

**WINE 107 Course Outline as of Spring 2011****CATALOG INFORMATION**

Dept and Nbr: WINE 107      Title: ADV WINE SALES  
 Full Title: Advanced Wine Sales  
 Last Reviewed: 4/19/2004

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	1.00	Lecture Scheduled	16.00	6	Lecture Scheduled	96.00
Minimum	1.00	Lab Scheduled	0	1	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	16.00		Contact Total	96.00
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 192.00

Total Student Learning Hours: 288.00

Title 5 Category: AA Degree Applicable  
 Grading: Grade or P/NP  
 Repeatability: 00 - Two Repeats if Grade was D, F, NC, or NP  
 Also Listed As:  
 Formerly: AG 270.21

**Catalog Description:**

Selling techniques & personal presentations to buyer at all levels of three tier system.

**Prerequisites/Corequisites:****Recommended Preparation:****Limits on Enrollment:****Schedule of Classes Information:**

Description: Selling techniques & personal presentations to buyer at all levels of three tier system. (Grade or P/NP)

Prerequisites/Corequisites:

Recommended:

Limits on Enrollment:

Transfer Credit:

Repeatability: Two Repeats if Grade was D, F, NC, or NP

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

**AS Degree:**      **Area**  
**CSU GE:**        **Transfer Area**

Effective:      Inactive:  
Effective:      Inactive:

**IGETC:**        **Transfer Area**

Effective:      Inactive:

**CSU Transfer:**                      Effective:

Inactive:

**UC Transfer:**                      Effective:

Inactive:

**CID:**

**Certificate/Major Applicable:**  
Not Certificate/Major Applicable

## **COURSE CONTENT**

**Outcomes and Objectives:**

**Topics and Scope:**

**Assignment:**

**Methods of Evaluation/Basis of Grade:**

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

None

Writing  
0 - 0%

**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

None

Problem solving  
0 - 0%

**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

None

Skill Demonstrations  
0 - 0%

**Exams:** All forms of formal testing, other than skill performance exams.

None

Exams  
0 - 0%

**Other:** Includes any assessment tools that do not logically fit into the above categories.

None

Other Category  
0 - 0%

**Representative Textbooks and Materials:**