The Agent Screening Flowchart is a corruption evaluation procedure for companies planning to enter markets through an agent. It is based on an active business code of conduct on corruption and bribery. It focuses solely on corruption risks associated with the selection of an agent and the renewal of an agent contract.

STARTUP

START

IDEA

Obtain relevant information about the country and corporation

Use country profiles

Evaluate potential agents

Try to find alternatives through more agents

SCREENING

Can you get the necessary info?

Do a verification of the obtained information

Is the information credible?

A

B

C

Yes

No

Yes

No

Yes

No

DRAFT AGREEMENT AND CROSS-CHECKS

Evaluate terms

Evaluate contract conditions

Evaluate territory

Determin validity

继续 with agent?

APPROVAL

Get the approval from the board

Present protocol to management

Annual Review

Internal and legal cross-check ok?

Prepare protocol or management

Present to the board

Make sure the decision is documented and entered in the protocol.