



COURT OF
MASTER
SOMMELIERS
Americas

EXPECTED SKILLSETS AT EACH OF THE CMS LEVELS OF CERTIFICATION





The Court of Master Sommeliers sets the global standard of excellence for beverage service within the hospitality industry with integrity, exemplary knowledge, and humility.

The Court of Master Sommeliers certifies restaurant and hotel hospitality program skills principally, with a focus on floor service; the potential restaurant roles listed below require real practical and program-specific experience to maximize ability. Other areas of the beverage alcohol industry such as winery hospitality, retail sales, and distribution/importing businesses are generally supported by CMS certification but may require further specific training. The following overviews are designed to help candidates and employers understand the level of preparedness and general career progression of candidates that have successfully completed each level of the exam.

INTRODUCTORY SOMMELIER

SKILLSETS

- General appreciation of the breadth of global beverage alcohol offerings
- Introduction to concept of hospitality, service, and food & wine pairing
- Observation of formal mechanical service of still and sparkling wine by the bottle
- Introduction to the Deductive Tasting Method to build vocabulary and skills for objective evaluation and description of classic wines
- Access to Guildsomm.com as an educational resource

POTENTIAL ROLES



RESTAURANT

- Server
- Bartender
- Support Staff



OTHER

- Entry-level retail or distribution

CERTIFIED SOMMELIER



SKILLSETS

- Working theoretical knowledge of principal beverage alcohol
- Proficiency in Tableside Service, including:
 - Still and Sparkling Wine bottle and glass pour service
 - Food and Wine pairing salesmanship
 - Cocktail, Beer, Apéritif, Digestif, and Fortified wine knowledge
 - Benchmark Producer and Vintage basics for iconic wine regions
- Deductive Tasting Method ability for core classic red and white varieties
- Basic financial program management

POTENTIAL ROLES



RESTAURANT

- Lead Server
- Captain
- Assistant Floor Sommelier
- Bartender
- Manager



OTHER

- Winery Tasting Room
- Lead Retail Floor Salesperson
- Distributor Representative
- Hotel F&B Leadership

ADVANCED SOMMELIER

SKILLSETS

- In-depth theoretical knowledge of major beverage alcohol
- World-class proficiency in formal beverage service, including:
 - Still, Sparkling, Red Wine decanting, beer, after dinner and glass pour service
 - Global cuisine food and wine pairing salesmanship
 - Classic cocktail production and spirits service
 - Comprehensive understanding of Benchmark Producers and Vintages in principal established wine regions
 - Hospitality and Salesmanship
- Deductive Tasting Method ability for a broad spectrum of classic red and white wines
- Complete beverage program management ability, including:
 - Wine and Beverage List content, design, and basic marketing
 - Cellar design, purchasing, and inventory systems
 - Creation and implementation of staff training and education for single unit operation, mentorship towards CMS certifications at the Introductory or Certified level
 - Financial management of a beverage program, including cost controls and spreadsheet creation/comprehension

POTENTIAL ROLES



RESTAURANT

- Floor Sommelier
- Head Sommelier
- Beverage Director of Single Unit Restaurant or Hotel



OTHER

- Winery Hospitality Management
- Retail Manager/Owner
- Distributor and/or Importer
- Educator or Senior Salesperson

MASTER SOMMELIER

SKILLSETS

- In-depth theoretical knowledge of major beverage alcohol
- World-class proficiency in formal beverage service, including:
 - Still, Sparkling, Red Wine decanting, beer, after dinner and glass pour service
 - Global cuisine food and wine pairing salesmanship
 - Classic cocktail production and spirits service
 - Comprehensive understanding of Benchmark Producers and Vintages in principal established wine regions
 - Hospitality and Salesmanship
- Deductive Tasting Method ability for a broad spectrum of classic red and white wines
- Complete beverage program management ability, including:
 - Wine and Beverage List content, design, and basic marketing
 - Single and/or multiple unit operation
 - Creation and implementation of staff training and education for single unit operation, mentorship towards CMS certifications at the Introductory or Certified level
 - Financial management of a beverage program, including cost controls and spreadsheet creation/comprehension

POTENTIAL ROLES



RESTAURANT

- Head Sommelier
- Beverage Director of Single and/or Multi-Unit Restaurant or Hotel



OTHER

- Winery Director
- Distributor and/or Importer
- National Educator or Upper-Tier Manager