



COURT OF
MASTER
SOMMELIERS *Americas*



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Americas



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ADVANCED DEDUCTIVE TASTING PHILOSOPHY

Melissa Monosoff , Shayn Bjornholm MS,
And Chris Bates MS

CERTIFIED SOMMELIER ~TO~ ADVANCED SOMMELIER

INDIVIDUAL
EXAM VS GROUP
SETTING

WRITTEN VS
VERBAL
Honing Verbal Skills

TIMING

MINDSET

THEORY! THEORY!
THEORY



WHERE TO START?

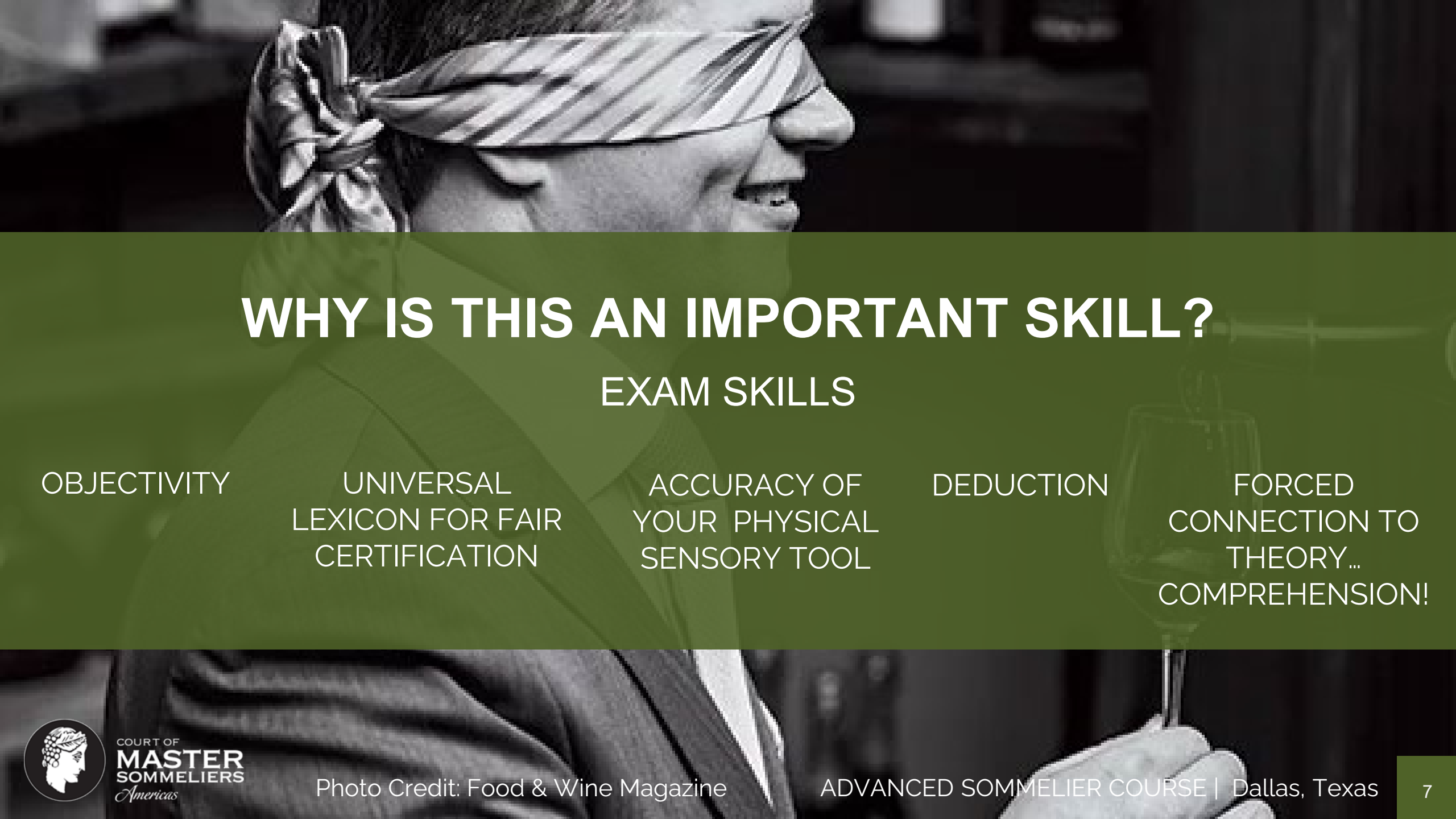
RIGHT HERE, RIGHT NOW - ASSESS YOUR ABILITY EVERY DAY

MAXIMIZE THESE NEXT THREE DAYS!



WHERE TO START?

RELEASE YOUR EGO!



WHY IS THIS AN IMPORTANT SKILL?

EXAM SKILLS

OBJECTIVITY

UNIVERSAL
LEXICON FOR FAIR
CERTIFICATION

ACCURACY OF
YOUR PHYSICAL
SENSORY TOOL

DEDUCTION

FORCED
CONNECTION TO
THEORY...
COMPREHENSION!



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ADVANCED SOMMELIER COURSE | Dallas, Texas



WHY IS THIS AN IMPORTANT SKILL?

REAL WORLD APPLICATION

TYPICALITY
ASSESSMENT

PRODUCER, REGION
& VINTAGE
TRACKING

EXPLORATION
&
RELEVANCE

QUALITY
ASSESSMENT

VALUE
ASSESSMENT



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THE END GAME....

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SKILL LEADS
TO
CONFIDENCE

CONFIDENCE
LEADS TO
LISTENING

LISTENING LEADS
TO
UNDERSTANDING
GUESTS' WISHES

UNDERSTANDING
GUESTS' WISHES
LEADS TO
KNOWING HOW TO
EXCEED THEM

EXCEEDING
GUEST WISHES
LEADS TO TRUST
& SALES...RETURN
BUSINESS...MORE
SALES



COURT OF
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Americas

Clarity / Visible Sediment	Clear, Hazy, Cloudy
Intensity of Color	Translucent, Pale, Medium Minus, Medium, Medium Plus, Deep, Opaque
Primary Color	White Wine: Water White, Straw, Yellow, Gold Red Wines: Purple, Ruby, Garnet
Secondary Color(s)	White Wine: Silver, Green, Copper, Gold, Brown Red Wine: Blue, Magenta, Ruby, Orange, Garnet, Brown
Rim Variation *Red Wines Only	Yes or No

Staining *Red Wines Only	None, Light, Medium Minus, Medium, Medium Plus, Heavy
Tearing	Light, Medium Minus, Medium, Medium Plus, Heavy
Gas Evidence	Yes or No

NOSE

Minor Presence of Fault(s) *Note when apparent	Barnyard, Nail Polish Remover, Caramel, Nuts, Dried Fruit, Struck Match, Balsamic Vinegar, Other
Aromatic Intensity	Delicate, Medium Minus, Medium, Medium Plus, Powerful
Age Assessment	Young, Developing, Mature, Over the Top
Fruit	White Wine: Tart Citrus, Sweet Citrus, Apple/Pear, Stone Fruit, Tropical, Melon, Other Red Wine: Red, Blue, Black, Other
Fruit Condition	Tart, Ripe, Fresh, Baked, Stewed, Dried/Desiccated, Bruised, Jammy, Juicy, Candied, Liqueur, Oxidized

Non-Fruit	From Grape(s): Flowers, Green Bell Pepper, Asparagus, Celery, Grass, Herbs, Tobacco, Black Pepper, White Pepper, Ginger, Honey, Petrol, Eucalyptus, Chocolate, Mocha, Other From Winemaking: Bread Dough, Yeast, Beer, Cheese Rind, Cream, Sour Cream, Butter, Yogurt, Peanut Shell, Toast, Marzipan, Stems, Bubblegum, Cigar Box, Other
Mineral	Forest Floor, Mushrooms/Truffles, Potting Soil, Compost Mineral, Wet Stone, Limestone, Chalk, Slate, Flint

Sweetness	Bone Dry, Dry, Dry with Slight Residual Sugar, Off-Dry, Medium-Sweet, Sweet, Lusciously Sweet
Acidity	Low, Medium Minus, Medium, Medium Plus, High
Alcohol	Low, Medium Minus, Medium, Medium Plus, High
Body	Light, Medium Minus, Medium, Medium Plus, Full
Phenolic Bitterness *White Wines Only	Yes or No
Tannin *Red Wines Only	Tannin Volume: Low, Medium Minus, Medium, Medium Plus, High Tannin Texture: Silky, Soft, Gritty, Coarse, Rough, Stalky, Hard, Other
Texture *Note when apparent	Lean, Linear, Crisp, Soft, Creamy, Round, Waxy, Oily, Viscous, Other

PALATE

Balance	Confirm from the nose. Has anything changed?
Fruit Condition	Confirm from the nose. Has the fruit condition turned tart on the palate?
Non-Fruit	Confirm from the nose. Has anything changed?
Earth	Confirm from the nose. Has anything changed?
Mineral	Confirm from the nose. Has anything changed?
Oak	Confirm from the nose. Has anything changed?
Balance	Yes or No. Which element(s) dominate the wine?
Length of Finish	Short, Medium Minus, Medium, Medium Plus, Long
Complexity	Simple, Medium Minus, Medium, Medium Plus, High

INITIAL CONCLUSION

Possible Grape Varieties	
Climate	Cool, Moderate, Warm
Possible Countries	
Age Range	1-3 years, 3-5 years, 5-10 years, 10 years+

FINAL CONCLUSION

Grape Variety or Blend	
Country of Origin	
Region AND Appellation	
Official Classification	Village, Premier Cru, Grand Cru, Reserve, Grand Reserve, Nomenclature

GET YOUR SENSORY EVALUATION ACCURATE



Clarity / Visible Sediment	Clear, Hazy, Cloudy
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FINAL CONCLUSION

Grape Variety or Blend	
Country of Origin	
Region AND Appellation	
Official Classification	Village, Premier Cru, Grand Cru, Reserve, Grand Reserve, Nomenclature

USING THE GRID *for* DESCRIPTION



Climate	Cool, Moderate, Warm
	Why? Give specific reasons for your choices from your description/grid. How? Look at fruit condition and structural elements such as acidity and alcohol. Theory Application: Do your structure calls match the typical nature of the grape variety and the places where the grape variety is grown? Look at the fruit condition and ripeness. Is there a change from the nose to the palate?

