

Digital Marketing Specialists

AI profoundly augmenting content creation, audience engagement, and campaign optimization for Digital Marketing Specialists.

EXPOSURE	WINDOW	ADOPTION TODAY	READING
65 High exposure	2–5 yrs until change lands	High	Substantial automation of routine work. Exposure is the share of today's work AI can plausibly take on within the window.

§ 01WHAT IS HAPPENING

What is happening to digital marketing specialists

Impact

AI tools are automating content drafting, personalizing ads, analyzing audience sentiment, and streamlining analytics. This shifts Specialists' focus towards high-level strategic planning, ethical AI oversight, fostering authentic community connections, and crafting compelling brand narratives across digital channels.

Risk

Significant augmentation; emphasis on strategic brand voice, authentic digital community, and AI tool mastery.

The Digital Marketing Specialist role will be heavily augmented by AI. AI will handle much of the content creation, scheduling, and performance data analysis across various digital channels. Digital Marketing Specialists will need to become experts in leveraging AI tools for deeper insights, overseeing AI-generated content, focusing on strategic campaign execution, nuanced audience engagement, and ensuring the quality and ethical fairness of AI-assisted digital presence. Ethical considerations around authenticity, deepfakes, and algorithmic bias in content reach will be paramount.

Sector readiness

Rapid & Experimental Adoption

The digital marketing and advertising industries are aggressively integrating AI for efficiency, scalability, and new possibilities in content creation, campaign optimization, and data analysis. Many brands, agencies, and individual marketers are actively experimenting with and adopting AI tools into their workflows, although questions around intellectual property, authenticity, and ethical engagement are being fiercely debated and shaped.

§ 02 POSITION

Where you stand

- i The Digital Marketing Specialist role is undergoing a profound and accelerating redefinition by AI, fundamentally restructuring content creation, audience engagement, and campaign optimization.
- ii AI will autonomously manage vast routine tasks, optimize content delivery, and streamline analytics, compelling Specialists to pivot to indispensable strategic brand narrative and profound audience connection.
- iii Survival and impact will hinge on Digital Marketing Specialists mastering AI tools, critically validating AI outputs for authenticity, championing ethical AI, and providing irreplaceable human insight and creativity at the heart of brand presence.

§ 03 ACTIONS

15 POINTS

What this means for you

Concrete changes to how the work gets done, in the order you are likely to meet them.

- 01 **AI-Assisted Content Creation & Ideation.** Digital Marketing Specialists are leveraging generative AI to rapidly brainstorm content ideas, draft engaging social media captions, create visual concepts for ads, write email subject lines, and generate blog post outlines. This significantly accelerates content production and expands creative options across digital channels.
- 02 **Automated Campaign Optimization & Bidding.** AI tools are autonomously optimizing digital ad campaigns (e.g., Google Ads, Meta Ads) for peak performance, dynamically adjusting bids, targeting parameters, and ad creatives in real-time. This streamlines campaign management, ensuring maximal ROI and freeing specialists for strategic oversight.

