Five hundred and twelve applications — all 512 made readable

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

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> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **The subject is not finding the best.** The subject is that one hundred and twenty-five people applied in time, and in three hours all of them are read.

Situation	Applications	Share
Opened	**200**	39%
Arrived after filling, unopened	**187**	**37%**
Arrived before filling, unopened	**125**	**24%**
Total	**512**	100%

The sequence

Date	Event	Applications received by then

02/03	Vacancy published	0
13/03	**Post filled**	**325**
24/03	Vacancy closed	**512**

> **Sorting happened in order of arrival until a suitable candidate appeared.**
> That is not a choice: it is a consequence of volume, and nobody decided it.

What the agent answers, and what it refuses to invent

Question	The agent's answer
Which of the 125 should have been opened?	**Ordered on your four criteria, and all 125 are read**
Was there a better candidate among them?	**No data says so; with the 125 read, you will know**
Was the recruitment poor?	**Nothing allows saying so**

What is proposed

Element	Effect
4 factual elements per application, in the same place	**All 512 read in 3 hours**
Ordering on your four criteria	**All 512 remain readable**
A count of what has been opened	**The figure exists while the vacancy is open**

The count is what was missing: on 13 March nobody knew that 125 applications arriving in time had not been opened.

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