Advanced Specification for the WSET® Level 3 Certificate in Wines and Spirits

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www.wsetglobal.com
The WSET® Level 3 Advanced Certificate in Wines and Spirits

This specification contains necessary information for both candidates and programme providers about the WSET® Level 3 Advanced Certificate in Wines and Spirits. The main part of the document is a detailed statement of learning outcomes. These outcomes should be used by providers to prepare programmes of learning, and by candidates to plan their studies, because the examination is set to test these outcomes.

The specification also provides syllabus weighting, study and examination guidance including the examination regulations, as well as information to assist in the relating of the Level 3 Advanced Certificate to other qualifications including NVQs, Key Skills and other WSET® qualifications.

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‘exploring the world of wines and spirits’
The Wine & Spirit Education Trust Qualifications

WSET® Awards is the qualifications division of the Wine & Spirit Education Trust.

We provide quality-assured qualifications that help people to know more about alcoholic beverages and to develop their tasting skills. We do this by:

- liaising with the drinks industry to set suitable syllabi
- approving programme providers to offer our qualifications
- setting examinations
- issuing certificates to successful candidates.

The development and awarding of WSET® accredited qualifications is the sole responsibility of WSET® Awards, the Awarding Body of The Wine and Spirit Education Trust.

The National Qualifications Framework

The UK Government’s regulatory authority for education, the Qualifications and Curriculum Authority (QCA), has developed the National Qualifications Framework (NQF). This is further supported by the Office of the Qualifications and Examinations Regulator (Ofqual), which is the new regulator of qualifications in England. The Framework is designed to show all the qualifications that are nationally approved at different levels, to enable you to plan your progress through them. Levels are numbered from 1 (foundation) through to 8 (doctoral equivalent). WSET® qualifications provide underpinning knowledge, which can be applied in a number of different job functions. They are classified in the National Qualifications Framework as ‘vocationally related’. The table below shows their relationship to the Framework.

<table>
<thead>
<tr>
<th>Full Title</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>The WSET® Level 1 Foundation Certificate in Wines (Hospitality)</td>
<td>This qualification provides a basic introduction to the main styles of wines available to front-line staff involved in the service of wine. The qualification aims to provide the basic product knowledge and skills in the service of wines required to prepare a person for their first job in hospitality.</td>
</tr>
<tr>
<td>The WSET® Level 1 Foundation Certificate in Wines (Retail)</td>
<td>This qualification provides a basic introduction to the main styles of wines available to front-line staff involved in the sale of wine. The qualification aims to provide the basic product knowledge and customer-service skills required to prepare a person for their first job in wine retail.</td>
</tr>
</tbody>
</table>
The National Qualifications Framework  continued

Full Title  : The WSET® Level 1 Foundation Certificate in Spirits  
NQF Level  : 1
Description: This qualification provides a basic introduction to the main categories of spirits available to front-line staff involved in the service of spirits. The qualification aims to provide the basic product knowledge and skills in the service of spirits to prepare a person for a role in hospitality or the spirits industry.

Full Title  : The WSET® Level 2 Intermediate Certificate in Wines and Spirits
NQF Level  : 2
Description: This qualification offers broad coverage of all product categories in the field of alcoholic drinks, together with the theory of tasting technique. It is suitable for those with little previous experience.

Full Title  : The WSET® Level 2 Professional Certificate in Spirits  
NQF Level  : 2
Description: This qualification offers a greater breadth and depth of knowledge in the specific area of spirits and liqueurs than that offered by the broader-based Level 2 Certificate in Wines and Spirits. This qualification offers focused coverage of all product categories in the field of spirits, end use of the identified products together with the theory of tasting technique.

Full Title  : The WSET® Level 3 Advanced Certificate in Wines and Spirits  
NQF Level  : 3
Description: The Level 3 Advanced Certificate gives more comprehensive coverage of the wines and spirits of the world, with an increased focus on tasting technique.
The National Qualifications Framework continued

Full Title: The WSET® Level 4 Diploma in Wines and Spirits

NQF Level: 4

Description: This is a specialist qualification where detailed knowledge is combined with commercial factors and a thorough system for the professional evaluation of wines and spirits. The Diploma is recommended by the Institute of Masters of Wine for candidates wishing to pursue membership.

Full Title: The WSET® Level 5 Honours Diploma in Wines and Spirits

NQF Level: 5

Description: This is an individual research project, where students can develop higher-level research, evaluation and analytical skills in a specialist wine and spirit subject of their choice.

BS EN ISO 9001:2000

WSET® Awards operates a Quality Management System which complies with the requirements of BS EN ISO 9001:2000 for the management of awards for qualifications and examinations in the product knowledge and tasting competence of alcoholic beverages.
How to prepare for the Level 3 Advanced Certificate

Our recommendation is to join a course. Group study with a qualified tutor is the best way of learning how to taste. A list of Approved Programme Providers (APPs) in the United Kingdom and overseas is published on the WSET® website (www.wsetglobal.com). Please contact the APP directly to find out about their programmes.

It is possible to prepare for our qualifications by distance learning, which is a more flexible approach. A student will still need to register with an APP where they wish to sit their examination. Candidates should contact their local APP in the first instance.

Development of Key Skills

- Key Skills

The UK Government, through the Office of the Qualifications and Examinations Regulator, has defined levels of attainment in six key skills: communication, application of number, information technology, working with others, improving own-learning and performance, problem solving.

The WSET® Level 3 Advanced Certificate does not specifically assess any of the key skills. However, it is considered that there are opportunities for students to develop certain key skills and generate evidence for portfolio presentation.

For the benefit of tutors and students, a mapping key for the six key skills has been produced. The mapping key will give examples where, in the natural course of study for a WSET® Level 3 Advanced Certificate, it is possible to practice and generate evidence for portfolios in key skills. It should be noted that the opportunities for developing key skills and generating evidence might be affected by the mode of study adopted.

Not all key-skills requirements are covered by the WSET® Level 3 Advanced Certificate. We, therefore, advise that any student who wishes to complete the key-skills requirements should contact a specialist key-skills advisor who should be able to give suitable advice for the completion of tasks.

However, two of the key skills have been identified where it is possible to develop and practice key skills:

- communication
- improving own-learning and performance.

To aid the key-skills tutor and student, we have included tracking guides for the key skills a student should be able to demonstrate when undertaking a WSET® Level 3 Advanced Certificate, and these are available in the APP Handbook and from the WSET® website (www.wsetglobal.com).

The guides identify key skill opportunities which will occur when using the recommended WSET® Tutor Guides and Level 3 Advanced Certificate study pack as part of the course of study for the WSET® Level 3 Advanced Certificate in Wines and Spirits. Tutors who adopt alternative approaches to teaching may generate different opportunities for the development and demonstration of key skills.
Other Issues
As a key learning outcome of the Level 3 Advanced Certificate, candidates are required to consider the cultural and political influences affecting wine and spirit production in both the domestic and international markets. Given the broad geographical coverage of the qualification, this encourages candidates to develop an awareness of different countries and cultures, particularly but not exclusively within Europe.

A candidate will be required to show:

- a broad understanding of the influence of the European Union Common Agricultural Policy on the development of wine production in the countries of the European Union
- a more detailed knowledge of the regulations relating to the description and labelling of wine intended for sale within the European Union, regardless of where the wine is produced. This provides the opportunity for a case study on how the European Union works in a narrowly defined area and highlights an important cultural difference between, in particular, the United Kingdom and some other countries.

Unit One - Wines and Spirits of the World makes specific reference, with detail appropriate to the level of the qualification, to the health issues associated with alcohol consumption.

Equal Opportunities Policy
WSET® Awards fully supports the principle of equal opportunities and is responsible for ensuring that all candidates for its qualifications are treated fairly and on an equal basis. A copy of our equal-opportunities policy can be obtained from the Centres Co-ordinator and Quality Assurance Manager, WSET® Awards.