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- 03 **AI-Powered Audience Sentiment & Trend Analysis.** Digital Marketing Specialists will utilize AI systems that autonomously analyze vast amounts of digital data—social media conversations, search queries, online reviews, forum discussions—to gauge audience sentiment, identify emerging trends, and spot viral opportunities or potential crises. This provides real-time, actionable insights.
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- 04 **Generative AI for Personalized Engagement & Copywriting.** AI can autonomously draft personalized ad copy, email responses, and social media interactions, adapting tone and style to brand voice and individual customer profiles. Digital Marketing Specialists will oversee these automated interactions, ensuring authenticity and intervening for complex or sensitive conversations.
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- 05 **AI-Driven Performance Analytics & Reporting.** AI will autonomously track detailed digital marketing metrics (e.g., website traffic, conversions, click-through rates, ROAS), identify top-performing content/campaigns, and generate comprehensive performance reports across various platforms. This significantly reduces manual data compilation, allowing focus on strategic interpretation.
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- 06 **Focus on Strategic Digital Marketing Vision & Brand Narrative.** As AI handles routine content and data analysis, the paramount value of Digital Marketing Specialists shifts profoundly towards defining and maintaining a consistent, authentic brand narrative across all digital channels, and aligning digital strategies with overarching business goals.
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- 07 **Prompt Engineering for Digital Content.** Digital Marketing Specialists must master the art of "prompt engineering"—crafting precise and highly effective textual or visual inputs to guide generative AI tools to produce desired content elements tailored for specific digital platforms and campaigns. The ability to articulate clear creative and strategic intent to AI will be a key skill.
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- 08 **AI for SEO Optimization & Content Strategy.** AI tools are autonomously analyzing search engine algorithms, keyword trends, and competitor SEO strategies. Digital Marketing Specialists will use AI to optimize website content, meta descriptions, and link-building strategies for maximal organic visibility and ranking.
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- 09 **Ethical AI in Digital Marketing & Algorithmic Bias.** Digital Marketing Specialists will need to critically assess the ethical implications of AI tools in digital marketing, particularly concerning algorithmic bias in ad targeting, content personalization (e.g., filter bubbles), and data privacy from audience analytics. Ensuring fairness and transparency is paramount.
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- 10 **Human-AI Teaming for Digital Campaign Management.** Digital Marketing Specialists will increasingly collaborate with AI as an intelligent co-pilot. AI processes vast data, generates creative assets, and assists in optimization, allowing the human specialist to lead strategic decision-making, manage nuanced audience engagement, and ensure campaign effectiveness.
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- 11 **AI for A/B Testing & Content Optimization.** AI will autonomously run A/B tests on various digital content elements (e.g., ad creatives, landing page layouts, email subject lines), identifying top-performing variations and continuously optimizing future campaigns for maximal engagement and conversion.
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- 12 **Continuous Learning & Digital Marketing Tech Literacy.** The exponential pace of AI integration and platform evolution in digital marketing demands that Digital Marketing Specialists commit to continuous, aggressive learning of new AI-powered tools, platform algorithms, and emerging digital trends, as a foundational competency for competitive survival.
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- 13

Specialization in AI-Driven Digital Channels. The field will see a rise in Digital Marketing Specialists specializing in managing specific AI-driven digital channels, such as AI-optimized programmatic advertising, AI-powered content marketing, or AI-enhanced SEO.
- 14

AI for Competitive Digital Strategy Analysis. AI tools will autonomously analyze competitor digital marketing strategies, content performance, ad spend, and audience engagement tactics. This provides real-time, data-backed insights for competitive positioning and differentiation.
- 15

Strategic Audience Engagement & Relationship Building. As AI automates routine interactions, Digital Marketing Specialists will dedicate more time to fostering profound, authentic connections with key audience segments, responding to nuanced feedback, and driving meaningful conversations that build brand loyalty and advocacy.

What is pushing this change

- 01

Explosive Growth of Digital Marketing Data. Vast amounts of data from digital ads, website analytics, social media, and customer interactions provide rich input for AI models.
- 02

Advancements in Generative AI (Text, Image, Video). Breakthroughs in AI fields enable sophisticated generation of text, images, and video for digital ads, social posts, and web content.
- 03

Urgent Demand for High-Volume, Engaging Digital Content. Brands require continuous, high-volume content to maintain visibility and engage digital audiences across multiple platforms.
- 04

Rapid Changes in Platform Algorithms & Ad Ecosystems. Digital advertising platforms (Google, Meta) constantly update algorithms, influencing ad reach and performance; AI helps adapt.
- 05

Need for Hyper-Personalization & Dynamic Content. Audiences expect tailored content and personalized interactions; AI enables this at scale across digital touchpoints.
- 06

Pressure for Faster Campaign Execution & Iteration. Digital marketing campaigns demand rapid iteration and deployment, which AI can accelerate dramatically.
- 07

Complexity of Multi-Channel Digital Marketing. Managing digital presence across SEO, SEM, social, email, and content marketing is complex; AI can streamline.
- 08

Shortage of Skilled Digital Marketing Professionals. There's a high demand for digital marketing professionals who can manage complex strategies and leverage data effectively.
- 09

Demand for Measurable Digital Marketing ROI. Organizations demand clear evidence of digital marketing's business impact (e.g., lead generation, sales); AI provides granular data.
- 10

Focus on Authentic Digital Connection. Building genuine brand communities and fostering authentic digital relationships is a key differentiator in crowded digital spaces.