Possible Countries	Why? Give specific reasons for your choices. How? Do the structure call match the grape varieties match these countries? Theory Application: Connect your knowledge to what you know about where grapes are typically grown.
Age Range	1-3 years, 3-5 years, 5-10 years, 10 years+ Why? Give specific reasons for your choice from your description/grid. How? Look at fruit condition, color, or lack thereof, focus on fruit or savory elements, and note any sediment. Theory Application: Wine law knowledge, vintage knowledge, and typical élevage. What makes the most sense for the wine?

NEXT STEPS

ASK, “HOW? WHY?” – CAUSE & EFFECT – THE THEORY OF IT ALL

GRAPE VARIETY

VITICULTURE

VINIFICATION

WINE LAW

ARCHETYPICAL
Styles & Producers

FINAL CONCLUSION

Grape Variety or Dominant Grape Variety if a Blend	Final Answer:
	Apply Theory Knowledge: Connect your descriptions to typical grape variety markers and what is sensible for the structure of the wine.
Country of Origin	Final Answer:



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Region AND Appellation	
Official Quality Level	Village, Premier Cru, Grand Cru, Reserve, Grand Reserve, Normal

USING THE GRID *for* DEDUCTION

GRID REVIEW: THE CHALLENGERS

1 SIGHT

2 NOSE

3 PALATE Flavors

4 PALATE Structure

5 INITIAL CONCLUSION

6 FINAL CONCLUSION

GRID REVIEW: SENSORY EVOLUTION

- 1 OVERALL LEXICON
- 2 MINOR PRESENCE OF FAULTS
- 3 FRUIT CONDITION: GRAPE VARIETY
V. GRAPE GROWING & WINEMAKING
- 4 TEXTURE



SIGHT

INTENSITY OF COLOR: WHITE WINE

EFFECT:

MEDIUM + / DEEP

CAUSE:

- **INCREASED COLOR INTENSITY**

- OXIDATION (*exposure to oxygen*)
 - OAK USE
 - OTHER VINI TECHNIQUES
 - AGE (*increase*)
 - BOTRYTIS





INTENSITY OF COLOR: RED WINE

EFFECT:

TRANSLUCENT / PALE /
MEDIUM - / MEDIUM

MEDIUM + / DEEP / OPAQUE

CAUSE:

- INTENSITY OF COLOR PIGMENT
- WINEMAKING
 - MACERATION
 - COLD SOAK.....

SECONDARY COLORS WHITE WINE

EFFECT:

**SILVER / GREEN / COPPER
GOLD / BROWN**

CAUSE:

- **CLIMATE?**
- **COLOR PIGMENT (intensity)**
- **LENGTH OF MACERATION**
- **OTHER WINEMAKING**



SECONDARY COLOR RED WINE

EFFECT:

BLUE / MAGENTA / RUBY
ORANGE / GARNET / BROWN

CAUSE:

- GRAPE VARIETY
- AGE / OXIDATION
- VINIFICATION
- ALTITUDE





RIM VARIATION

****RED WINES ONLY**

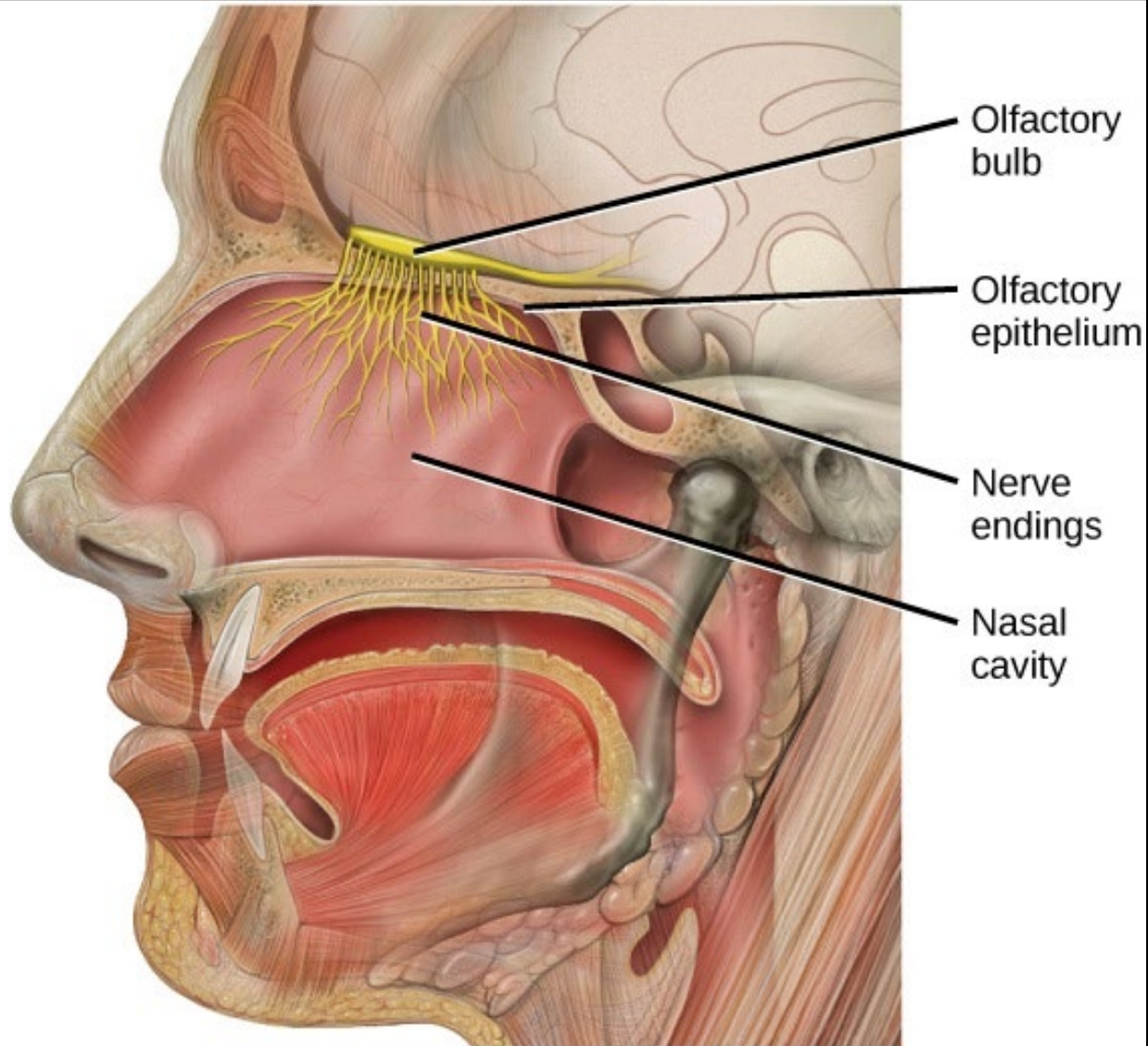
EFFECT:
YES or NO

CAUSE:

- **GRAPE VARIETY**
- **OXIDATION**
- **AGE (Youthful vs Aged)**
- **FERMENTATION TECHNIQUES**