Customer Service Statement
The quality and scope of service customers can expect from WSET® Awards is published in our Customer Service Statement. A copy can be obtained from the Centres Co-ordinator and Quality Assurance Manager, WSET® Awards.

In the unlikely event of any dissatisfaction with the service received, please contact the registered APP in the first instance. If the issue is not resolved please contact the Centres Co-ordinator and Quality Assurance Manager, WSET® Awards.

UK Scholarship Scheme
For those candidates employed in the drinks business in the UK, as well as for a more limited number of candidates from the general public, WSET® Awards manages a scheme to match outstanding candidates in their examinations to scholarship awards made available by industry sponsors. The awards are typically visits to wine or spirit producing regions. In a number of cases, further interviews are held to determine suitable candidates. Contact June Grant (jgrant@wset.co.uk) for further information and a current list of scholarships.

Regrettably, WSET® Awards is not in a position to offer grants to candidates wishing to pursue qualifications.
WSET® Level 3 Advanced Certificate in Wines & Spirits

Qualification aims

Holders of the WSET® Level 3 Advanced Certificate in Wines and Spirits will be able to describe the characteristics of the principal wines and spirits of the world and give information on the key factors influencing style, quality and value. They will consequently be in a position to advise management, to answer customer queries authoritatively, and to make informed selections of wines and spirits in a variety of situations.

Qualification objectives

On completion of this qualification a candidate will be able to:

- explain the key factors influencing the production of the principal wines and spirits of the world and how those factors influence the style, quality and price
- describe in detail the characteristics of the principal wines and spirits of the world
- use knowledge of the principal wines and spirits of the world to make recommendations to customers in a variety of situations
- apply the principles of food and wine matching to the key styles of wine available
- by the use of the WSET® Systematic Approach to Tasting, produce tasting notes and use the information contained within them to identify the style, quality and price band of wines and spirits
- provide information for customers and staff on the health issues relating to wines and spirits
- provide information and advice for customers and staff on the correct storage and service of wines and spirits.

Qualification Structure

<table>
<thead>
<tr>
<th>Core Units</th>
<th>WSET® Level 3 Advanced Certificate in Wines and Spirits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit One</td>
<td>Wines and Spirits of the World</td>
</tr>
<tr>
<td>Unit Two</td>
<td>Wine Tasting</td>
</tr>
</tbody>
</table>

To be awarded the WSET® Level 3 Advanced Certificate in Wines and Spirits, a candidate must complete both core units.
WSET® Level 3 Advanced Certificate in Wines & Spirits

continued

The two units are divided into elements as follows:

<table>
<thead>
<tr>
<th>Unit Title</th>
<th>Element Code</th>
<th>Element Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit One Wines and Spirits of the World (6 credits)</td>
<td>1.1</td>
<td>Production of wine</td>
</tr>
<tr>
<td></td>
<td>1.2</td>
<td>Light wines of the world</td>
</tr>
<tr>
<td></td>
<td>1.3</td>
<td>Sparkling wines of the world</td>
</tr>
<tr>
<td></td>
<td>1.4</td>
<td>Fortified (Liqueur) wines of the world</td>
</tr>
<tr>
<td></td>
<td>1.5</td>
<td>Spirits and liqueurs of the world</td>
</tr>
<tr>
<td></td>
<td>1.6</td>
<td>Information and advice for customers and staff</td>
</tr>
<tr>
<td>Unit Two Wine Tasting (2 credits)</td>
<td>2.1</td>
<td>Identify and record the characteristics of the principal wines of the world</td>
</tr>
<tr>
<td></td>
<td>2.2</td>
<td>Identify and assess the quality and commercial value of wines</td>
</tr>
</tbody>
</table>

Enrolment

There are no restrictions on entry to the WSET® Level 3 Advanced Certificate in Wines and Spirits. Students who are under the legal minimum age for the retail purchase of alcoholic beverages in the country where the examination is being held, or those who choose not to taste alcohol for health or religious reasons, will not be allowed to sample any alcoholic beverage as part of their course. These candidates will not be eligible to complete the assessment for Unit 2 of the WSET® Level 3 Advanced Certificate. In such instances, candidates will receive a record of achievement on successful completion of Unit 1, but will not be awarded the WSET® Level 3 Advanced Certificate qualification. Potential candidates should discuss their current level of knowledge with their APP before enrolling on the course, to ensure that this is a suitable qualification for them to study.

Guided Learning Hours

It is recommended that a student should allocate a minimum of 84 hours of study to successfully complete the full programme of two units. The hours will usually be a combination of taught and private study time. It is recommended that the teaching delivery time for the unit programme is not less than 28 hours.

Progression Routes

WSET® Level 4 Diploma in Wines and Spirits

The WSET® Level 3 Advanced Certificate in Wines and Spirits is required for progression to the WSET® Level 4 Diploma in Wines and Spirits.

National Vocational Qualifications (NVQs)

The WSET® Level 3 Advanced Certificate in Wines and Spirits provides underpinning knowledge for a number of NVQ units. Tracking guides to the appropriate NVQ units in hospitality and distributive sectors are available in the APP Handbook and from the WSET® website (www.wsetglobal.com).
## Unit One - Wines and Spirits of the World

### Element One - Production of Wine

**Learning Outcomes**

1. Understand the effect of **location** and identify the key factors influencing **viticultural practice**; explain how they influence the style, quality and price of the wines produced.

2. Identify the key options available for **vinification, maturation and bottling**; explain how they influence the style, quality and price of the wines produced.

3. Understand the **legal requirements for labelling** of wines for sale within the European Union.

4. Understand the **cost breakdown** for wine in the local market.

### Table: Range A - Location

<table>
<thead>
<tr>
<th>Element</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Climate</strong></td>
<td>Regional climate, site climate and annual weather conditions</td>
</tr>
<tr>
<td><strong>Soil</strong></td>
<td>Influence of soil types, vineyard aspect, terroir</td>
</tr>
</tbody>
</table>

### Table: Range B - Viticulture

<table>
<thead>
<tr>
<th>Element</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>The Vine</strong></td>
<td>Definition of species, vine varieties, crossings, hybrids, clones, phylloxera, rootstocks, grafting and vine selection, problems of the vine</td>
</tr>
<tr>
<td><strong>The Vineyard</strong></td>
<td>Annual vineyard cycle, yields, training, pruning, vineyard problems, harvesting</td>
</tr>
</tbody>
</table>

### Table: Range C - Vinification

<table>
<thead>
<tr>
<th>Element</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fermentation</strong></td>
<td>Principles of alcoholic fermentation, pre-fermentation adjustments</td>
</tr>
<tr>
<td><strong>Sequence of Production, Equipment and Operations</strong></td>
<td>Red, rosé, white, sweet Presses, fermentation equipment</td>
</tr>
</tbody>
</table>

### Table: Range D - Maturation and Bottling

<table>
<thead>
<tr>
<th>Element</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Maturation</strong></td>
<td>Influence of maturation, attributes of wine suitable for maturation, vessels used for maturation, short cuts to maturation</td>
</tr>
<tr>
<td><strong>Fining</strong></td>
<td>Define fining, agents used in fining</td>
</tr>
<tr>
<td><strong>Filtration</strong></td>
<td>Define filtering, types of filters used</td>
</tr>
<tr>
<td><strong>Stabilisation</strong></td>
<td>Chemical and microbiological instability and cures</td>
</tr>
<tr>
<td><strong>Bottling</strong></td>
<td>Cold sterile and hot bottling</td>
</tr>
</tbody>
</table>

### Table: Range E - EU Labelling Regulations

<table>
<thead>
<tr>
<th>Element</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Still Wines</strong></td>
<td>QWPSR, Table Wine with Geographical Description, Table Wine, Wine with Geographical Description, Wine</td>
</tr>
<tr>
<td><strong>Sparkling Wines</strong></td>
<td>QSWPSR, Quality Sparkling Wine, Sparkling Wine, Aerated Sparkling Wine</td>
</tr>
<tr>
<td><strong>General</strong></td>
<td>Varietal labelling, Vintage</td>
</tr>
</tbody>
</table>
**ELEMENT TWO - LIGHT WINES OF THE WORLD**

**Learning Outcomes**

1. Identify the key light-wine-producing **regions and districts** of the principal wine-producing countries of the world and, where appropriate, the important communes.

