

WINE 108 Course Outline as of Spring 2005**CATALOG INFORMATION**

Dept and Nbr: WINE 108 Title: VIT/ENOL FOR TASTING RM
 Full Title: Viticulture and Enology for Tasting Room Personnel
 Last Reviewed: 5/2/2011

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	1.00	Lecture Scheduled	3.00	6	Lecture Scheduled	18.00
Minimum	1.00	Lab Scheduled	0	6	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	3.00		Contact Total	18.00
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 36.00

Total Student Learning Hours: 54.00

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 270.30

Catalog Description:

Basic viticulture and enology practices used in the North Coast. A short course to help tasting room personnel answer questions from customers.

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

Description: Basic viticulture and enology practices to help tasting room personnel answer questions from customers. (Grade or P/NP)

Prerequisites/Corequisites:

Recommended:

Limits on Enrollment:

Transfer Credit:

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

- G. Label requirements
- H. Bureau of Alcohol (BATF), Tobacco & Firearms, and Alcoholic Beverage Control (ABC) regulations
- V. Promotion of Wines
 - A. Wine competitions
 - B. Media reviews
 - C. Trade / public events
- VI. Merchandising and Sales of Wines and Wine-related Products in the Tasting Room
 - A. Sales training for the tasting room employee
 - B. ABC's of basic wine sales
 - C. Negotiating and closing the sale
- VII. Winery Tasting Room Special Events and Promotions

Assignment:

Assignments may include:

1. Role play a sales presentation.
2. Written research report on wine statistics and trends (3-5 pages).
3. Quizzes (1-2) and final exam.
4. Reading, 10 - 20 pages per week.

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.

Research report.	Writing 20 - 30%
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Problem Solving: Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

None	Problem solving 0 - 0%
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Skill Demonstrations: All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

Class performances, Role play.	Skill Demonstrations 20 - 30%
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Exams: All forms of formal testing, other than skill performance exams.

Multiple choice, True/false, Matching items, Completion, short answer	Exams 20 - 30%
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Other: Includes any assessment tools that do not logically fit into the above categories.

Participation

Other Category
10 - 20%

Representative Textbooks and Materials:

Sales and Service for the Wine Professional. Julyan, Brian. Thomson Learning, 2003.

Instructor prepared materials.