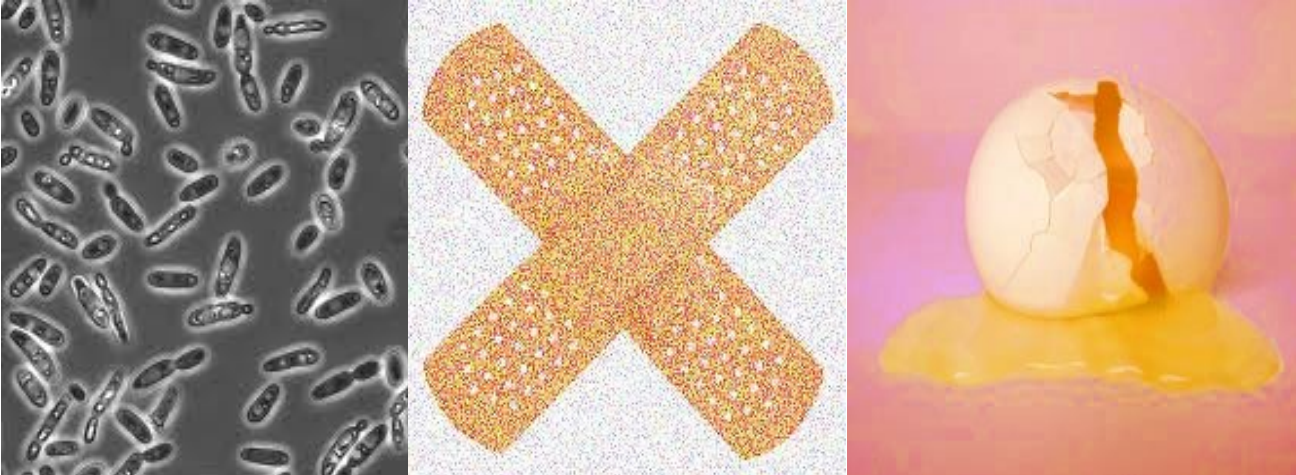
NOSE



NOSE

PROCESSING AROMA

- **ORTHO- NASAL vs -NASAL OLFACTION**
- **WHY SWIRL?**
- **IMPROVING MEMORY OF AROMAS AND RECALL**

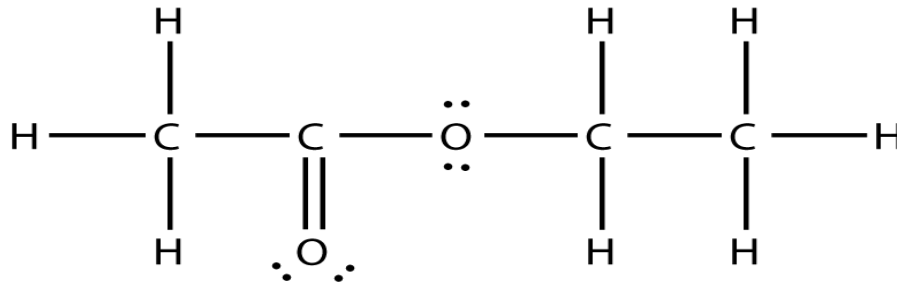


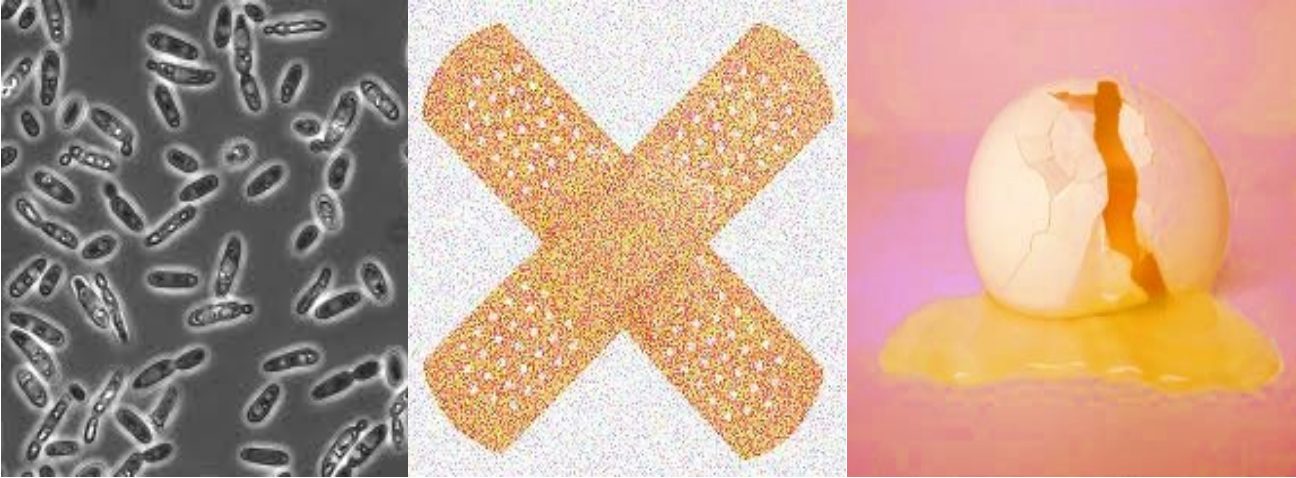
MINOR PRESENCE OF FAULTS

****NOTE WHEN APPARENT**

EFFECT:

- **BARNYARD, BAND-AID**
BRETTANOMYCES
- **BALSAMIC VINEGAR**
VOLATILE ACIDITY (VA)
- **NAIL POLISH REMOVER**
ETHYL ACETATE (EA)

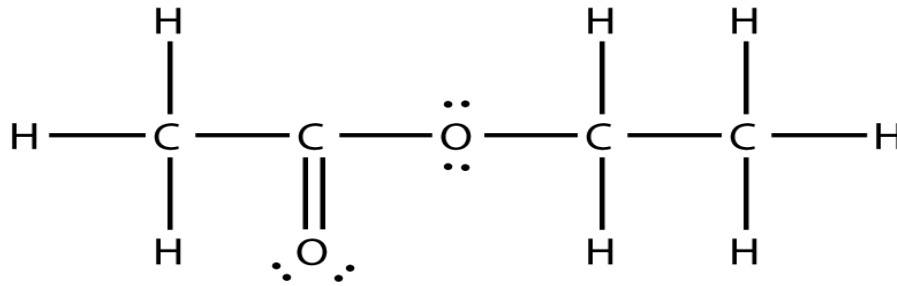




MINOR PRESENCE OF FAULTS

EFFECT:

- CARMEL, CARMELIZATION
MADERIZATION
- NUTS, DRIED FRUIT
OXIDATION
- STRUCK MATCH
SULFUR COMPOUNDS (SO₂)
- ROTTEN EGGS / ONIONS
SULFUR COMPOUNDS (H₂S)





AROMATIC INTENSITY

EFFECT:

DELICATE / MEDIUM - / MEDIUM
MEDIUM + / POWERFUL

BIG WORDS
Describe the
aroma &
flavor!

CAUSE:

- ALCOHOL
- IMPACT COMPOUNDS
- OTHER "TELLING" AROMATICS



AGE ASSESSMENT

EFFECT:
DEVELOPING – *Showing Age*

CAUSE:

- **OXIDATION OF AROMATIC COMPOUNDS**
- **SECONDARY NOTES** *BRUISED & DRIED*
- **INTEGRATION OF FLAVORS**
- **STRUCTURE CHANGES**





AGE ASSESSMENT

EFFECT:

VINOUS - AGED

CAUSE:

- **CONTINUED OXIDATION**
- **TERTIARY NOTES PREDOMINATE**
- **INTEGRATION AND MELDING OF AROMAS AND FLAVORS**



FRUIT CONDITION

EFFECT:

TART, FRESH, RIPE, BAKED,
STEWED, BRUISED, DRIED,
JAMMY, CANDIED, OXIDIZED...

CAUSE:

- CLIMATE
- VINTAGE
- VITI I& VINI CHOICES





NON-FRUIT: WINEMAKING-BASED

EFFECT: Beer, Cheese Rind,
Bread, Dough, Yeast
Toast, Brioche

CAUSE: Lees Aging,
Lees Stirring

- Spent yeast (fermentation)
- In barrel and/or bottle
- Fights oxidation
- (Affects structure: texture)

NON-FRUIT: *GRAPE VARIETY*

EFFECT:

- FLOWERS
- GREEN BELL PEPPER
- ASPARAGUS
- CELERY
- HERBS
- GRASS
- TOBACCO
- BLACK / WHITE PEPPER
- GINGER / HONEY / SAFFRON
- EUCALYPTUS
- CHOCOLATE / MOCHA

OTHERS!



NON-FRUIT: GRAPE VARIETY-BASED

Grüner Veltliner, Grenache & Syrah

EFFECT: Black & White Pepper
Spice

CAUSE: Rotundone

- In grape skins
- Cooler regions = more
- Moderate Sunlight
- Winemaking: cooler fermentation, longer maceration



NON-FRUIT:

GRAPE VARIETY

EFFECT: Tropical fruit, boxwood, pungency, cat pee

CAUSE: Thiols

- Pungent lift
- Mostly in white wine
- Sauvignon Blanc, Riesling, Gewurztraminer...
- Not pyrazines ☺



NON-FRUIT: WINEMAKING

EFFECT:

OTHERS!

BREAD DOUGH
YEAST
BEER
CHEESE RIND

PEANUT SHELLS
TOAST
MARZIPAN

CREAM
SOUR CREAM
BUTTER
YOGURT

STEMS
BUBBLE GUM
CIGAR BOX



NON-FRUIT: WINEMAKING

EFFECT: Stemmy, Herbal, Green, Spice

CAUSE: Whole Cluster / Stem Inclusion

- Not always combined with Carbonic Maceration
- Various levels
- Requires powerful fruit
- Gamay, Pinot Noir, Syrah...



EARTH & MINERAL

IS THERE ANY? **YES / NO**

WHAT IS THE INTENSITY?

EFFECT:

**EARTH: FOREST FLOOR / COMPOST
MUSHROOMS / TRUFFLE
POTTING SOIL / WET LEAVES**

**MINERAL: WET STONE / LIMESTONE
CHALK / SLATE / FLINT**

CAUSE: ???