2. Identify the **key factors** influencing the style, quality and price of the wines from the identified regions and districts.

3. Describe the characteristics of the principal wines of the identified **regions and districts**.

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**RANGE A  REGIONS AND DISTRICTS**

<table>
<thead>
<tr>
<th>FRANCE</th>
<th>Bordeaux</th>
<th>Médoc, Haut-Médoc (Saint-Estèphe, Pauillac, Saint-Julien, Margaux), Graves (Pessac-Léognan), Sauternes (Barsac), Saint-Emilion (Saint-Emilion satellites), Pomerol, Fronsac, Côtes de Bourg, Côtes de Bordeaux (Premières Côtes de Blaye, Premières Côtes de Bordeaux, Côtes de Franc, Côtes de Castillon), Entre-Deux-Mers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>South West France</td>
<td>Bergerac, Monbazillac, Cahors, Madiran, Vin de Pays (VDP) des Côtes de Gascogne, VDP du Gers</td>
</tr>
<tr>
<td></td>
<td>Burgundy</td>
<td>Chablis, Côte de Nuits (Gevrey-Chambertin, Vougeot, Vosne-Romanée, Nuits-Saint-Georges), Côte de Beaune (Aloxe-Corton, Pommard, Volnay, Meursault, Puligny-Montrachet, Chassagne-Montrachet), Côte Chalonnaise, Mâconnais (Pouilly-Fuissé), Beaujolais (Beaujolais Crus)</td>
</tr>
<tr>
<td></td>
<td>Loire</td>
<td>Muscadet, Muscadet de Sèvre-et-Maine (including Sur Lie), Anjou, Savennières, Coteaux du Layon, Saumur, Touraine, Chinon, Bourgueil, Vouvray, Sancerre, Pouilly-Fumé, Menetou-Salon</td>
</tr>
<tr>
<td></td>
<td>Alsace</td>
<td>Alsace, Alsace Grand Cru</td>
</tr>
<tr>
<td></td>
<td>Southern France</td>
<td>Provence (Côtes de Provence, Coteaux d’Aix-en-Provence, Bandol), VDP des Bouches-du-Rhône, VDP du Vaucluse Languedoc-Roussillon (Languedoc, Fitou, Minervois, Corbières, Côtes du Roussillon, Côtes du Roussillon Villages), VDP d’Oc, VDP de l’Hérault, VDP du Gard, VDP de l’Aude</td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>RANK A</th>
<th>REGIONS AND DISTRICTS (continued)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ITALY</strong></td>
<td>Barolo, Barbaresco, Barbera d’Asti, Dolcetto d’Alba, Gavi, Langhe</td>
</tr>
<tr>
<td>Piedmont</td>
<td>Trentino, Alto Adige</td>
</tr>
<tr>
<td>Veneto</td>
<td>Valpolicella, Amarone della Valpolicella, Recioto della Valpolicella, Soave, Bardolino, Veneto IGT (Indicazione Geografica Tipica)</td>
</tr>
<tr>
<td>Toscana</td>
<td>Brunello di Montalcino, Chianti, Chianti districts (Classico, Rufina, Colli Senesi), Vernaccia di San Gimignano, Vino Noble di Montepulciano, Tuscan IGT</td>
</tr>
<tr>
<td>Marche</td>
<td>Conero, Verdicchio dei Castelli di Jesi</td>
</tr>
<tr>
<td>Umbria</td>
<td>Orvieto</td>
</tr>
<tr>
<td>Lazio</td>
<td>Frascati</td>
</tr>
<tr>
<td>Abruzzo</td>
<td>Montepulciano d’Abruzzo, Trebbiano d’Abruzzo</td>
</tr>
<tr>
<td>Campania</td>
<td>Taurasi, IGT</td>
</tr>
<tr>
<td>Puglia</td>
<td>Copertino, Salice Salentino, IGT</td>
</tr>
<tr>
<td>Basilicata</td>
<td>Aglianico del Vulture, IGT</td>
</tr>
<tr>
<td>Sicily</td>
<td>Sicilia IGT</td>
</tr>
<tr>
<td><strong>SPAIN</strong></td>
<td>Calatayud, Cariñena, Navarra, Rioja, Somontano</td>
</tr>
<tr>
<td>The Upper Ebro</td>
<td>Catalunya, Costers del Segre, Penedès, Priorato, Tarragona</td>
</tr>
<tr>
<td>Catalunya</td>
<td>Ribera del Duero, Rueda, Toro</td>
</tr>
<tr>
<td>Galicia</td>
<td>Bierzo, Rias Baixas</td>
</tr>
<tr>
<td>Levante</td>
<td>Jumilla, Valencia</td>
</tr>
<tr>
<td>Castilla-La Mancha</td>
<td>La Mancha, Valdepeñas</td>
</tr>
<tr>
<td><strong>PORTUGAL</strong></td>
<td>Bairrada, Dão, Douro, Vinho Verde</td>
</tr>
<tr>
<td>Northern Portugal</td>
<td>Ribatejo, Alentejo, Vinho Regional Alentejano</td>
</tr>
<tr>
<td>RANGE A</td>
<td>REGIONS AND DISTRICTS (continued)</td>
</tr>
<tr>
<td>---------</td>
<td>----------------------------------</td>
</tr>
<tr>
<td>GERMANY</td>
<td>Mosel, Bernkastel, Piesport, Ruwer, Saar</td>
</tr>
<tr>
<td></td>
<td>Nahe, Schlossböckelheim</td>
</tr>
<tr>
<td></td>
<td>Rheingau, Geisenheim, Johannisberg, Rüdesheim</td>
</tr>
<tr>
<td></td>
<td>Rheinhessen, Nierstein</td>
</tr>
<tr>
<td></td>
<td>Pfalz, Forst, Deidesheim</td>
</tr>
<tr>
<td></td>
<td>Baden, Kaiserstuhl-Tuniberg</td>
</tr>
<tr>
<td>CENTRAL AND SOUTH EASTERN EUROPE</td>
<td>Austria, Burgenland, Niederösterreich</td>
</tr>
<tr>
<td></td>
<td>Greece, Naoussa, Nemea, Santorini, Vin de Pays</td>
</tr>
<tr>
<td></td>
<td>Hungary, Eger, Tokaj-Hegyalja, varietal wine production</td>
</tr>
<tr>
<td>SOUTH AFRICA</td>
<td>Western Cape, Constantia, Paarl, Stellenbosch, Walker Bay, Worcester, Robertson</td>
</tr>
<tr>
<td>AUSTRALIA</td>
<td>Cross Regional, South Eastern Australia, Murray-Darling</td>
</tr>
<tr>
<td></td>
<td>South Australia, Adelaide Hills, Barossa Valley, Clare Valley, Coonawarra, Eden Valley, Limestone Coast, McLaren Vale, Langhorne Creek, Padthaway, Riverland</td>
</tr>
<tr>
<td></td>
<td>New South Wales, Hunter Valley, Riverina (MIA)</td>
</tr>
<tr>
<td></td>
<td>Victoria, Mornington Peninsula, Rutherglen, Yarra Valley, Geelong</td>
</tr>
<tr>
<td></td>
<td>Western Australia, Frankland River, Margaret River, Mount Barker, Swan Valley</td>
</tr>
<tr>
<td>NEW ZEALAND</td>
<td>North Island, Auckland, Gisborne, Hawkes Bay, Martinborough</td>
</tr>
<tr>
<td></td>
<td>South Island, Canterbury, Marlborough, Nelson, Otago</td>
</tr>
<tr>
<td>NORTH AMERICA</td>
<td>USA, California, North Coast (Carneros, Mendocino, Napa Valley, Sonoma), North Central Coast (Monterey), South Central Coast (Santa Barbara, San Luis Obispo), Central Valley, Sierra Foothills</td>
</tr>
<tr>
<td></td>
<td>Oregon</td>
</tr>
<tr>
<td></td>
<td>Washington</td>
</tr>
<tr>
<td></td>
<td>New York State</td>
</tr>
<tr>
<td>OTHER COUNTRIES</td>
<td>Canada</td>
</tr>
</tbody>
</table>
### RANGE A  REGIONS AND DISTRICTS  (continued)

