



**Australian Government**

# **SITHFAB013 Provide advice on imported wines**

**Release: 1**

## SITHFAB013 Provide advice on imported wines

### Modification History

Not applicable.

### Application

This unit describes the performance outcomes, skills and knowledge required to evaluate a range of imported wines, provide advice to customers on their selection, and continuously extend personal product knowledge.

The unit applies to hospitality, winery, retail and wholesale organisations that sell imported wines.

It applies to personnel who operate independently or with limited guidance from others and who have substantial specialist knowledge of imported wines. This includes beverage sales consultants, winery sales staff, bar specialists, sommeliers and senior bar and restaurant personnel.

The sale and service of alcohol is subject to the provisions of Responsible Service of Alcohol (RSA) law in each state and territory of Australia. Skills and knowledge for compliance with this law are covered by the prerequisite unit SITHFAB002 Provide responsible service of alcohol.

### Pre-requisite Unit

SITHFAB002 Provide responsible service of alcohol

### Competency Field

Food and Beverage

### Unit Sector

Hospitality

### Elements and Performance Criteria

#### ELEMENTS

Elements describe the essential outcomes.

1. Evaluate imported wines.

#### PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

- 1.1. Identify and examine the characteristics of a range of imported wines using the full range of sensory evaluation techniques.
- 1.2. Review other information about viticulture and specific

- imported wine styles, regions and production methods to complement the sensory evaluation process.
- 1.3. Develop informed opinions about imported wine that support work as a specialist in wine.
2. Handle, store and monitor imported wine products.
    - 2.1. Store and cellar imported wine according to particular requirements of different wines.
    - 2.2. Monitor wine quality and recognise impaired quality based on in-depth knowledge of wines.
    - 2.3. Resolve issues with wine quality through appropriate corrective action.
    - 2.4. Decant wines using techniques appropriate to the variety, style and vintage of wine.
  3. Advise customers on imported wines.
    - 3.1. Provide accurate information and assistance about different imported wine options.
    - 3.2. Discuss and debate wine characteristics, origins and production methods, taking account of customer level of wine knowledge.
    - 3.3. Take account of business considerations when providing advice and make adjustments accordingly.
    - 3.4. Assist customers with wine selections according to taste, price preferences and other specific needs.
  4. Extend and update own knowledge of imported wines.
    - 4.1. Conduct formal and informal research to access current, accurate and relevant information about imported wines.
    - 4.2. Identify trends in customer tastes based on direct contact and workplace interaction.
    - 4.3. Source information on current and emerging beverage service trends and customer preferences.
    - 4.4. Provide informed input about imported wines to support organisational activities.

## Foundation Skills

Foundation skills essential to performance in this unit, but not explicit in the performance criteria are listed here, along with a brief context statement.

### SKILLS

### DESCRIPTION

- |                           |   |
|---------------------------|---|
| Reading skills to:        | <ul style="list-style-type: none"> <li>• comprehend detailed product information, promotional material and reviews about imported wines.</li> </ul> |
| Writing skills to:        | <ul style="list-style-type: none"> <li>• summarise notes, and record information in basic documents, information sheets and files.</li> </ul>       |
| Oral communication skills | <ul style="list-style-type: none"> <li>• discuss and debate different ideas and opinions about</li> </ul>   |

- to: products.
- Learning skills to:
- review own knowledge of imported wines and participate in activities that continuously update it.
- Problem-solving skills to:
- identify product faults and make judgments about appropriate remedial action.
- Planning and organising skills to:
- schedule regular checks on the storage of beverage products.
- Self-management skills to:
- take responsibility for sourcing and updating current and emerging product information.

## Unit Mapping Information

SITHFAB306 Provide advice on imported wines

## Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=68c40a93-e51d-4e0f-bc06-899dff092694>