan CALCULATES how many people enter the workforce with those mountains of debt and compares their expected salaries. He analyzes the current employment situation for new law school grads and other "knowledge workers". He offers a wealth of data documenting how many jobs are going to be lost... beginning with that prime exemplar (AKA job wrecker), . I always wanted to know how evolved, the truth about this behemoth's business model, and how many jobs has automated out...

Jerry Kaplan book addresses some of the key issues of our time, ones that have long been of concern to me. In a nutshell, with all the marvelous technological advances, why are people working harder than ever? And precisely what are they doing? Kaplan drew me in by mentioning the 1964 World's Fair in New York, that I also attended... looking for that bright new world of tomorrow. That remains as elusive as ever.Kaplan's background is the high-tech field, where he had responsibilities in a number of start-up companies. He is currently teaching at the Computer Science Department at Stanford, with a particular emphasis on the legal and ethical implications of artificial intelligence (AI). His book provides a background on AI, starting with the ambitious vision of John McCarthy in 1957. In numerous ways, computers are already "smarter" than people, so who needs the latter, as his title implies? The author also addresses income inequality - now somewhat of a "hot topic" - and how computers have facilitated the increasingly yawning gap between the haves and the have nots. He even did that straight line projection whereby all the wealth is concentrated in the hands on one person - and uses the same metaphor of ancient Egypt that I have considered. There is one Pharaoh, and the rest of us are busily building his pyramid, at least metaphorically.To me the real value of the book are the numerous anecdotal chapters that relate some aspect of the increasing dominance of IT in the economy, with advantages to some, and disadvantages to others. Naturally there is a chapter on Jeff Bezos and . The data is what is truly important, and Bezos has been a master at realizing this, and implementing a business strategy based upon it.

Author Jerry Kaplan gained international recognition with his book "Startup: A Silicon Valley Adventure" and is now a well-traveled speaker and futurist as well as a serial entrepreneur,

technical innovator, co-founder of four Silicon Valley startups, two of which became publicly traded companies. He is currently a Fellow at The Stanford Center for Legal Informatics. He also teaches Philosophy, Ethics, and Impact of Artificial Intelligence in the Computer Science Department, Stanford University. He holds a BA (1972) from the University of Chicago in History and Philosophy of Science, and an MSE (1975) and PhD (1979) in Computer and Information Science, specializing in Artificial Intelligence and Computational Linguistics, from the University of Pennsylvania. He invented The Synergy (first all-digital keyboard instrument); Lotus Agenda (first personal Information manager); PenPoint (tablet operating system used in the first smartphone, AT&T's EO 440); the GO computer (first tablet computer) and Straight Talk (Symantec Corporation's first natural language query system). He is also co-inventor of the online auction (patents now owned by eBay) and is named on 12 U.S. patents. Films about Artificial Intelligence have been flooding the market of late - A.I. ARTIFICIAL INTELLIGENCE, LUCY, EX MACHINA, TRANSCENDENCE, CHAPPIE, THE INVISIBLE BOY, AUTOMATA, 2001: A SPACE ODYSSEY, TIME MACHINE etc etc etc and still the majority of people think these films are sci-fi fantasies. Well, Jerry Kaplan brings it home to roost in this timely and absorbing book that updates the world on just how far we have taken these crazy ideas and how they are affecting our present and future society. And it isn't pretty.

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