**SOUTH AMERICA**

**CHILE**
- Coquimbo: Elqui, Limari
- Aconcagua: Casablanca, Leyda, San Antonio
- Central Valley: Curico, Maipo, Rapel (Cachapoal, Colchagua)
- Southern Region: Bio Bio, Itata

**ARGENTINA**
- Cafayate, Mendoza, Rio Negro, San Juan

**OTHER COUNTRIES**
- Uruguay

### RANGE B  KEY FACTORS INFLUENCING STYLE, QUALITY AND PRICE OF WINES

<table>
<thead>
<tr>
<th>PRICE AND QUALITY Categories</th>
<th>Inexpensive, mid-priced, high-priced, premium</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost Breakdown</td>
<td>Ex cellars/FOB price, agent commission, exchange rate, transport, storage and distribution, taxes, profit margin</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>INFLUENCES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Style</strong></td>
</tr>
<tr>
<td><strong>Quality</strong></td>
</tr>
<tr>
<td><strong>Other</strong></td>
</tr>
</tbody>
</table>
Unit One - Wines and Spirits of the World  continued

ELEMENT THREE - SPARKLING WINES OF THE WORLD

Learning Outcomes
1. Identify the key sparkling wine-producing regions and districts of the principal wine-producing countries of the world and, where appropriate the important communes.
2. Describe the methods of production used for sparkling wines.
3. Identify the key factors influencing the style, quality and price of the sparkling wines from the identified regions and districts.
4. Describe the characteristics of the principal sparkling wines of the identified regions.

RANGE A  REGIONS AND DISTRICTS

<table>
<thead>
<tr>
<th>Region</th>
<th>Districts</th>
</tr>
</thead>
<tbody>
<tr>
<td>France</td>
<td>Alsace, Burgundy, Champagne, Limoux, Loire (Saumur, Vouvray)</td>
</tr>
<tr>
<td>Spain</td>
<td>Cava</td>
</tr>
<tr>
<td>Italy</td>
<td>Asti, Lambrusco, Prosecco</td>
</tr>
<tr>
<td>Germany</td>
<td>Sekt</td>
</tr>
<tr>
<td>New World</td>
<td>Australia, California, New Zealand, South Africa</td>
</tr>
</tbody>
</table>

RANGE B  METHODS OF PRODUCTION

<table>
<thead>
<tr>
<th>Methods</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traditional, transfer, tank, carbonation</td>
</tr>
</tbody>
</table>

RANGE C  KEY FACTORS INFLUENCING STYLE, QUALITY AND PRICE OF WINES

<table>
<thead>
<tr>
<th>Component</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRICE AND QUALITY Categories</td>
</tr>
<tr>
<td>Inexpensive, mid-priced, high-priced, premium</td>
</tr>
<tr>
<td>Quality</td>
</tr>
<tr>
<td>Non-vintage, vintage, prestige cuvée</td>
</tr>
<tr>
<td>Cost Breakdown</td>
</tr>
<tr>
<td>Ex cellars/FOB price, agent commission, exchange rate, transport, storage and distribution, taxes, profit margin</td>
</tr>
<tr>
<td>INFLUENCES</td>
</tr>
<tr>
<td>Style</td>
</tr>
<tr>
<td>Climate, grapes, blend, method of production, maturation, style definitions, legal definitions, commercial value, brand identity</td>
</tr>
<tr>
<td>Quality</td>
</tr>
<tr>
<td>Microclimates, vintage variations, soils, grapes, viticulture, vinification, blending, maturation, wine-production regulations</td>
</tr>
<tr>
<td>Other</td>
</tr>
<tr>
<td>Market forces, production levels, branding, cultural, political influences, outside influences and investment</td>
</tr>
</tbody>
</table>
ELEMENT FOUR - FORTIFIED (LIQUEUR) WINES OF THE WORLD

Learning Outcomes
1. Identify the key fortified wine-producing regions and districts of the principal wine-producing countries of the world.
2. Describe the methods of production used for fortified wines.
3. Identify the key factors influencing the style, quality and price of the fortified wines from the identified regions and districts.
4. Describe the characteristics of the principal fortified wines of the identified regions and districts.

RANGE A REGIONS AND DISTRICTS
- Portugal: Madeira, Port (Douro Valley)
- Spain: Montilla-Moriles, Sherry (Jerez)
- France: Vins Doux Naturels: Languedoc-Roussillon, Rhône
- Australia: Rutherglen

RANGE B METHODS OF PRODUCTION
- Methods: Fortification to interrupt fermentation, fortification after fermentation

RANGE C KEY FACTORS INFLUENCING STYLE, QUALITY AND PRICE OF WINES

<table>
<thead>
<tr>
<th>PRICE AND QUALITY</th>
<th>Categories</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Inexpensive, mid-priced, high-priced, premium</td>
</tr>
</tbody>
</table>

| Cost Breakdown     | Ex cellars/FOB price, agent commission, exchange rate, transport, storage and distribution, taxes, profit margin |

<table>
<thead>
<tr>
<th>INFLUENCES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Style</td>
<td>Climate, grapes, blend, method of production, maturation, style definitions, legal definitions, commercial value, brand identity</td>
</tr>
<tr>
<td>Quality</td>
<td>Microclimates, vintage variations, soils, grapes, viticulture, vinification, blending, maturation, production regulations</td>
</tr>
<tr>
<td>Other</td>
<td>Market forces, production levels, branding, cultural, political influences, outside influences and investment</td>
</tr>
</tbody>
</table>
### ELEMENT FIVE - SPIRITS AND LIQUEURS OF THE WORLD

**Learning Outcomes**

1. Understand the production processes for spirits and liqueurs of the world.
2. Identify the key spirits and liqueurs of the world.
3. Identify the key factors influencing the style, quality and price of the spirits and liqueurs identified.
4. Describe the characteristics of the key spirits and liqueurs.

#### RANGE A PRODUCTION PROCESSES

<table>
<thead>
<tr>
<th>Process</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Distillation</td>
<td>Production of alcoholic base liquid, vapourisation by heat, condensation</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Stills</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pot still, continuous still (patent, Coffey)</td>
<td></td>
</tr>
</tbody>
</table>

#### RANGE B SPIRITS AND LIQUEURS

<table>
<thead>
<tr>
<th>Spirits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brandy</td>
<td>Grapes: Cognac, Armagnac, grape brandy, marc, grappa, Spanish brandy</td>
</tr>
<tr>
<td>Fruit Spirits</td>
<td>Apples: Calvados</td>
</tr>
<tr>
<td></td>
<td>Other fruits: Eau-de-vie de Kirsch, Poire Williams, Eau-de-vie de Framboise</td>
</tr>
<tr>
<td>Whiskies</td>
<td>Scotch, Irish, Canadian, Bourbon, rye</td>
</tr>
<tr>
<td>Cane Spirits</td>
<td>Cuba, Jamaica, Barbados, Guyana, Martinique and Guadalupe, Brazil</td>
</tr>
<tr>
<td>Tequila and Mezcal</td>
<td>Plata, Joven Abacado, Reposado, Añejo</td>
</tr>
<tr>
<td>Vodka</td>
<td>Eastern, Western, flavoured</td>
</tr>
<tr>
<td>Gin</td>
<td>Gin, Aquavit, Aniseed-flavoured spirit</td>
</tr>
<tr>
<td>Liqueurs</td>
<td>Herb, citrus, stone fruit, seed, kernel and bean, dairy</td>
</tr>
</tbody>
</table>

