



Twelve years asked for, four to seven observed

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. **The agent does not say the requirement is excessive.** The post may have changed, and a requirement can be deliberately raised.

What the advert asks

"*minimum 12 years' experience in logistics*"

What the files show

Postholder	Appointed	Experience on appointment	Would have passed the filter?
A	2014	6 years	No
B	2018	4 years	No
C	2023	7 years	No

None of the three people who have held this post would have passed the filter of the advert describing it.

What the threshold does to the pool received

Experience stated	Applications
Under 5 years	61
5 to 8 years	72
9 to 11 years	35
12 years and over	46
Below the threshold	168 of 214 — 78%

The two possible outcomes, and the third which is not one

Situation	Effect
The threshold is applied	78% of the pool set aside, knowingly
The threshold is lowered	The pool widens, knowingly
The threshold stays written and unapplied	It discourages without sorting — no advantage

The agent recommends neither the first nor the second. It reports that the third is the current situation.

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.

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