OAK

Describing! Is most important

EFFECT:

- ✓ Do you find these aromas and flavors in the wine?
 - Vanilla, Toast, Smoke
 - Baking Spices: Cinnamon, Nutmeg, Clove
 - Vanilla & Vanilla Extract
 - Caramel, Butterscotch, Coconut, Dill
- ✓ Link these aromas and flavors to new oak
- ✓ The description is more important than determining the type, size, and age of the oak.



OAK

CAUSE:

OLD OAK vs NEW OAK

LARGE BARREL vs SMALL BARREL

FRENCH vs AMERICAN vs

EASTERN EUROPEAN *or OTHER*



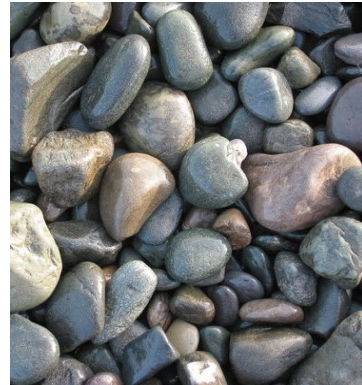
PALATE FLAVORS



REVIEW

- FRUIT
- FRUIT CONDITION
Has The Wine Turned Tart?
- NON-FRUIT
- EARTH
- MINERAL
- OAK

**WHAT HAS
CHANGED?**





PALATE STRUCTURE



SWEETNESS

EFFECT

**BONE DRY to
LUSCIOUSLY SWEET...
DRY W/ SLIGHT R.S.**

CAUSE

- **RESIDUAL SUGAR**
- **VINIFICATION**
- **GREATLY AFFECTED BY ACID LEVEL**
- **BOTRYTIS ACCENTUATES**





ACIDITY

EFFECT:

**LOW / MEDIUM - / MEDIUM
MEDIUM + / HIGH**

CAUSE:

- Grape Variety
- Climate
- Viticulture
- Vinification



ALCOHOL

EFFECT:

**HEAT IN NOSE, MOUTH,
THROAT & CHEST**

CAUSE:

- **Grape Variety**
- **Climate**
- **Viticulture**
- **Vinification**



BODY

EFFECT:

**LIGHT / MEDIUM - / MEDIUM
MEDIUM + / FULL**

CAUSE:

- **ALCOHOL**
- **RESIDUAL SUGAR**



PHENOLIC BITTERNESS

****WHITE WINE ONLY**

EFFECT
YES or NO

CAUSE:

- **PHENOLS IN GRAPES**
- **VINIFICATION**
- **SPECIFIC VARIETIES**



TANNINS

****RED WINE ONLY**

EFFECT: IN VOLUME

**LOW / MEDIUM - / MEDIUM
MEDIUM + / FULL**

CAUSE

- **GRAPE VARIETY**
- **VITICULTURE**
- **VINIFICATION**



TANNIN TEXTURE

HOW DO THE TANNINS FEEL?

Silky

Soft

Gritty / Grippy

Grainy

Coarse

Rough

Stalky

Ripe

Round

Velvety

Unripe

Asprin-y

Hard



TEXTURE - GENERAL

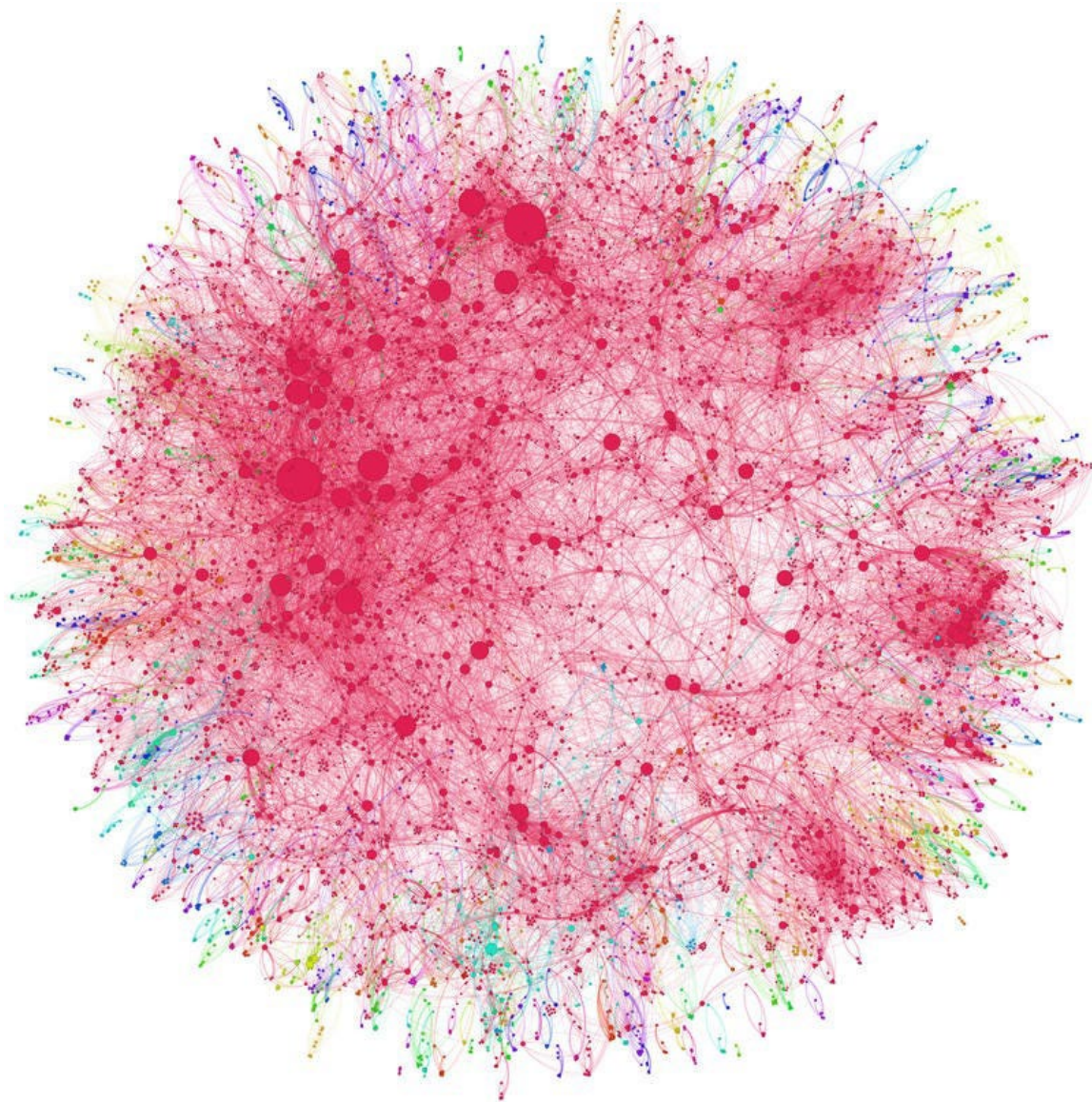
**** NOTE WHEN APPARENT**

EFFECT:

**LEAN / LINEAR / CRISP / SOFT
CREAMY / ROUND / GRITTY /
WAXY / OILY / VISCOUS**

CAUSE:

- Grape Variety
- Climate
- Viticulture
- Vinification



COMPLEXITY

HOW MANY SENSORY NOTES
(BEYOND STRUCTURE) DOES A
WINE DISPLAY?

MORE NOTES = HIGHER
COMPLEXITY

BALANCE

IS A WINE “IN BALANCE”?

DO ANY ELEMENTS
DOMINATE THE WINE AT
ANY POINT?