#### RANGE C KEY FACTORS INFLUENCING STYLE, QUALITY AND PRICE OF SPIRITS

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRICE AND QUALITY</td>
<td>Inexpensive, mid-priced, high-priced, premium</td>
</tr>
<tr>
<td>Cost Breakdown</td>
<td>Dry goods, production costs, maturation losses, producer’s profit, distributor’s margin, transport, marketing, taxes, retail margin</td>
</tr>
<tr>
<td>INFLUENCES</td>
<td>Raw materials, area of production, type of still, method of production, flavourings, maturation, blending and brand profile</td>
</tr>
<tr>
<td>Style</td>
<td>Raw materials, area of production, type of still, method of production, blending, maturation, brand profile</td>
</tr>
<tr>
<td>Quality</td>
<td>Market forces, production levels, branding, cultural, political influences, outside influences and investment</td>
</tr>
</tbody>
</table>
**Unit One - Wines and Spirits of the World**

**ELEMENT SIX - INFORMATION AND ADVICE FOR CUSTOMERS AND STAFF**

**Learning Outcomes**

1. Provide information about the *style characteristics* of the principal wines and spirits of the world.

2. Use product knowledge to make recommendations to meet customers’ *style, quality and price* requirements when purchasing wines and spirits.

3. Understand the *principles of food and wine matching*.

4. Offer recommendations for customers and staff on the *sale and service of wines and spirits*.

5. Identify *common faults* found in wine and provide information on possible causes.

6. Understand the *social, health, safety and legal issues* relating to the consumption of wines and spirits.

---

**RANGE A - STYLE CHARACTERISTICS**

| Describe using WSET® Systematic Approach to Tasting | Appearance, nose, palate, conclusion |

**RANGE B - QUALITY AND PRICE**

| Categories | Inexpensive, mid-priced, high-priced, premium |

**RANGE C - PRINCIPLES OF FOOD AND WINE MATCHING**

| Wine Considerations | Weight, flavour intensity and fruit character, acidity, texture/tannins, sweetness |
| Food Considerations | Intensity of flavour, sour, sweet, salt, spice, smoke, richness (weight), fat and oiliness |

**RANGE D - SALES AND SERVICE**

| Storage | Optimum conditions, long-term and short-term storage, stock rotation |
| Service | Sequence of service, serving temperatures, opening and decanting, glassware and equipment, accompaniments |
| Wine | Customer taste, price, occasion, organisations' requirements |

**RANGE E - COMMON FAULTS**

| Faults | Oxidised, corked, high sulphur dioxide, refermentation, acetic spoilage, hydrogen sulphide, tartrate crystals |

**RANGE F - SOCIAL, HEALTH, SAFETY AND LEGAL ISSUES**

| Social responsibility | Safe consumption of alcohol |
Unit Two - Wine Tasting

ELEMENT ONE - IDENTIFY AND RECORD THE CHARACTERISTICS OF THE PRINCIPAL WINES OF THE WORLD

Learning Outcomes
1. Understand the key requirements and stages of the WSET® Level 3 Systematic Approach to Tasting.
2. Understand the commercial reasons for the keeping of accurate tasting records.
3. Produce accurate records when tasting wine using the WSET® Level 3 Systematic Approach to Tasting.

<table>
<thead>
<tr>
<th>RANGE A</th>
<th>COMMERCIAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reason for Assessing Wine</td>
<td>Quality, authenticity, value, monitor progression</td>
</tr>
</tbody>
</table>

ELEMENT TWO - IDENTIFY AND ASSESS THE QUALITY AND COMMERCIAL VALUES OF WINES

Learning Outcomes
1. Identify the key characteristics of wines through application of the WSET® Level 3 Systematic Approach to Tasting.
2. Identify the style of the key wines of the regions and districts of the principal wine-producing regions of the world through application of the WSET® Level 3 Systematic Approach to Tasting.
3. Evaluate the quality and price of the key wines of the regions and districts of the principal wine-producing regions of the world through application of the WSET® Level 3 Systematic Approach to Tasting.
4. Produce accurate records when tasting wine using the WSET® Level 3 Systematic Approach to Tasting.
### Unit Two - Wine Tasting continued

#### WSET® LEVEL 3 SYSTEMATIC APPROACH TO TASTING WINE

**APPAREANCE**

<table>
<thead>
<tr>
<th>Clarity</th>
<th>clear – dull</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intensity</td>
<td>water-white – pale – medium (-) – medium – medium (+) – deep – opaque</td>
</tr>
<tr>
<td>Colour (Rue)</td>
<td>white colourless – lemon-green – lemon – gold – amber – brown</td>
</tr>
<tr>
<td></td>
<td>rosé pink – salmon – orange</td>
</tr>
<tr>
<td></td>
<td>red purple – ruby – garnet – tawny – brown</td>
</tr>
<tr>
<td>Other observations</td>
<td>eg rim vs core, legs/tears, deposit, petilliance, tints/highlights</td>
</tr>
</tbody>
</table>

**NOSE**

<table>
<thead>
<tr>
<th>Condition</th>
<th>clean – unclean ( fault: oxidised – out of condition – cork taint – other )</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intensity</td>
<td>light – medium (-) – medium – medium (+) – pronounced</td>
</tr>
<tr>
<td>Development</td>
<td>youthful – developing – fully developed – tired/past its best deliberate oxidation</td>
</tr>
<tr>
<td>Aroma characteristics</td>
<td>fruit – floral – spice – vegetal – oak – other</td>
</tr>
</tbody>
</table>

**PALATE**

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Acidity</td>
<td>low – medium (-) – medium – medium (+) – high</td>
</tr>
<tr>
<td>Tannin level</td>
<td>low – medium (-) – medium – medium (+) – high</td>
</tr>
<tr>
<td>Alcohol level</td>
<td>low – medium (-) – medium – medium (+) – high fortified: (low/medium/high level)</td>
</tr>
<tr>
<td>Body</td>
<td>light – medium (-) – medium – medium (+) – full</td>
</tr>
<tr>
<td>Mousse</td>
<td>delicate – creamy – aggressive</td>
</tr>
<tr>
<td>Flavour intensity</td>
<td>light – medium (-) – medium – medium (+) – pronounced</td>
</tr>
<tr>
<td>Flavour characteristics</td>
<td>fruit – floral – spice – vegetal – oak – other</td>
</tr>
<tr>
<td>Length</td>
<td>short – medium (-) – medium – medium (+) – long</td>
</tr>
</tbody>
</table>

**CONCLUSIONS**

<table>
<thead>
<tr>
<th>Quality</th>
<th>poor – acceptable – good – very good – outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price category</td>
<td>inexpensive – mid-priced – high-priced – premium</td>
</tr>
<tr>
<td>Readiness for drinking</td>
<td>needs time to develop – ready to drink, but can develop further – ready to drink, but can keep – at peak/drink soon – tired/past its best</td>
</tr>
</tbody>
</table>

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### Range B - Key Wines of the Regions and Districts

