

# Business Practices Index

## Candidate Report

Candidate Report for B Candidate



Administrator: J Administrator

U.S. Financial (LIMRA Demo)

Date: 10/15/2005

**BPI Score: 3**



High Risk

Low Risk

The candidate's responses indicate an 80% probability of engaging in behaviors that may present compliance risks. Examples of such behaviors might include misleading work communications, misrepresenting products, violating office policies, and theft.

2% of all candidates who complete BPI receive this score.  
7% of candidates receive a lower score.  
91% of candidates receive a higher score.

The information provided below details specific answers given by the candidate that may help in the evaluation process. Suggested follow-up questions pertaining to these items are available in the BPI online help file.

- \* This candidate believes it is definitely or probably necessary to bend rules to be successful in business on occasion.
- \* This candidate believes successful employees definitely or probably break important company policies to get the job done.
- \* This candidate believes that firing a businessperson who uses a competitor's private list of clients to recruit new clients is definitely or probably too extreme.
- \* This candidate believes that successful salespeople definitely or probably take unethical actions.
- \* This candidate believes that a person who violates an important company policy to complete a profitable project definitely or probably should not be fired.
- \* This candidate has exaggerated his or her accomplishments to get more work or business at least one time in the last two years of employment.