YES = OUT OF BALANCE
NO = IN BALANCE





LENGTH of FINISH

SHORT

MEDIUM MINUS

MEDIUM

MEDIUM PLUS

LONG



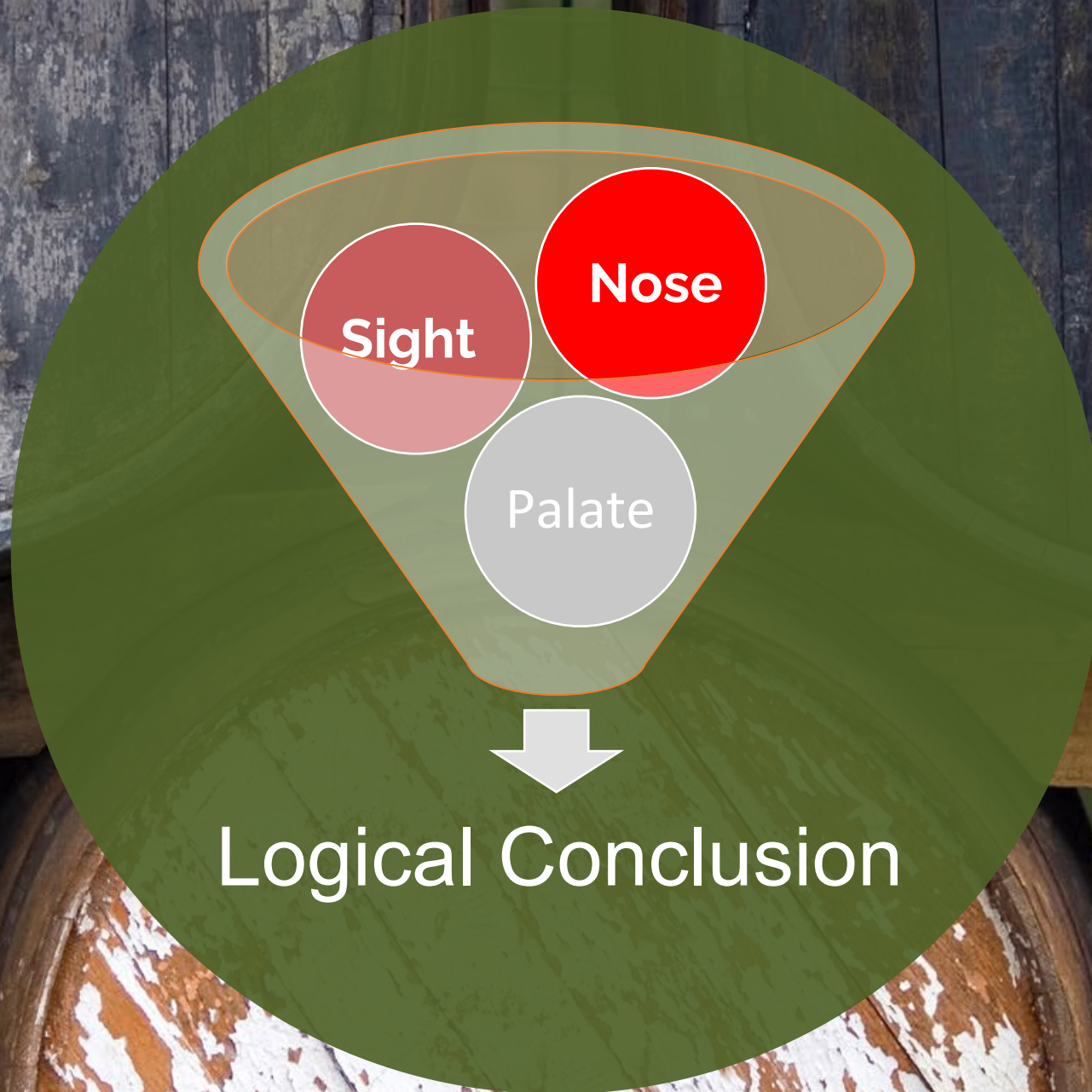
INITIAL CONCLUSION



FUNNELING

APPLYING
THEORY
KNOWLEDGE

THE MENTAL
GAME





KEEP
CALM
AND
ELIMINATE
THE
IMPOSSIBLE

WHAT CAN'T IT BE?

And why?



POSSIBLE GRAPE VARIETIES

EFFECT:

SINGLE VARIETY / BLEND

CAUSE:

- **Variety Markers**
- **Regional Presence**
- **Climate Matches**
- **Structure**
- **Winemaking**



CLIMATE

EFFECT:

COOL / MODERATE / WARM

CAUSE:

- **FRUIT QUALITY / RIPENESS**
- **STRUCTURE**
 - **ACID**
 - **ALCOHOL**
 - **TANNIN**



POSSIBLE COUNTRIES

EFFECT:
WHICH ONE?

CAUSE:

- **REGIONAL MARKERS**
- **CLIMATE/VARIETY MATCHES**
- **WINE LAWS**



AGE RANGE

CAUSE:

FRUIT QUALITY / STRUCTURE
TERTIARY / INTEGRATION

EFFECT:

- 1-3 YEARS
- 3-5 YEARS
- 5-10 YEARS
- 10 YEARS+



FINAL CONCLUSION

- ✓ GRAPE VARIETY OR BLEND
- ✓ COUNTRY OF ORIGIN
- ✓ REGION
- ✓ APPELLATION
- ✓ OFFICIAL QUALITY LEVEL - *When appropriate*
- ✓ OFFICIAL STYLE CATEGORY - *When appropriate*
- ✓ VINTAGE - *Choose one!*

**YOU MUST
SAY ALL!**



DEDUCTIVE TASTING INITIAL & FINAL CONCLUSION GUIDE

INITIAL CONCLUSION	
Possible Grape Varieties or Dominant Grape Variety if a Blend	Why? Give specific reasons for your choices from your description/grid. How? Review the description of the wine. What elements stand out the most? What makes this wine unique? Theory Application: Knowledge of grape variety markers, appropriate structure matches from your description, grape growing, and winemaking/elevage elements.
Climate	Cool, Moderate, Warm Why? Give specific reasons for your choices from your description/grid. How? Look at fruit condition and structural elements such as acidity and alcohol. Theory Application: Do your structure calls match the typical nature of the grape variety and the places where the grape variety is grown? Look at the fruit condition and ripeness. Is there a change from the nose to the palate?
Possible Countries	Why? Give specific reasons for your choices. How? Do the structure calls match the grape variety, do the grape varieties match these countries? Theory Application: Connect theory knowledge of wine law and where grapes are typically grown.
Age Range	1-3 years, 3-5 years, 5-10 years, 10 years+ Why? Give specific reasons for your choice from your description/grid. How? Look at fruit condition, color, or lack thereof, focus on fruit or savory elements, and note any sediment present. Theory Application: Wine law knowledge, vintage knowledge, and typical élevage. What makes the most sense for the wine?

FINAL CONCLUSION

Grape Variety or Dominant Grape Variety if a Blend

Final Answer:

Apply Theory Knowledge: Connect your descriptions to typical grape variety markers and what is sensible for the structure of the wine.

Country of Origin

Final Answer:

Apply Theory Knowledge: What country is classic for this grape variety?

Region AND Appellation

Final Answer:

Apply Theory Knowledge: Which region and appellation classically grows the grape variety in the country selected and fully matches your description? Take into consideration structure, climate, and winemaking.

Official Quality Level

Village, Premier Cru, Grand Cru, Reserva, Gran Reserva, Classico, Riserva, Kabinett, Spätlese, Other

**Choose One Answer Where Appropriate*

Apply Theory Knowledge: Regional wine law application of where quality levels exist and where they are appropriate. Taking into consideration typical wine-making practices for a given quality level.

Final Answer:

Vintage

Apply Theory Knowledge: Typical élevage, wine law knowledge, and regional vintage knowledge. What makes the most sense for this wine?



COURT OF
MASTER
SOMMELIERS *Americas*



COURT OF
MASTER
SOMMELIERS
Americas

WHAT MAKES A WINE CLASSIC?

Christopher Bates MS & Shayn Bjornholm MS

Dallas, Texas 2025



“A wine made in a classic style from a renowned region is characterized by time-honored, exemplary standards of inimitable traits - inclusive of colors, aromas, flavors and textures - that establish and maintain a distinctive offering against which all other wines from the same variety (or varieties) are judged.”

– Steve Poe, MS



“Some characteristics in an of themselves may point to different wines, but the collective of all characteristics can only, logically, point to one wine. ”

– Ronan Sayburn, MS



TABLE OF CONTENTS

1 Criteria

2 Established: Original v. Modern

3 Stuck in the Middle...

4 New and Future

5 Other Portions of Certification

COURT OF MASTER SOMMELIERS, AMERICAS ADVANCED SOMMELIER - LEVEL WINES
LIST OF EXAMINABLE GRAPE VARIETIES & REGIONS
The Court of Master Sommeliers, Americas recognizes the vast array of quality wine regions, grape varieties, and styles throughout the world. Our Deductive Tasting examinations are designed to test a candidate's ability to accurately describe and name wines without prior knowledge of their identity; please see the <i>Deductive Tasting Format</i>. The following is a list of Advanced Sommelier-level wines, which constitute the majority of the six (6) wines poured at both Advanced and Master Sommelier Tasting examination flights. While this list is subject to change as the wine world evolves, we only test to wines which we define as "classic"; please see the <i>What Makes A Wine Classic</i> checklist. * Note: Other wines or alcoholic beverages are tested to in other exam sections for purposes beyond Deductive Tasting.
HOW TO USE THIS LIST OF EXAMINABLE GRAPE VARIETIES AND REGIONS
Grape Variety & Country of Origin Within a stated Grape Variety, there is a Country of Origin - often with its major region of note. These country of origins/major regions should be differentiated for study. You must choose one as part of your Final Conclusion in an exam. Example: Listed with the Chardonnay grape variety are the countries of France, The United States, and Australia. Chardonnay from each of these countries must be studied individually. In an exam, always remember to name the country of origin in your final conclusion. Example: This is a Chardonnay from France.....
Country of Origin and Sub-Regions To the right of the stated Country of Origin, there are Sub-Region(s) in bold denoted by a " * " . These sub-regions should be differentiated for study. You must choose one as part of your Final Conclusion in an exam. Example: Looking again at Chardonnay, this time more specifically at Chardonnay from Burgundy, France, there are three sub-regions listed - Chablis, Côte de Beaune, and Mâconnais. Each of these sub-regions must be studied individually. In an exam, the sub-region must be chosen and mentioned in your final conclusion. Example: This is a Chardonnay, from France, from Burgundy, from the Côte de Beaune.....
More on Sub-Regions Multiple Sub-Regions separated by a " / " are to be treated as interchangeable versions for study and examination credit. You must choose one sub-region for your Final Conclusion in an exam. Example: Listed with the Chardonnay grape variety in the USA-California category are Carneros / Napa Valley / Russian River Valley / Sonoma Coast / Sonoma Valley. All of these sub-regions can be studied together and would be graded equally as part of your final conclusion in an exam. So, if you conclude the wine is from Russian River Valley and its actually is from Napa Valley, you will still get credit. You must mention one of these sub-regions in your Final Conclusion. Example: This is a Chardonnay, from the United States, from California, from Napa Valley.....
Appellations and Official Classifications To the right of the stated Sub-Region(s), there may be Appellation(s) and/or Official Classification(s) in <i>italics</i>. Appellations or classifications separated by a comma should be differentiated for study. You must choose one as part of your Final Conclusion in an exam. Example: Back to the Chardonnay example from Burgundy, France, next to the sub-regions of Chablis, Côte de Beaune, and Mâconnais, you will see the appellations and classifications to focus on within that sub-region. As an example with the Côte de Beaune, the focus would be on the Major Village AOPs for study. Within those AOPs the classifications of study would be the Village, Premier Cru and Grand Cru wines. In an exam, both of these must be mentioned. Example: This is a Chardonnay, from France, from Burgundy, from the Côte de Beaune, from Chassagne-Montrachet, Premier Cru.....
More on Appellations and Classifications Multiple Appellation(s) and/or Classification(s) separated by a " / " - are to be treated as interchangeable versions for study and examination credit. You must choose one for your final conclusion in an exam. Example: Listed with the Chenin Blanc grape variety from the Loire Valley of France, are Montlouis and Vouvray Demi-Sec. These wines are considered interchangeable for exam purposes - you do not need to be able to differentiate between the two. NOTE: Vouvray joins Savennières Sec, as a separate "region" for its classification; it is important to study the differences between Demi-Sec and Sec. In an exam, you will need to choose one appellation for your final conclusion. Example: This is a Chenin Blanc, from France, from the Loire Valley, from Vouvray, Vouvray Demi-Sec.....
Wine Style To the right of the Official Classification(s), there may be underlined categories such as Dry or Oaked. These are general guidelines to help focus your studies and are dependent upon Appellation(s) and/or Official Classification(s).



