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 Wee	ek	Nbr of W	eeks	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: CSU GE:	Area Transfer Area	Effective: Effective:	Inactive: 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

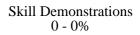
Problem Solving: Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

None

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

None

Problem solving 0 - 0%



None

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

None

Representative Textbooks and Materials:

Exams 0 - 0%

Other Category 0 - 0%