<table>
<thead>
<tr>
<th>Country/Region</th>
<th>Wine Style</th>
<th>Name of Wine to be Tasted</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIGHT WINES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bordeaux</td>
<td>Red</td>
<td>Generic Bordeaux AC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Médoc or Haut-Médoc Cru Classé</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Saint-Emilion Grand Cru</td>
</tr>
<tr>
<td></td>
<td>Dry White</td>
<td>Bordeaux AC, Graves or Pessac-Léognan</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Sauternes or Barsac</td>
</tr>
<tr>
<td>South West France</td>
<td>Red</td>
<td>Cahors or Madiran</td>
</tr>
<tr>
<td>Burgundy</td>
<td>Red</td>
<td>Beaujolais and Beaujolais (Villages or Cru)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Generic Bourgogne Rouge AC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Commune or Premier Cru level wine from Côte d’Or</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Chablis (Commune or Premier Cru)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chassagne-Montrachet, Meursault or Puligny-Montrachet (Commune or Premier Cru)</td>
</tr>
<tr>
<td>Rhône Valley</td>
<td>Red</td>
<td>Côtes du Rhône or Côtes du Rhône-Villages</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Châteauneuf-du-Pape or Gigondas</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Cornas, Saint Joseph, Côte Rôtie or Hermitage</td>
</tr>
<tr>
<td>Southern France</td>
<td>Red</td>
<td>Corbières, Fitou or Minervois</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Any international varietal Vin de Pays</td>
</tr>
<tr>
<td>Loire Valley</td>
<td>White</td>
<td>Muscadet Sur Lie</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Vouvray Sec, Vouvray Demi Sec, Savennières or other Chenin Blanc based white</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Pouilly Fumé or Sancerre</td>
</tr>
<tr>
<td>Alsace</td>
<td>White</td>
<td>Riesling</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gewurztraminer, Pinot Gris or Pinot Blanc</td>
</tr>
<tr>
<td>Germany</td>
<td>White</td>
<td>Riesling QbA or Kabinett</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Riesling Spätlesse or Auslese</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Entry level or midmarket dry German Riesling</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Erstes Gewächs (or equivalent high quality) dry Riesling</td>
</tr>
<tr>
<td>Austria</td>
<td>White</td>
<td>Wachau Grüner Veltliner</td>
</tr>
<tr>
<td>Hungary</td>
<td>White</td>
<td>Tokaji Aszú</td>
</tr>
</tbody>
</table>
### RANGE B - KEY WINES OF THE REGIONS AND DISTRICTS (continued)

<table>
<thead>
<tr>
<th>Country/Region</th>
<th>Wine Style</th>
<th>Name of Wine to be Tasted</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ITALY</strong></td>
<td>Red</td>
<td>Barolo or Barbaresco</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Valpolicella or Amarone della Valpolicella</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chianti Classico Riserva</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Any southern Italian red</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Soave or Pinot Gris</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Any modern varietal IGT white</td>
</tr>
<tr>
<td><strong>SPAIN</strong></td>
<td>Red</td>
<td>Modern red from Catalonia, Costers del Segre, Navarra or Somontano</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ribera del Duero</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rioja Reserva or Gran Reserva</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Rias Baixas or Rueda</td>
</tr>
<tr>
<td><strong>PORTUGAL</strong></td>
<td>Red</td>
<td>Douro, Dão or Alentejo</td>
</tr>
<tr>
<td><strong>GREECE</strong></td>
<td>Red</td>
<td>Naoussa or Nemea</td>
</tr>
<tr>
<td><strong>SOUTH AFRICA</strong></td>
<td>Red</td>
<td>Premium Cabernet Sauvignon based blend Pinotage</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Chenin Blanc</td>
</tr>
<tr>
<td><strong>AUSTRALIA</strong></td>
<td>Red</td>
<td>Barossa Shiraz</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Coonawarra Cabernet Sauvignon</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Inexpensive high volume brand</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Premium oaked Chardonnay</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Clare Valley or Eden Valley Riesling</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Hunter Valley Semillon</td>
</tr>
<tr>
<td><strong>NEW ZEALAND</strong></td>
<td>Red</td>
<td>Pinot Noir</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Sauvignon Blanc</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chardonnay</td>
</tr>
<tr>
<td><strong>UNITED STATES</strong></td>
<td>Red</td>
<td>Napa (or subzone) Cabernet Sauvignon</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Premium Pinot Noir (eg Carneros, Russian River, Santa Barbara, Oregon)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>California Zinfandel</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>High quality oaked Chardonnay</td>
</tr>
<tr>
<td></td>
<td></td>
<td>High quality oaked Sauvignon Blanc (Fumé Blanc)</td>
</tr>
</tbody>
</table>
### RANGE B - KEY WINES OF THE REGIONS AND DISTRICTS

<table>
<thead>
<tr>
<th>Country/Region</th>
<th>Wine Style</th>
<th>Name of Wine to be Tasted</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIGHT WINES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CHILE</strong></td>
<td>Red</td>
<td>Carmenère</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Cabernet Sauvignon</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Mid-range Sauvignon Blanc</td>
</tr>
<tr>
<td><strong>ARGENTINA</strong></td>
<td>Red</td>
<td>Cabernet Sauvignon</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Malbec</td>
</tr>
<tr>
<td></td>
<td>White</td>
<td>Torrontés</td>
</tr>
<tr>
<td><strong>SPARKLING WINES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>GENERAL</strong></td>
<td></td>
<td>Basic quality Brut tank method</td>
</tr>
<tr>
<td><strong>CHAMPAGNE</strong></td>
<td></td>
<td>Non-Vintage Champagne</td>
</tr>
<tr>
<td><strong>FRANCE</strong></td>
<td></td>
<td>AC Crémant Sparkling Wine, Vouvray or Saumur</td>
</tr>
<tr>
<td><strong>ITALY</strong></td>
<td></td>
<td>Asti</td>
</tr>
<tr>
<td><strong>SPAIN</strong></td>
<td></td>
<td>Cava</td>
</tr>
<tr>
<td><strong>NEW WORLD</strong></td>
<td></td>
<td>New World premium sparkling wine</td>
</tr>
<tr>
<td><strong>FORTIFIED WINES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SPAIN</strong></td>
<td></td>
<td>Fino or Manzanilla</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dry Amontillado or dry Oloroso</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Blended medium or sweet Sherry</td>
</tr>
<tr>
<td><strong>PORTUGAL</strong></td>
<td></td>
<td>LBV Port</td>
</tr>
<tr>
<td></td>
<td></td>
<td>10 year old Tawny Port</td>
</tr>
<tr>
<td><strong>NEW WORLD</strong></td>
<td></td>
<td>Australian Liqueur Muscat</td>
</tr>
</tbody>
</table>

Spirits and liqueurs do not form part of the Unit Two assessment, however, the WSET® strongly recommends that students are given the opportunity to taste the following spirits:

### SPIRITS AND LIQUEURS

<table>
<thead>
<tr>
<th>Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SCOTCH WHISKY</strong></td>
<td>Single malt Scotch whisky</td>
</tr>
<tr>
<td><strong>OTHER WHISK(E)Y</strong></td>
<td>Blended Scotch whisky, Irish whiskey, Bourbon whiskey or Canadian whisky</td>
</tr>
<tr>
<td><strong>COGNAC</strong></td>
<td>VSOP or XO</td>
</tr>
<tr>
<td><strong>OTHER BRANDY</strong></td>
<td>Armagnac, Grappa, Marc or Spanish brandy</td>
</tr>
<tr>
<td><strong>OTHER SPIRITS</strong></td>
<td>Rum, Tequila, Vodka or Gin</td>
</tr>
</tbody>
</table>
1 Assessment Method

Unit One

- Unit One will be assessed by a two-part WSET® Awards-set closed-book examination paper. A candidate will be required to pass each part with a minimum mark of 55%.

  Part one comprises 50 multiple-choice questions. This part will assess knowledge and understanding across the unit.

  Part two is a question paper requiring short written answers. This part will consist of four questions of equal weighting, and will assess the application of knowledge across the unit.

Unit Two

- Unit Two will be an internally set and assessed blind tasting of a single wine. The tasting paper will assess a student’s application of the practical learning outcomes. The assessment brief will be provided by WSET® Awards. The practical-tasting examination is to be completed in 15 minutes. The Unit Two examination can only be set and marked by WSET® Approved Level 3 Internal Assessors.