CRITERIA

As you investigate a wide world of wines (and ALL beverages), some questions to ask...

IS ITS FLAVOR PROFILE UNIQUE AND DISTINCTIVE?

1

GRAPE VARIETY

2

SPECIFIC TO ONE REGION

3

SOLE COMBINATION OF
CHARACTERISTICS



“Even with the stylistic differences from one producer to the other, a taster should be able to identify key aromatic and structural clues that lead them to the grape or blend of grapes and the region.”

- Max Kast, MS



DOES IT HAVE AN ESTABLISHED QUALITY LEVEL?

1

WITHIN GRAPE VARIETY

2

WITHIN CATEGORY

3

WITHIN GASTRONOMY
WORLD



“Impeccable quality is essential.”
– Madeline Triffon, MS



DOES IT HAVE GLOBAL MARKET PRESENCE?

1

CONSUMERS &
PROFESSIONALS

2

HISTORY & LORE

3

ICONIC PRODUCERS



“The character of the wine must come from either historic regions or modern regions that are highly relevant within the market.”

- James Bube, MS





“Wines can become classic in a relatively short time based on market preferences. Marlborough Sauvignon Blanc, Argentine Malbec and Torrontés, Aussie Shiraz have all risen from non-existent to classic in a few decades.”

- Wayne Belding, MS





DEDUCTIVE TASTING QUALIFICATIONS



QUESTION	Y	N
Does the Grape Variety/Blend of Grape Varieties have a unique combination of visual, olfactory and structural characteristics?		
Is the Region's wine amongst the most renowned expressions for this Grape Variety/Blend of Grape Varieties in the world?		

QUESTION	Y	N
Does the Region's wine have a unique set of Growing Circumstances for this Grape Variety apparent in its flavors?		
Does the Region's wine have established Winemaking methods for this Grape Variety apparent in its flavors?		

QUESTION	Y	N
Does the Region's wine exhibit unique and similar characteristics in all but the most idiosyncratic vintages?		
Does the Region's wine have an established history and connection to place?		

QUESTION	Y	N
Does the Region have a quorum of Iconic Producers whose wines exhibit unique and similar characteristics regardless of stylistic differences?		
Does the Region's wine have an Established Global Presence?		

QUESTION	Y	N
○ Can the Specific Wine I am tasting right now illustrate all of these qualifications?		
○ Can the Region or Type of wine be shown in a fair, consistent manner within the structure of our Deductive Tasting examination?		



IF THE WINE YOU ARE STUDYING OR TASTING
DOESN'T CHECK 'YES' FOR ALL OF THOSE BOXES,
IT DOESN'T QUALIFY FOR OUR DEDUCTIVE
TASTING EXAMINATION





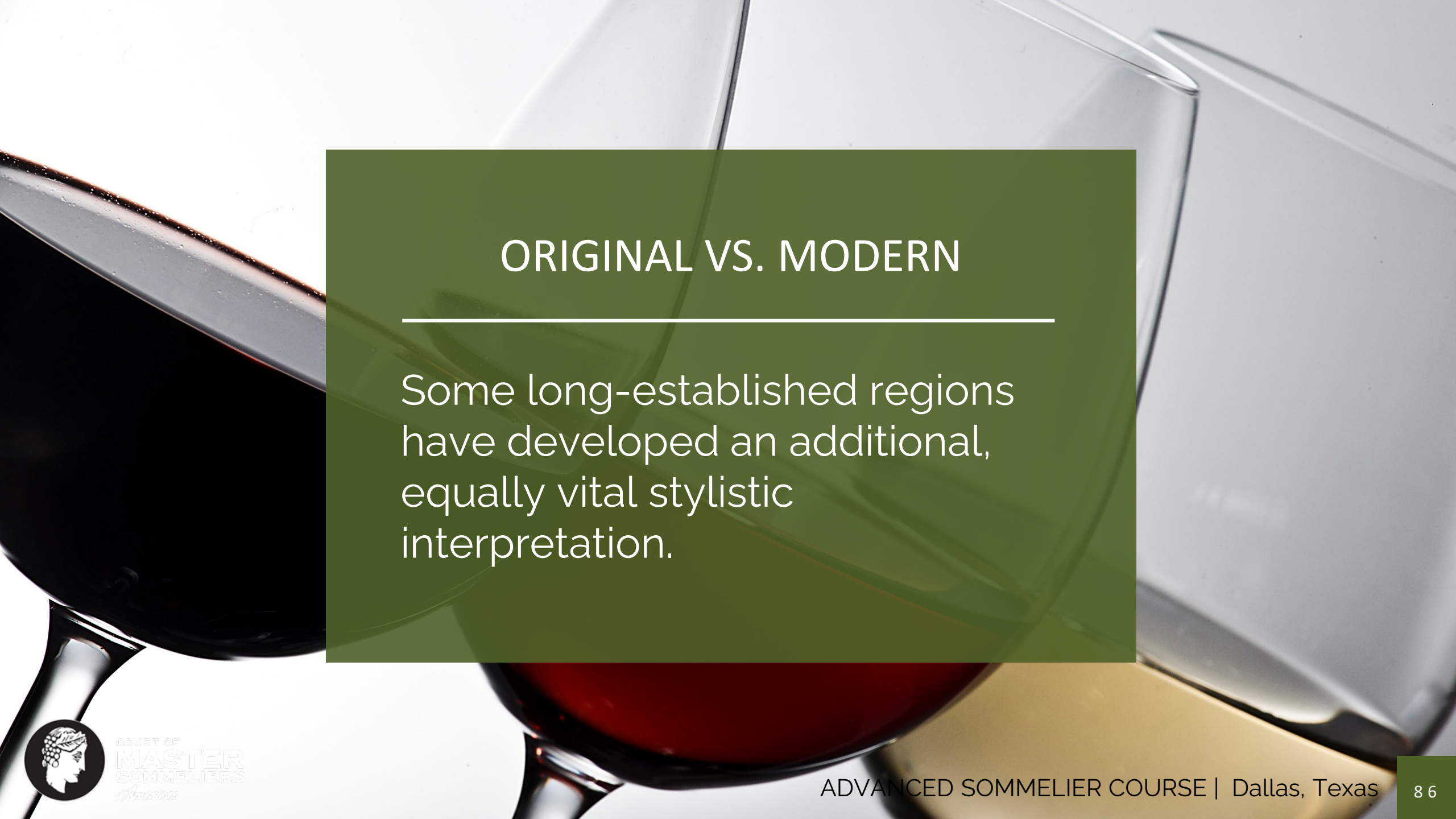
SOME CLASSIC WINES LACK ONE OR TWO OF THE
DEDUCTIVE TASTING PARAMETERS...BUT STILL
HAVE GREAT MERIT FOR SERVICE, THEORY
AND/OR BUSINESS OF THE SOMMELIER





ESTABLISHED

Long-established region with a
plethora of producers and a
strong identity

A close-up, artistic photograph of several wine glasses filled with red wine. The glasses are partially visible, with the focus on the liquid and the reflections on the glass. The background is a soft, out-of-focus white.