Impact by sector

The headline figure is an average. Where you work changes the picture.

SEO Specialists	AI for keyword research, content optimization, and ranking analysis. Focus on driving organic traffic and site authority.
SEM/PPC Specialists	AI for automated bidding, ad creative generation, and audience targeting optimization. Focus on maximizing ad spend ROI.
Social Media Marketing Specialists	AI for content creation, engagement analysis, and platform algorithm optimization. Focus on brand presence and community building.
Email Marketing Specialists	AI for audience segmentation, personalized email content generation, and send time optimization. Focus on lead nurturing and conversion.
Content Marketing Specialists	AI for topic ideation, content drafting, and performance analysis (e.g., conversions, engagement). Focus on strategic storytelling.

Skills to build

The skills that keep the human part of this work valuable as the routine part is automated.

- Digital Marketing Strategy & Vision.** The ability to define a clear digital marketing vision and develop strategic campaigns that align with business goals and audience needs.
- AI/Generative AI Literacy & Prompting.** Skillfully crafting inputs for generative AI tools and effectively using various AI platforms for digital content, optimization, and analytics.
- Digital Analytics & Data Interpretation.** Mastery of interpreting vast digital marketing data (AI-generated insights), identifying trends, and making data-driven decisions.
- Campaign Optimization & A/B Testing.** Expertise in designing, running, and analyzing digital A/B tests and optimizing campaigns for maximal performance.
- Ethical AI in Digital Marketing & Bias.** Understanding ethical implications of AI in digital marketing (e.g., data privacy, algorithmic bias in targeting) and ensuring responsible practices.
- Content Strategy & Creation (AI-augmented).** Ability to lead the creation of diverse digital content, from text to visuals, leveraging AI tools for efficiency and scale.

- 07

Platform Expertise & Algorithm Understanding. Deep knowledge of various digital platforms (Google Ads, Meta, TikTok), their unique features, and underlying algorithms.
- 08

Adaptability & Continuous Learning. Willingness to rapidly learn new AI tools, adapt digital marketing strategies to evolving algorithms, and continuously experiment.

§ 07 INSTRUMENTS

12 ENTRIES

Tools in use

KINDS OF TOOL WORTH KNOWING

- 01

Generative AI Platforms (Text, Image, Video). Platforms that use AI to autonomously generate text for ad copy, social media captions, visual concepts, and video scripts for digital marketing.
- 02

AI for Digital Ad Optimization. AI tools that autonomously adjust bids, target audiences, and creatives in real-time across digital advertising platforms (e.g., Google Ads, Meta Ads).
- 03

AI for Social Media Scheduling & Engagement. Software that uses AI to optimize posting times, cross-post across platforms, and automate personalized responses for social media engagement.
- 04

AI for SEO & Content Optimization. AI tools that autonomously analyze search engine algorithms, keyword trends, and competitor content to optimize websites for SEO and discoverability.
- 05

AI for Email Marketing & Personalization. AI-powered platforms that autonomously segment email lists, generate personalized email content, and optimize send times for maximal open/click rates.
- 06

AI for Digital Analytics & Reporting. AI-powered dashboards and software that autonomously track detailed digital marketing metrics, identify top-performing content, and generate reports.

NAMED TOOLS ALREADY IN USE

- ChatGPT / Google Gemini / Copy.ai (for digital content)**

VISIT

Leading generative AI models used for drafting various types of digital marketing content, from ad copy to blog posts.
- Google Ads (Smart Bidding) / Meta Ads (Advantage+ campaigns)**

VISIT

AI-driven advertising platforms that autonomously optimize campaigns for performance and ROI.
- Hootsuite (AI features) / Sprout Social (AI for scheduling)**

VISIT

Social media management platforms that integrate AI for content scheduling, engagement, and analytics.
- Semrush (AI Writing Assistant, Topic Research) / Surfer SEO**

VISIT

SEO and content optimization platforms that leverage AI for topic research, keyword suggestions, and content improvement for discoverability.
- Braze (with AI-powered personalization) / Mailchimp (AI features)**

VISIT

Email marketing platforms that use AI for audience segmentation, personalization, and campaign optimization.

