

Delivering Professional Wine Service

"A professional, knowledgeable individual sells more"

Learning Outcomes:

This programme takes a hands-on look at basic food and wine compatibility. On completion of this course, participants will be able to recommend and upsell wines with authority and knowledge. There will be an emphasis on understanding and an appreciation of different wine styles. The course will focus on raising the standards of restaurant wine service, relating to each individual restaurant's own character. On completion of the programme participants will be more confident in the selection of wines that will compliment the cuisine that is on offer in one's establishment.

Pre Course Action:

In order to successfully participate, we require participants to bring with them a copy of the menu and wine list from their own establishment.

Course Content:

- Vinification - How wine is made
- Wine Service – Presenting, opening, serving
- Storage & Stock Control
- White Grapes
- Red Grapes
- Champagne/Sparkling Wines/Port/Sherry/Dessert Wine
- Sales Technique

Programme Facilitator: **Niamh Boylan**



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