

# HOMEWORK RECORD

Designed to support you in managing the homework and L&D activation activities through the L&D program. This is where you can keep a record of your submissions in LEARN on BoB Earth. Go to the Summary Pack for the Module Month using the links in the L&D Catalogue, to find out more about the activity. Click [here](#) to view a video on *how* to upload your homework into the classroom on BoB Earth. Tip: click on the Module heading on the Earth to take you to the upload area for each Module.



#	Homework Activity	Module Map		Related Poster	Name of your uploaded homework file
1	Complete your <b>FYF Audit Sheet</b>	Audit & Numbers	M1 W1-W4, M3 W6, M5 W2	<a href="#">LD8 Find your Formula Audit Sheet-yourbusiness</a>	
2	<b>Getting the numbers right</b> in the three key areas of Staffing Ratios, Internal Structures and Marketing Spend to support your growth plan.	Audit & Numbers	M1 W3	<a href="#">LD8 Find your Formula Audit Sheet-yourbusiness</a>	
3	Do the <b>future mapping</b> exercise	Innovation	M2 W1	<a href="#">LD13 Future Mapping Poster-yourbusiness</a>	
4	Complete the <b>Innovation Poster</b>	Innovation	M2 W1-W4, M3 W3, M5 W5	<a href="#">LD14 Innovation Poster</a>	
5	Complete the <b>Hamburger Model</b>	Innovation	M2 W2-W4	<a href="#">LD21 Hamburger Model-Generic Example</a>	
6	Complete the <b>Campaign Together Poster</b>	Go to Market	M2 W3-W4, M3 W1-W3	<a href="#">LD18 Campaign Together Poster-yourbusiness</a>	
7	Complete the Who, Purpose and Asset sections on the <b>Brand Ladder Poster</b> .	Brand Ladder	M4 W1-W3	<a href="#">LD24 Brand Ladder-yourbusiness</a>	
8	Complete the <b>Asset Structure Poster</b>	Brand Ladder: Assets & Structures	M4 W1-W2	<a href="#">LD25 Asset Structure</a>	
9	Calculate your <b>revenue per person</b> today, tomorrow and the benchmark	Asset Structures: Growth Teams	M4 W3	<a href="#">Growth Teams Decision Tool</a>	
10	Review your staff and what <b>layer of capability</b> they sit at using the tier system 1 to 4	Asset Structures: Growth Teams	M4 W3	<a href="#">Growth Teams Decision Tool</a>	
11	Complete the <b>Growth Teams Decision Tool</b>	Asset Structures: Growth Teams	M5 W1 - W3	<a href="#">Growth Teams Decision Tool</a>	
12	Complete the <b>ROI Brand Growth Metrics Poster</b>	Asset Structures: Campaign ROI	M5 W5, M8 W5	<a href="#">LD26 ROI Brand Growth Metrics Poster</a>	
13	Complete the <b>Channel Dial Poster</b>	Asset Structures: Channels	M5 W6 M6 W1	<a href="#">LD27 Channel Dial Poster</a>	
14	Complete the <b>Channel Choices Poster</b>	M6 - Sales	M6 W1	<a href="#">LD29 Channel Choices Poster 1</a>	
15	Complete the <b>6x Sales Poster</b> checklist	M6 - Sales	M6 W2	<a href="#">LD31 6x Sales Poster</a>	
16	Complete the Mindset (Unlearning) section of the <b>L&amp;D Rebuild Planning Poster</b>	M7 - Rebuild	M7 W2, M7 W3	<a href="#">LD33 Rebuild Phase Planning</a>	
17	Drop to the Planning and Comms layer of the <b>Rebuild Phase Planning Poster</b> and build this strategy in your mind.	M7 - Rebuild	M7 W2, M7 W3	<a href="#">LD34 Rebuild Phase Planning with mindset notes</a>	
18	Complete 3 posters: <b>Personal DNA Brand Ladder, Personal DNA Story Board, Personal DNA On Purpose Off Purpose</b> .	M7 - Rebuild	M7 W4	<a href="#">LD35 Personal DNA Ladder.pdf</a>	
				<a href="#">LD36 Personal DNA Story Board.pdf</a>	
				<a href="#">LD37 Personal DNA On Purpose Off Purpose.pdf</a>	
19	Complete: <b>Purpose Footprint poster</b> . What footprint do you want to leave?	M8 - Rebuild	M8 W1, M8 W3	<a href="#">LD38 Purpose Footprint</a>	
20	Fill in the <b>Campaign Together - Unite On Poster</b> . Write in your Campaign 1, 2 and 3.	M8 - Rebuild	M8 W4	<a href="#">LD43 Campaign Together - Unite On</a>	
21	Revisit the <b>ROI Brand Growth Metrics Poster</b> . Document the ROI on what you've completed.	M8 - Rebuild	M5 W5, M8 W5	<a href="#">LD26 ROI Brand Growth Metrics Poster</a>	
22	Complete the <b>Capability Scorecard</b> (PDF and Excel options)	M9 - Rebuild	M9 W1-W2	<a href="#">Capability Scorecard.xls</a>	
23	Complete the <b>Campaign ROI Output Data Sheet.xls</b>	M9 - Rebuild	M9 W2-W3	<a href="#">Campaign ROI Output Data Sheet.xls</a>	
24	Complete the <b>Campaign Trends.xls</b> worksheets	M9 - Rebuild	M9 W2-W3	<a href="#">Campaign Trends</a>	
25	Complete the <b>Spirituality Inner Self poster</b> shared in class this week	M9 - Rebuild	M9 W4	<a href="#">Spirituality Inner Self poster</a>	
26	Revisit the <b>Innovation Poster</b> and write down the Partners you could be talking to.	M9 - Rebuild	M9 W5	<a href="#">Innovation Poster</a>	
27	Complete the <b>Capacity Poster</b>	M10 - Rebuild	M9 W6	<a href="#">Capacity Poster</a>	
28	Complete the <b>Capacity Poster</b>	M10 - Rebuild	M10 W1	<a href="#">Capacity Poster</a>	
29	Have a play with the <b>Valuation Calculator</b>	M10 - Rebuild	M10 W1	<a href="#">Valuation Calculator</a>	
30	Complete the <b>Campaign Unite On Planning Poster</b>	M10 - Rebuild	M10 W4	<a href="#">Campaign Unite On Planning Poster</a>	
31	Revisit the <b>Campaign Together Poster for your business</b>		M10 W6	<a href="#">Campaign Together Poster-yourbusiness</a>	