Google Analytics (with AI insights) / Adobe Analytics (with AI)

VISIT

Leading digital analytics platforms that incorporate AI for automated insights, anomaly detection, and natural language querying.

§ 08 EXAMPLES

5 EXAMPLES

In practice

Ways people in this role are already using AI, and what they get from it.

Automate Social Media
Post Creation

EXAMPLE 1

HOW

Digital Marketing Specialists can instruct a generative AI tool to draft a series of social media posts (e.g., for Instagram, LinkedIn, X) for a new product launch. By providing product details and brand guidelines, the AI will autonomously generate captions and suggest visual themes.

GAIN

Significantly reduces manual content creation time, accelerates campaign launches, and ensures consistent brand messaging across digital channels.

Optimize Digital Ad
Campaigns

EXAMPLE 2

HOW

Digital Marketing Specialists will implement an AI-powered ad optimization platform. The AI will autonomously adjust bids, target audiences, and ad creatives in real-time across Google Ads and Meta Ads to maximize ROI and achieve campaign goals.

GAIN

Maximizes ROI on digital ad spend, ensures campaigns are continuously optimized, and frees specialists for strategic oversight.

Analyze Audience Senti-
ment in Real-time

EXAMPLE 3

HOW

Digital Marketing Specialists will utilize an AI-powered social listening tool that autonomously analyzes comments and mentions across all platforms in real-time. The AI will identify shifts in audience sentiment (positive, negative, neutral) towards the brand, products, or campaigns.

GAIN

Provides immediate, data-backed insights into audience perception, enables proactive crisis management, and informs real-time adjustments to digital marketing strategy.

Generate Personalized
Email Copy

EXAMPLE 4

HOW

Digital Marketing Specialists can configure an AI-powered email marketing platform to autonomously draft personalized email copy for a segment of their audience. By providing a campaign goal and audience profile, the AI generates tailored subject lines and body text.

GAIN

Saves significant time on content writing, ensures consistent and personalized communication at scale, and improves email engagement rates.

Predict Digital Content Performance

EXAMPLE 5

HOW

Digital Marketing Specialists will leverage an AI model that autonomously analyzes historical content performance, audience engagement metrics, and platform algorithms. The AI predicts which new digital content formats or topics are likely to perform best, informing content strategy.

GAIN

Empowers proactive content creation, allows for early adaptation to trending topics, and significantly increases the likelihood of digital content success and reach.

§ 09 CONTEXT

How this role compares

Three neighbouring roles chosen to show the direction of travel.

Digital Marketing Assistants (Routine posting, basic monitoring)

MORE EXPOSED

AI IMPACT

Catastrophic (AI can autonomously draft captions, schedule posts, and monitor basic mentions.)

WORK MOVES TO

Immediate need for radical re-skilling into AI oversight, content curation, or specialization in human-led community management.

AI Marketing Engineers / AI Content Strategists (Digital)

DIFFERENT SKILLS, GROWING

AI IMPACT

Foundational (They design and build the AI algorithms and systems that power digital marketing content and engagement strategies.)

WORK MOVES TO

Deep expertise in AI/ML algorithms, NLP, data science, and software engineering, with a focus on digital platforms.

Creative Directors (Digital Ads) / Brand Strategists (Overall brand vision)

COMPLEMENTARY, LESS EXPOSED

AI IMPACT

Low-Moderate Augmentation (AI assists in concept generation for creatives; AI provides data for brand strategists), but core creative vision, high-level strategic direction, and overall brand narrative remain paramount.

WORK MOVES TO

Defining creative strategy for digital campaigns (Creative Directors); Developing overarching brand identity and long-term strategic positioning (Brand Strategists).

