



WHAT TO EXPECT at the ADVANCED SOMMELIER EXAM

EXPECTED SKILL SET OF AN ADVANCED SOMMELIER

- 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