

**WINE 130 Course Outline as of Fall 2022****CATALOG INFORMATION**

Dept and Nbr: WINE 130 Title: WINE SERVICE HOSPITALITY

Full Title: Wine Service and Hospitality

Last Reviewed: 9/13/2021

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	1.50	Lecture Scheduled	1.50	17.5	Lecture Scheduled	26.25
Minimum	1.50	Lab Scheduled	0	6	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	1.50		Contact Total	26.25
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 52.50

Total Student Learning Hours: 78.75

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 281.29

**Catalog Description:**

A comprehensive exploration of wine service and hospitality. Covers selecting, serving, decanting, storing, transporting, handling, selling and displaying wine in restaurants, tasting rooms, and private venues.

**Prerequisites/Corequisites:**

Minimum Age 18 or older

**Recommended Preparation:**

Eligibility for ENGL 100 or ESL 100 and Course Completion of WINE 1 or VIT 1

**Limits on Enrollment:**

Must be 18 years or older

**Schedule of Classes Information:**

Description: A comprehensive exploration of wine service and hospitality. Covers selecting, serving, decanting, storing, transporting, handling, selling and displaying wine in restaurants, tasting rooms, and private venues. (Grade or P/NP)

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Limits on Enrollment: Must be 18 years or older

Transfer Credit:

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

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

<b>AS Degree:</b>	<b>Area</b>	<b>Effective:</b>	<b>Inactive:</b>
<b>CSU GE:</b>	<b>Transfer Area</b>	<b>Effective:</b>	<b>Inactive:</b>
<b>IGETC:</b>	<b>Transfer Area</b>	<b>Effective:</b>	<b>Inactive:</b>
<b>CSU Transfer:</b>		<b>Effective:</b>	<b>Inactive:</b>
<b>UC Transfer:</b>		<b>Effective:</b>	<b>Inactive:</b>

**CID:**

**Certificate/Major Applicable:**

Both Certificate and Major Applicable

## **COURSE CONTENT**

### **Student Learning Outcomes:**

At the conclusion of this course, the student should be able to:

1. Demonstrate professional wine service techniques and responsible hospitality service in the wine industry.
2. Organize wines for a sensory tasting evaluation.
3. Explain and apply effective wine sales techniques.
4. Describe important aspects and benefits of wine clubs.

### **Objectives:**

At the conclusion of this course, the student should be able to:

1. Describe and practice proper wine storage procedures and professional wine serving procedures.
2. Organize a wine sequence for wine tasting or wine and food pairing.
3. Summarize the basic principles of successful wine and food pairing.
4. Describe and practice effective strategies for wine club member conversion, retention, and incentives to gain club members.
5. Describe and practice effective wine sales techniques such as upselling and wine club discounts.

### **Topics and Scope:**

- I. Wine Storage Conditions (temperature, humidity, light)
  - A. Essentials of a wine storage facility
  - B. Storing open wines
- II. Professional Wine Service
  - A. Transporting a bottle appropriately
  - B. Tasting room and restaurant services presentation
  - C. Opening the bottle
    1. Kinds of wine (Still, sparkling, old, young)

- 2. Tools (“ah-so”, waiter’s key, screw pull)
- D. Glassware
  - 1. Effect on flavor
  - 2. Cost
- E. Decanting old versus new wine
- F. Pouring
  - 1. Quantities
  - 2. Spill prevention
  - 3. Clean-up strategies
- G. Wine temperature
  - 1. Influence on flavor (red, white, sparkling)
  - 2. Cultural norms
  - 3. Methods for quick cooling
- III. Sensory Evaluation Procedures for the Hospitality Professional
  - A. Wine descriptors
    - 1. Color
    - 2. Aroma/bouquet
    - 3. Balance
    - 4. Finish
  - B. Organoleptic indicators (See, swirl, smell, sip, savor)
  - C. Varietals
  - D. Tasting evaluation sheet based on the 20 point scale
- IV. Sequencing Multiple Wines for Wine Tasting and Meal Pairing
- V. Wine and Food Pairing
- VI. Wine Clubs
  - A. High Club Member Conversion
    - 1. Forms and techniques for recruiting club members
    - 2. Club member retention activities
  - B. Economic impact of wine clubs
  - C. Role of employees in club membership
- VII. Sales
  - A. Effective techniques and strategies for wine sales
  - B. Wine pricing and appreciation
- VII. Responsible Hospitality and Service
  - A. ServSafe Certification
  - B. Rules and regulations regarding serving alcohol
    - 1. Minors
    - 2. Intoxicated clients
  - C. Training for Intervention Procedures (TIPS)
  - D. Other tactics and procedures to insure responsible service

### **Assignment:**

- 1. Weekly reading (10 - 20 pages)
- 2. One hospitality - tasting room report (response to approximately 20 questions)
- 3. Written homework assignments (3 - 5)
- 4. Weekly professional wine evaluation tasting sheets and sensory evaluation of wines in different glassware
- 5. One in-class demonstration: open and serve a bottle of wine according to professional standards
- 6. One oral presentation about sensory characteristics of one wine
- 7. Feedback sheets: complete a feedback sheet (1 - 2 pages) for each presentation/presenter

## 8. Final exam

### 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.

Hospitality-Tasting Room report; written homework assignments; feedback sheets

Writing  
20 - 30%

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

Professional wine evaluation tasting sheets and sensory evaluation of wines in different glassware

Problem solving  
20 - 30%

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

In-class demonstration; oral presentation about sensory characteristics of one wine

Skill Demonstrations  
30 - 50%

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

Final exam

Exams  
10 - 20%

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

None

Other Category  
0 - 0%

### Representative Textbooks and Materials:

Instructor prepared materials.

Sales and Service for the Wine Professional. 3rd ed. Julyan, Brian K. Cengage/Thomson Learning. 2008 (classic)

Event Management for Tourism, Cultural, Business, and Sporting Events. Van Der Wagen, Lynn and Carlos, Brenda. Pearson Prentice Hall. 2005 (classic)