§ 10 VERDICT

Closing judgement

For Digital Marketing Specialists, AI is not merely a tool but a radical force of transformation that will fundamentally redefine their role. It will autonomously handle the mundane, amplify creative content, and streamline analytics, compelling specialists to pivot to indispensable strategic insight, profound brand narrative, and ethical oversight. The future Digital Marketing Specialist will be a visionary orchestrator of human-AI collaboration, providing irreplaceable connection and creativity at the heart of brand presence.

§ 11 BASIS

REVISED 4 OCTOBER 2026

Evidence and revisions

What the exposure figure rests on, what changed when it was last revised, and the published work cited for this role.

SCORE

60 to 65

WINDOW

2-5 years (unchanged)

The 4 October 2026 review moved the score up by 5 points.

Microsoft's AI applicability score for the matching occupation is 0.35, in the top decile of 785 US occupations; Anthropic's observed exposure (the share of the occupation's tasks already being done with Claude) is 0.65, which is heavy by the standards of the 756 occupations measured; the US Bureau of Labor Statistics places it in the 'very high' AI-exposure tier; BLS projects employment to grow 7.0% over 2025–35. Blending our 2025 editorial figure (60%) with the 2026 evidence composite (40%) moves the score from 60 to 65.

MEASURES BEHIND THE SCORE

US Bureau of Labor Statistics · *Employment Projections 2025–35 and AI Exposure Categories* (27 August 2026)

AI-exposure tier: Very high. Projected employment change 2025–35: +7.0%. Matched to Market research analysts and marketing specialists.

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Microsoft Research · *Working with AI: Measuring the Applicability of Generative AI to Occupations* (10 July 2025)

AI applicability score 0.35 (percentile 97 of 785 occupations) for SOC 13-1161.

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Anthropic · *Anthropic Economic Index report: Cadences* (26 June 2026)

Observed exposure 0.65 for SOC 13-1161 (percentile 99 of 756 occupations).

PUBLISHER PDF

UK Department for Science, Innovation and Technology · *Assessment of AI capabilities and the impact on the UK labour market* (28 January 2026)

UK context: around 70% of UK workers are in occupations with tasks AI could perform or enhance, above the US average; a one-standard-deviation rise in exposure was associated with a 3.9% fall in UK job postings.

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<https://www.careerguard.ai/sources>

§ 12 APPENDIX

Method and sources

Each report was written from a large body of published research and then, in October 2026, re-scored against occupation-level evidence: the US Bureau of Labor Statistics AI-exposure classification and 2025–35 projections, Microsoft Research's AI applicability scores and Anthropic's observed-exposure data, cross-checked against the reports listed in the Evidence section above. The organisations and publications below are the standing literature behind the narrative sections. Every source, with dates, licences and archived copies where we are permitted to hold them, is catalogued in the research library.

Scores are revised by blending the previous editorial figure (60%) with a composite of the three occupation-level measures (40%), capped at fifteen points per revision and rounded to the nearest five. The window shifts one notch when a score moves ten points or more. Hand adjustments are recorded with their reason in the revision log.

I GLOBAL AND MACROECONOMIC IMPACT OF AI ON WORK

World Economic Forum

The Future of Jobs Report series — Employer survey of expected job growth and decline, skill shifts and technology adoption (2020, 2023 and 2025 editions); *Artificial Intelligence and the Future of Entry-Level Work* (2026).

AI governance and transformation reports — Frameworks on ethical AI, talent strategy and industry transformation.

McKinsey Global Institute

AI, Automation and the Future of Work series — Research quantifying automation potential by task, sector and demographic, from "Jobs Lost, Jobs Gained" to "Agents, robots, and us" (2025).

Industry-specific reports — Financial services, healthcare, manufacturing and others.

PwC

Global AI Jobs Barometer — Annual analysis of job postings and productivity by AI exposure (2024–2026 editions).

Upskilling Hopes and Fears survey — Employee perceptions and readiness.

Microsoft Research and Anthropic

Working with AI (2025); *Anthropic Economic Index* (2025–2026) — Occupation-level usage data from Copilot and Claude conversations, the two observed-usage measures behind the 2026 revision.