The unit examination paper is to be completed in 1 hour and 45 minutes.

All examination questions are based on the published learning outcomes and the recommended study materials contain the information required to answer these questions correctly.

Candidates must sit both units. Only resit candidates who have achieved a pass in one unit are permitted to sit single units.

WSET® Awards does not offer agrostat awards, all assessment requirements of the qualification must be met.

2 Examination Administration

Examinations are conducted by WSET® Approved Programme Providers (APPs). Administratively, APPs must comply with the criteria and codes of practice set out in the Operating Handbook issued to all APPs.

3 Reporting of Results and Certification

Results of examinations are issued by WSET® Awards as follows:

An all-candidate grade list along with student letters are issued to the APP, for communicating results to individual candidates.

Issue of certificates to successful candidates is via the APP.

Timescale for results and certification is 6-8 weeks from receipt of completed scripts.
4 **About The WSET® Level 3 Advanced Certificate Examination**

The Wine & Spirit Education Trust does not release past papers for the WSET® Level 3 Advanced Certificate examination.

**Unit One Multiple-choice Examination**

The multiple-choice examination papers are carefully compiled to reflect the weighting given to the elements of Unit One. The chart below gives a breakdown of the allocation of examination questions to each of the elements of Unit One.

**Examination Specification for MCQ Paper - Tracking Chart**

<table>
<thead>
<tr>
<th>Unit</th>
<th>Element</th>
<th>Questions per Paper</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
<td>Production of Wine</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Location</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>Viticulture</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Vinification</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Maturation and Bottling</td>
<td></td>
</tr>
<tr>
<td></td>
<td>EU Labelling</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cost Breakdown of Wine</td>
<td></td>
</tr>
<tr>
<td>1.2</td>
<td>Light Wines of the World</td>
<td></td>
</tr>
<tr>
<td></td>
<td>France</td>
<td>26</td>
</tr>
<tr>
<td></td>
<td>Italy</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Spain</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Portugal</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Germany</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Central and South Eastern Europe</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Australia</td>
<td></td>
</tr>
<tr>
<td></td>
<td>New Zealand</td>
<td></td>
</tr>
<tr>
<td></td>
<td>South Africa</td>
<td></td>
</tr>
<tr>
<td></td>
<td>North America</td>
<td></td>
</tr>
<tr>
<td></td>
<td>South and Central America</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other wine-producing countries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Factors influencing style, quality and price of wines</td>
<td></td>
</tr>
<tr>
<td>1.3</td>
<td>Sparkling Wines of the World</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Regions and districts</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>Methods of production</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Factors influencing style, quality and price of wines</td>
<td></td>
</tr>
<tr>
<td>1.4</td>
<td>Fortified (Liqueur) Wines of the World</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Regions and districts</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>Methods of production</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Factors influencing style, quality and price of wines</td>
<td></td>
</tr>
<tr>
<td>1.5</td>
<td>Spirits and Liqueurs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Production processes</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Spirits and liqueurs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Factors influencing style, quality and price of spirits</td>
<td></td>
</tr>
<tr>
<td>1.6</td>
<td>Information and Advice for Customers and Staff</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Style characteristics</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Quality and price</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Principles of food and wine matching</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sales and service</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Common faults</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Social, health, safety and legal issues</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total questions</td>
<td>50</td>
</tr>
</tbody>
</table>
Unit One Multiple-choice Examination

To give students an idea of the sort of questions which might be asked, here is a selection with answers at the end. The examination consists of 50 questions.

1. Which one of the following descriptions best defines the style of Alsace Riesling?
   a) Dry with high acidity and a petrol-like nose.
   b) Medium-sweet with high acidity and a petrol-like nose.
   c) Dry with low acidity and a honeyed nose.
   d) Medium-sweet with low acidity and a honeyed nose.

2. What is “remontage”?
   a) Rousing of lees in cask during fermentation.
   b) Pumping of must over skins during fermentation.
   c) Heating of must to encourage fermentation.
   d) Working sediment onto the cork in bottle-fermented sparkling wine.

3. What is the principal grape variety in the Rosé d’Anjou blend?
   a) Gamay.
   b) Grolleau.
   c) Malbec.
   d) Cabernet Franc.

4. Which one of the following is an example of a low-trained, cane-pruned system of vine cultivation?
   a) Guyot simple.
   b) Gobelet.
   c) Lenz Moser.
   d) Cruzeta.

5. Which one of the following Champagne styles is the driest?
   a) Dry.
   b) Brut.
   c) Extra Dry.
   d) Extra Brut.

6. What does the word “Erzeugerabfüllung” indicate on a German wine label?
   a) The wine has been awarded a medal at a regional tasting competition.
   b) The wine has been bottled by the producer.
   c) The wine was produced organically.
   d) The wine is suitable for diabetics.

7. In which region of Italy is the DOCG zone of Gavi?
   a) Piedmont.
   b) Lombardia.
   c) Veneto.
   d) Tuscany.

8. Which one of the following pairs is correctly matched?
   a) Condrieu and Marsanne.
   b) Saint-Péray and Grenache.
   c) Saint-Joseph and Syrah.
   d) Côte-Rôtie and Cinsault.

9. How is tannin detected when tasting a mature red wine?
   a) Stimulation of saliva at the sides of the tongue.
   b) Burning sensation at the back of the mouth.
   c) Mouth-drying sensation.
   d) Woody smell.

10. What does the word “Quinta” mean on a bottle of Port?
    a) Vintage.
    b) Winery.
    c) Grape variety.
    d) Style.

11. Which one of the following is the base spirit used for Grand Marnier?
    a) Brandy.
    b) Vodka.
    c) Rum.
    d) Gin.
12. Which one of the following descriptions is NOT permitted on a wine label, if the wine is to be sold within the EU?
   a) Catalunya Cabernet Sauvignon.
   b) Coonawarra Shiraz.
   c) Napa Valley Zinfandel.
   d) New Zealand Chablis.

13. Which one of the following wine styles is entitled to be classified as AC Entre-Deux-Mers?
   a) White wine only.
   b) Red wine only.
   c) White & red wine only.
   d) White, red and rosé wine.

14. Which one of the following statements is true?
   a) Bourbon can be made anywhere in the USA.
   b) Bourbon is made from malted barley only.
   c) Canadian whisky is made from rye only.
   d) Canadian whisky is usually pot-distilled.

15. What are “criaderas”?
   a) Stages in the solera system.
   b) Warehouses for maturing Sherry.
   c) Containers for shipping Sherry.
   d) Mats on which grapes are dried.

16. Which one of the following villages is in the Grande Champagne district?
   a) Bouzy.
   b) Cramant.
   c) Segonzac.
   d) Ay.

17. In which state of Australia is Margaret River?
   a) New South Wales.
   b) Victoria.
   c) South Australia.
   d) Western Australia.

18. What is the name given to the process whereby the sediment is expelled from a bottle of Champagne?
   a) Débourbage.
   b) Remuage.
   c) Buttage.
   d) Dégorgement.

19. What is the principal subsoil of North-Eastern Spain?
   a) Basalt.
   b) Granite.
   c) Limestone.
   d) Sandstone.

20. Where is the Aconcagua region?
   a) Spain.
   b) Chile.
   c) Argentina.
   d) Uruguay.
## Unit One Short Written Examination

The paper will consist of four questions of equal weighting requiring brief written answers. The questions can be drawn from any area of the Unit One syllabus.