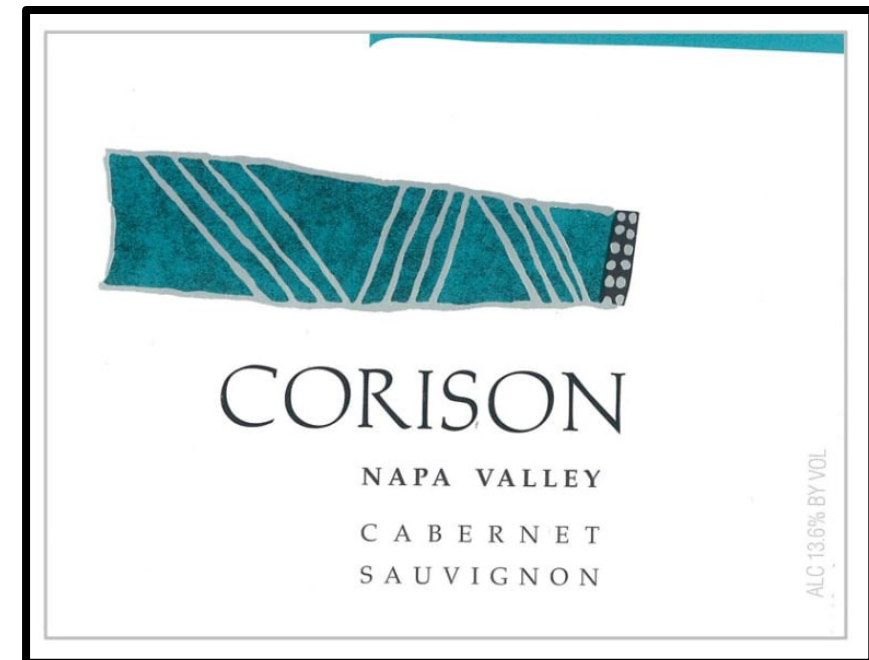
ORIGINAL VS. MODERN

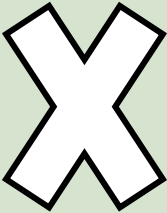
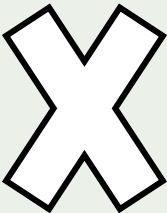
Some long-established regions have developed an additional, equally vital stylistic interpretation.

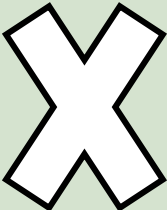
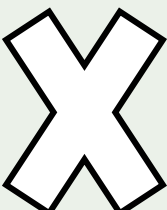


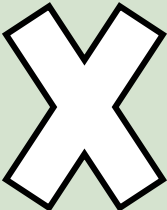
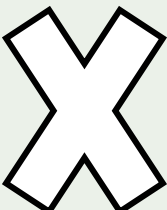
O.G. Napa Valley Cabernet Sauvignon: Corison

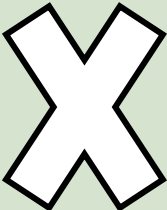
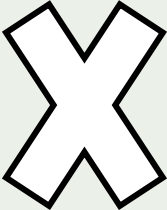
- Pyrazines
- Moderate Plus Alcohol & Astringent Tannins
- Fruit Just Ripe
- Oak Not As Forward

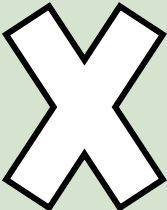
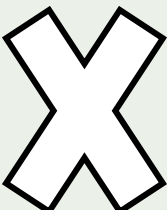


QUESTION	Y	N
Does the Grape Variety/Blend of Grape Varieties have a unique combination of visual, olfactory and structural characteristics?		
Is the Region's wines amongst the most renowned expressions for this Grape Variety/Blend of Grape Varieties in the world?		

QUESTION	Y	N
Does the Region have a unique set of Growing Circumstances for this Grape Variety apparent in its wine's flavors?		
Does the Region have established Winemaking methods for this Grape Variety apparent in its wine's flavors?		

QUESTION	Y	N
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Does the Region's wine have an established history and connection to place?		

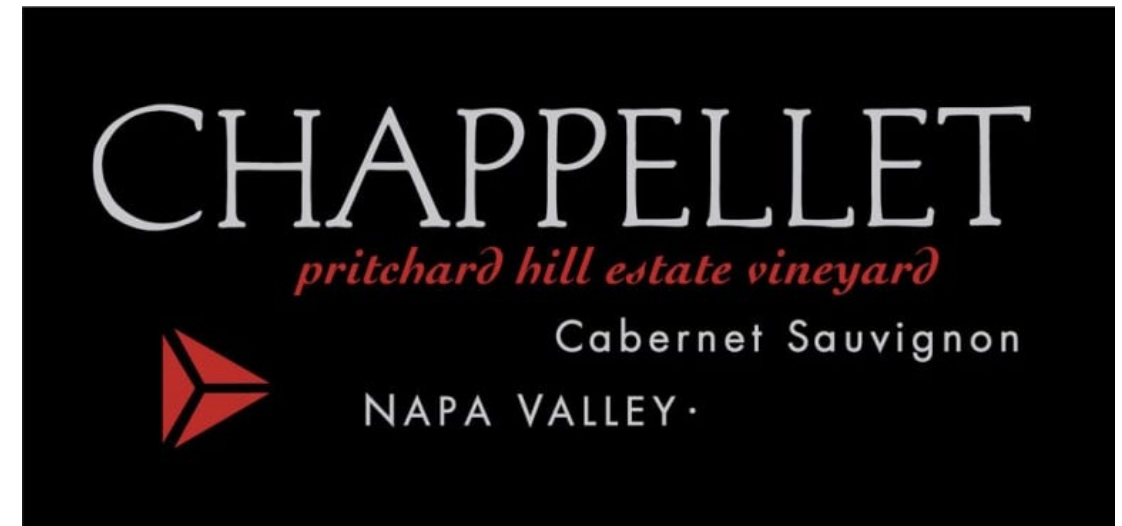
QUESTION	Y	N
Does the Region have a quorum of Iconic Producers whose wines exhibit unique and similar characteristics regardless of stylistic differences?		
Does the Region's wine have an Established Global Presence?		

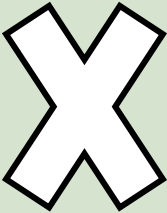
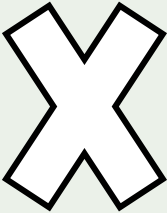
QUESTION	Y	N
○ Can the Specific Wine I am tasting right now illustrate all of these qualifications?		
○ Can the Region or Type of wine be shown in a fair, consistent manner within the structure of our Deductive Tasting examination?		

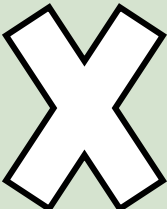
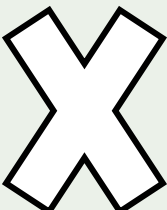


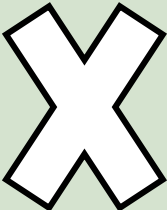
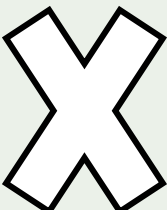
Modern Napa Valley Cabernet Sauvignon: Chappellet “Pritchard Hill”

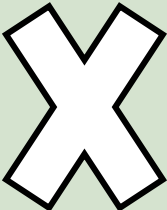
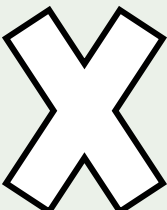
- Pyrazines More Subtle
- High Alcohol & Rounder Tannins
- Fruit Overripe/Liqueur-like
- Oak More Forward

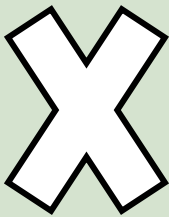
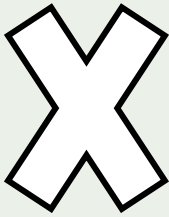


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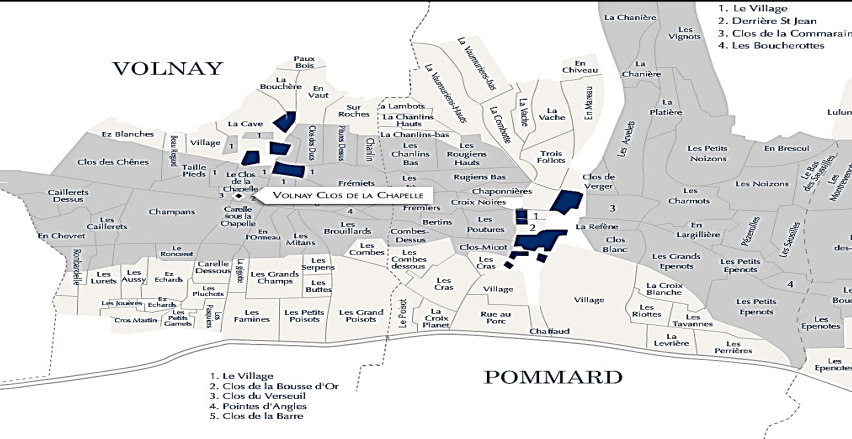
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A close-up, artistic photograph of several wine glasses. In the foreground, a glass filled with red wine is partially visible. Behind it, another glass is partially filled with a lighter-colored wine. The background is a soft-focus view of more glasses, creating a sense of depth and a sophisticated atmosphere.

STUCK IN THE MIDDLE

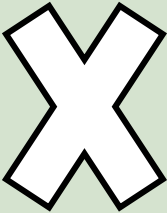
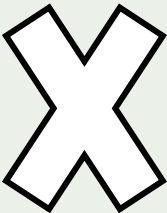
Some regions classically blur
the line of Old v. New World.
Some wines are simply atypical...