Stanford Digital Economy Lab and Stanford HAI

Canaries in the Coal Mine? (2025–2026); *AI Index Report* (annual) — Payroll evidence on early-career employment in exposed occupations; annual measurement of AI capability, investment and adoption.

Deloitte

Human Capital Trends series — Workforce, talent and HR technology trends.

Tech Trends series — Emerging technologies and their business implications.

Accenture

Technology Vision series — Forward-looking analysis of emerging technology, with emphasis on AI.
Fjord Trends — Design, innovation and human experience in a digital world.

Boston Consulting Group

AI/ML insights and industry solutions — "The AI Revolution in the Workplace" and related research.

EY

AI and workforce reports — Adoption, talent strategy and ethics.

IBM Institute for Business Value

AI and automation studies — Business models, workforce evolution and leadership.

OECD

AI Policy Observatory — International data and policy on AI, labour markets and skills.
Employment Outlook — Labour-market trends including technological impact (2023–2026 editions).

International Labour Organization

Generative AI and Jobs: A Refined Global Index of Occupational Exposure (2025) — Task-level exposure gradients for every ISCO occupation; successor to the 2023 global index.

International Monetary Fund

Staff Discussion Notes on AI and work (2024, 2026) — Complementarity framing: where AI augments and where it substitutes.

UK Department for Science, Innovation and Technology

Assessment of AI capabilities and the impact on the UK labour market (2026) — UK occupational exposure and job-posting evidence.

Brookings Institution

AI and automation research — Economic and social implications, displacement and skills.

Yale Budget Lab and Goldman Sachs Research

Tracking the Impact of AI on the Labor Market; AI and the US labour market (2026) — Aggregate labour-market monitoring; macro displacement estimates.

Oxford University (Oxford Martin School)

The Future of Employment — Frey & Osborne and subsequent research on susceptibility to automation.

MIT Technology Review

AI & Work — Reporting on AI research and its implications for industries and jobs.

Gartner

Hype Cycle for Artificial Intelligence — Maturity and adoption of AI technologies.
Future of Work reports — Workplace models and talent strategy.

U.S. Bureau of Labor Statistics

Employment Projections 2025–35; AI Exposure Categories; Occupational Outlook Handbook — Ten-year employment projections and, from the 2025 cycle, an AI-exposure tier for every detailed occupation.

Indeed Hiring Lab

AI at Work Report (2025) and posting-market updates — Skill-level transformation estimates and job-posting trends by occupation.

II CORE AI AND MACHINE-LEARNING RESEARCH

OpenAI

Research papers, blog and API documentation — Large language models, generative AI, safety and societal impact.

Google DeepMind

Research papers and blog — Reinforcement learning, AI for science, AGI and ethics.

Meta AI

Research papers and blog — Large language models, computer vision, AI for social good.

Hugging Face

Transformers library and model hub — Open-source state-of-the-art NLP models.

TensorFlow and PyTorch

Documentation and community forums — Core frameworks illustrating practical capability.

arXiv

cs.AI, cs.LG, cs.CV, cs.CL — Pre-print research.

NeurIPS and ICML

Conference proceedings — Top-tier academic research.

ACM and IEEE

Journals and proceedings — ACM Computing Surveys; IEEE Transactions on AI.

Kaggle

Datasets and competition solutions — Applied machine learning on real-world problems.

The Alan Turing Institute

Research and reports — Responsible and applied AI.

III ETHICAL AND RESPONSIBLE AI DEPLOYMENT

NIST

AI Risk Management Framework — Voluntary framework for managing AI risk.

European Commission

AI Act — Risk-tiered legal framework for AI.

Ethics Guidelines for Trustworthy AI — Principles for responsible development.

Partnership on AI

Research and best practice — Responsible AI development.

AI Now Institute

Annual reports — Social implications: power, inequality, rights.

ACM FAccT

Proceedings — Fairness, accountability and transparency.

Data & Society

Publications — Social implications of data-centric technology.

WIPO

Conversation on IP and AI — Intellectual-property implications of AI.

IEEE Global Initiative on Ethics of A/IS

Ethically Aligned Design — Recommendations for ethical AI design.

Center for AI and Digital Policy

Policy briefs — Accountable AI policy.