### Examination Specification for Short Written Paper - Tracking Chart

<table>
<thead>
<tr>
<th>Unit</th>
<th>Element</th>
<th>Questions per Paper</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
<td>Production of Wine</td>
<td>Location, Viticulture, Vinification, Maturation and Bottling, EU Labelling</td>
</tr>
<tr>
<td>1.2</td>
<td>Light Wines of the World</td>
<td>France, Italy, Spain, Portugal, Germany, Central and South Eastern Europe, Australia, New Zealand, South Africa, North America, South and Central America, Other wine-producing countries</td>
</tr>
<tr>
<td>1.3</td>
<td>Sparkling Wines of the World</td>
<td>Regions and districts, Methods of production, Factors influencing style, quality and price of wines</td>
</tr>
<tr>
<td>1.4</td>
<td>Fortified (Liqueur) Wines of the World</td>
<td>Regions and districts, Methods of production, Factors influencing style, quality and price of wines</td>
</tr>
<tr>
<td>1.5</td>
<td>Spirits and Liqueurs of the World</td>
<td>Production processes, Spirits and liqueurs, Factors influencing style, quality and price of spirits</td>
</tr>
<tr>
<td>1.6</td>
<td>Information and Advice for Customers and Staff</td>
<td>Style characteristics, Quality and price, Principles of food and wine matching, Sales and service, Common faults, Social, health, safety and legal issues</td>
</tr>
</tbody>
</table>

**Total questions**: 4

*NOTE: The learning outcomes covered in 1.6 may also be assessed in other questions on this paper.*
Below is an example question.

1. A customer who regularly purchases classic French wines requests New World alternatives. Recommend a suitable New World wine as a substitute for each of the wines listed, stating reasons for your selection.

   a) Pouilly-Fumé:
   
   b) Côte-Rôtie:
   
   c) Saint-Emilion:
   
   d) Margaux:
   
   e) Chablis:
Unit Two Tasting Examination

In question one candidates will be required to blind taste a single wine and produce a written analysis using the WSET® Level 3 Systematic Approach to Tasting Technique.

The candidate will be required to identify the wine and indicate the retail price band for the wine.

25 marks are allocated to this paper.
Examination Regulations

1 Entry Requirements

1.1 Eligibility

1.1.1 Candidates applying to sit the examination must be over the legal minimum age for the retail purchase of alcoholic beverages in the country where the examination is being held, or be preparing for the examination as part of a recognised full time programme of study, or have obtained parental consent.

1.1.2 Candidates who are under the legal minimum age for the retail purchase of alcoholic beverages in the country where the examination is being held, or those who choose not to taste alcohol for health or religious reasons, will not be able to sample any alcoholic beverage as part of their course. These candidates will not be eligible to complete the assessment for Unit 2 of the Level 3 Advanced Certificate. In such instances, candidates will receive a record of achievement on successful completion of Unit 1, but will not be awarded the Level 3 Advanced Certificate qualification.

1.1.3 There are no restrictions on entry to the Level 3 Advanced Certificate through overlaps with other qualifications or parts of qualifications.

1.2 Recommended Prior Learning

1.2.1 It is recommended that candidates should hold the WSET® Level 2 Intermediate Certificate in Wines and Spirits. Candidates who believe they have a sufficiently good understanding of the subjects covered by the Level 2 syllabus are advised to consult their prospective tutor before enrolment on a course of study for guidance on the accreditation of prior learning.

1.2.2 The indicative levels of literacy and numeracy required for the examination are as follows:

- **Literacy**: Level 2 of the UK basic skills national standards, or equivalent
- **Numeracy**: Level 2 of the UK basic skills national standards, or equivalent

2 Format and Results

2.1 Candidates will be required to pass a closed-book examination, comprising two units.

- **Unit One**: A written assessment of two parts. The paper comprises 50 multiple-choice questions and four short written answers to be completed in 1 hour and 45 minutes. A mark of 55% in each part is required to achieve a pass in this unit of the qualification.

- **Unit Two**: A practical tasting paper in the form of a blind tasting of one wine to be completed in 15 minutes. A mark of 55% is required to achieve a pass in this unit of the qualification.

In order to be awarded the WSET® Level 3 Advanced Certificate in Wines and Spirits, candidates must achieve a pass in all papers and both units of the examination.

Results are graded as follows:

<table>
<thead>
<tr>
<th>Aggregate mark</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>80% and above</td>
<td>Pass with Distinction</td>
</tr>
<tr>
<td>65% to 79%</td>
<td>Pass with Merit</td>
</tr>
<tr>
<td>55% to 64%</td>
<td>Pass</td>
</tr>
<tr>
<td>45% to 54%</td>
<td>Fail</td>
</tr>
<tr>
<td>44% and below</td>
<td>Fail unclassified</td>
</tr>
</tbody>
</table>
2.2 Candidates who successfully complete both units will be issued with a WSET® Level 3 Advanced Certificate in Wines and Spirits and will receive an overall grade based on their aggregate mark over all examination papers. A record of achievement will be issued to those candidates who have passed individual units, indicating the grades achieved. Once all units are completed, a final result will be issued.

Results and Certificates for successful candidates will be issued to APPs within 6-8 weeks from receipt of completed scripts.

2.3 Successful candidates can apply to use the term WSET® Certified on their letterhead or business card. Contact credentials@wset.co.uk for more information.

3 Reasonable Adjustments
Examination candidates who have special examination requirements, which are supported by independent written assessment are requested to contact the examinations officer at their APP in the first instance. Further guidance for examination officers and candidates is available from WSET® Awards as required. It is the policy of WSET® Awards that such candidates should not be placed at a disadvantage in the examinations. Candidates are responsible for informing their APP before every assessment.

4 Results
Candidates may apply to resit individual units if they are unsuccessful. There is no limit on the number of attempts that may be made. Candidates resiting failed units will be ineligible for any grade in excess of Pass with Merit for the WSET® Level 3 Advanced Certificate in Wines and Spirits. Candidates who have passed units are not permitted to retake them to improve their grade.

5 Examination Conditions and Conduct
5.1 It is a condition of entry that candidates agree to the following specific conditions:

- the examination is to be completed in the time specified for each unit
- no reference is to be made to any material, in whatever form, other than the examination question paper and answer sheet
- no communication of any kind between candidates is permitted
- the use of electronic devices of any kind is prohibited
- the use of dictionaries of any kind is prohibited
- the use of audible “alarms” on any clock or watch is prohibited
- candidates who arrive after the published start time may be allowed to enter the room at the discretion of the invigilator and only if other candidates are not compromised
- candidates may not leave the room until half the examination time has elapsed
- candidates who complete the examination/assessment early may leave the examination room providing they do not disturb other candidates, no re-admission is permitted.
• invigilators have no authority to comment upon, interpret, or express an opinion on any examination question
• any candidate who is suspected of misconduct will be advised to leave the examination hall immediately and their examination paper will be submitted to the Examination Panel to determine its validity and any future ban on sitting papers
• no examination question papers are to be removed from the examination hall, candidates who fail to submit the question paper with their answer sheet will be deemed guilty of misconduct.

5.2 Candidates also agree to abide by the invigilator’s instructions. Failure to do so may render a candidate’s results invalid.

6 Examination Enquiries
Any queries concerning the results of the Level 3 Advanced Certificate examinations must be put in writing to the Administrations Manager at the WSET® within 20 WORKING DAYS of the release of results from WSET® Awards to the APP. Where appropriate, documentation for the formal feedback, enquiry and appeals process will be forwarded.

7 WSET® Awards Regulations
WSET® Awards reserve the right to add to or alter any of these regulations as it thinks fit.
To obtain a list of Approved Programme Providers (APPs) closest to you, where you can study or sit an examination, please see the WSET® website: www.wsetglobal.com

To obtain the APP Registration Pack, a copy of our Equal Opportunity Policy and our Customer Service Statement Contact John Townley Tel: +44 (0)20 7089 3843 email: jtownley@wset.co.uk

For any other enquiries Contact WSET® Awards Tel: +44 (0)20 7089 3840 Fax: +44 (0)20 7089 3846 email: awards@wset.co.uk website: www.wsetglobal.com

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