Opening individual indicators

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Individual tracking is lawful. Both tables are available, and the file that makes the first safe is supplied.**

What is supplied to install the individual level

Condition	Basis	What the agent produces	Time saved
Proportionality to the objective	**Art. L1121-1, Labour Code**	**Reduced scope, justified in writing**	**—**
Prior information to the people concerned	**Art. L1222-4, Labour Code**	**Dated notice, ready to circulate**	**—**
Works council consultation	**From 50 employees**	**Full file: purpose, data, recipients, retention**	**Half a day**

> The French DPA restates that **an employer has the power to frame and monitor staff activity**. It is the conditions that are regulated, not the principle.

The two possible individual indicators, compared

Indicator	Effect on behaviour	Effect on the dashboard	Does the 5 % control group survive?
Conversion rate per person	**Low-odds quotes stop being issued**	**Rate rises, number of deals falls**	**No**
Deals signed per person	**No such effect**	**Follows real activity**	**Yes**

What the control group returns, and why it is worth preserving

Measure	Value
Share of low-scored leads drawn and worked	**5 %**
Conversion of those leads	**9 %**
Conversion of high-scored leads	**14 %**
Deals signed thanks to the control group this half-year	**22**

The gap is real — **and four times smaller than the score suggested.** Without the control group, a low-scored lead is never called back, so never converts, **and the score is right indefinitely.**

For the company to settle

Individual indicator chosen, if any: _____

Works council consultation date: _____

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Legal notice (in French): bluelemonagent.ai/mentions-legales

Share of low-scored leads drawn for the control group: _____ %

Request a demo with your own documents

This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
https://bluelemonagent.ai/en/entreprises/cas-usage/agent-crm-enrichissement-scoring-de-leads

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