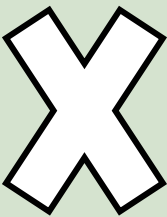
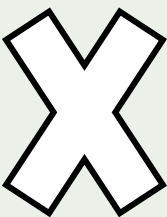


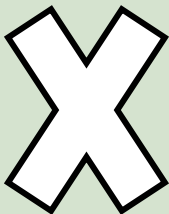
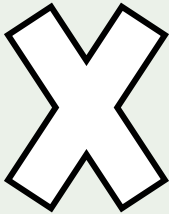
Pumped Up Red Burgundy: Paul Pernot “Carelle Sous La Chappelle” Volnay

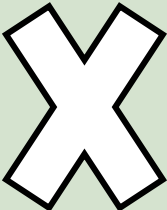
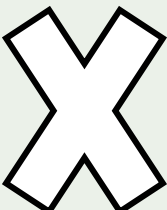
- Warm Vintage = Riper Fruit
- Medium Plus Alcohol
- Oak More Forward
- Too Youthful for Earth To Show

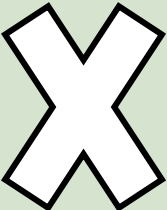
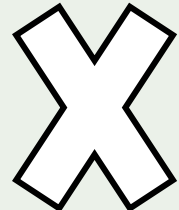


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NEWLY ESTABLISHED

Some regions hit a tipping point
and become classic

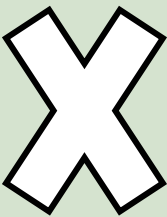
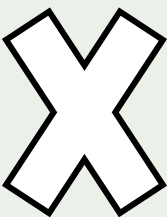


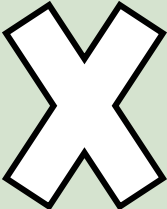
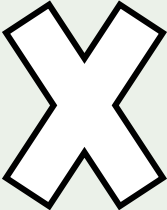
Etna Rosso DOC:

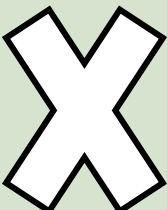
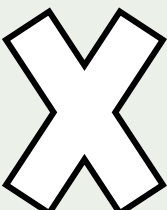
Terre Nere

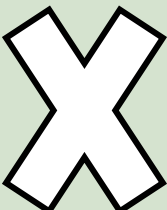
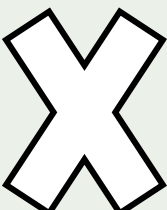
- Nerello Mascalese is like no other
- Looks like Pinot, Acts like Nebbiolo/Sangiovese in Structure
- Warm Climate “Italian”
- High quality potential

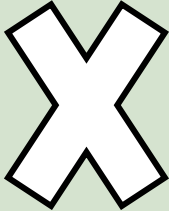
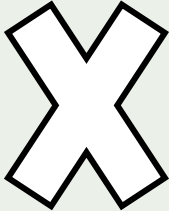


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ON THE RADAR

Some regions seem to be approaching the tipping point to become Classic and suitable for Deductive Tasting

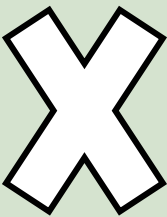
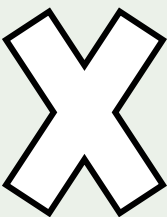


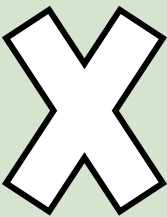
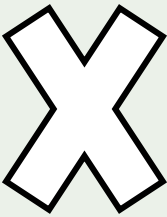
Rueda “Verdejo” DO:

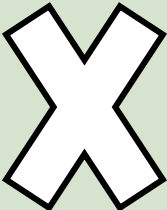
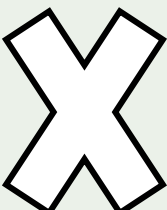
Naia “Verdejo” Rueda

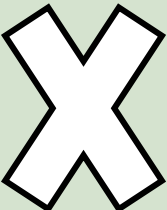
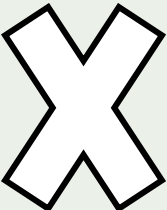
- Verdejo is unique
- Combo Tart/Ripe Fruits
- Dried Herbs & Pyrazines
- Dusty Flavors Yet Crisp Texture

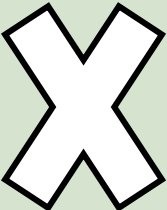
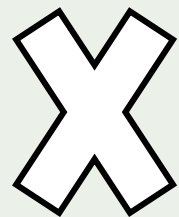


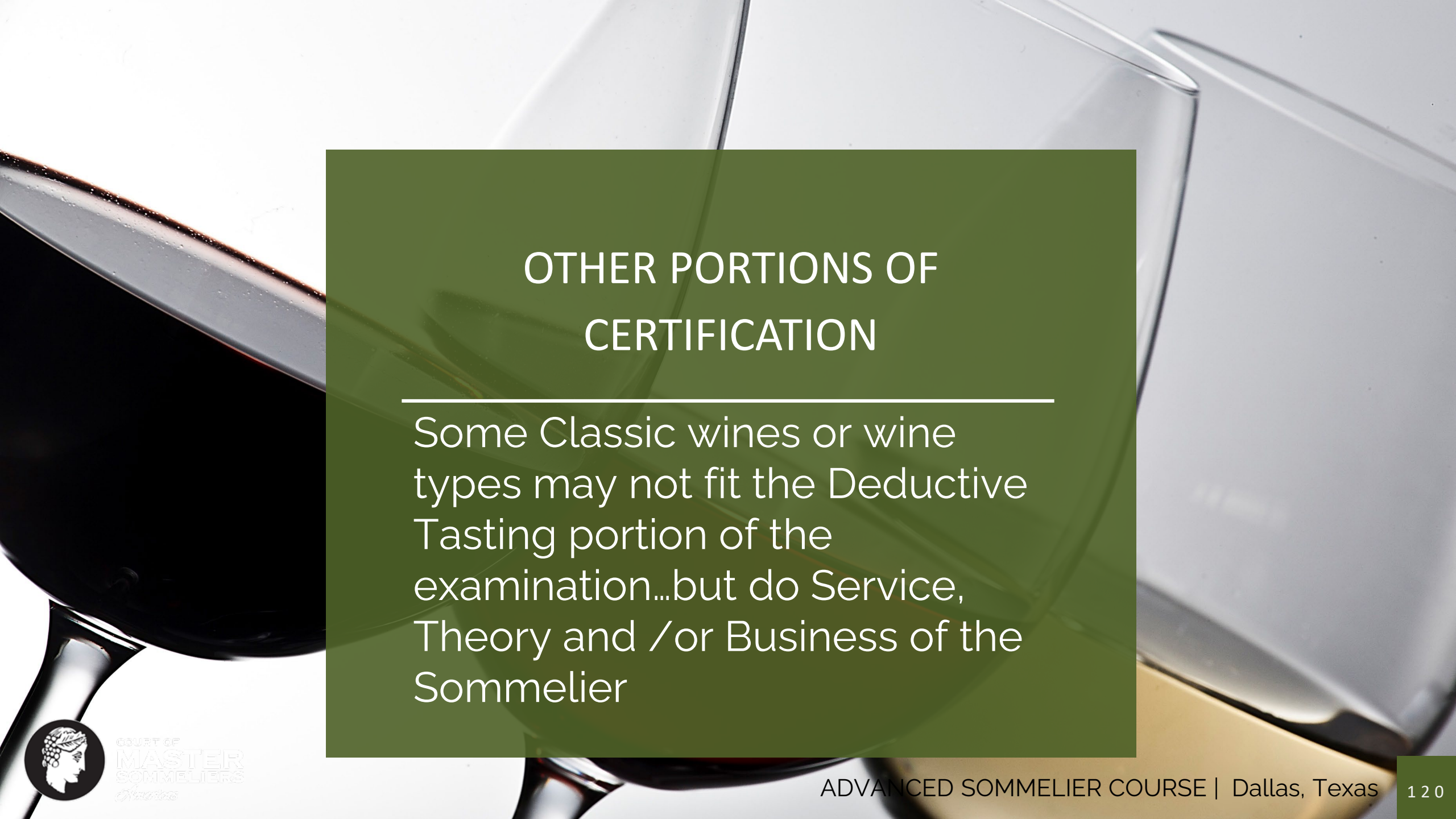
QUESTION	Y	N
Does the Grape Variety/Blend of Grape Varieties have a unique combination of visual, olfactory and structural characteristics?		
Is the Region's wine amongst the most renowned expressions for this Grape Variety/Blend of Grape Varieties in the world?		

QUESTION	Y	N
Does the Region have a unique set of Growing Circumstances for this Grape Variety apparent in its wine's flavors?		
Does the Region have established Winemaking methods for this Grape Variety apparent in its wine's flavors?		

QUESTION	Y	N
Does the Region's wine exhibit unique and similar characteristics in all but the most idiosyncratic vintages?		
Does the Region's wine have an established history and connection to place?		

QUESTION	Y	N
Does the Region have a quorum of Iconic Producers whose wines exhibit unique and similar characteristics regardless of stylistic differences?		
Does the Region's wine have an Established Global Presence?		

QUESTION	Y	N
○ Can the Specific Wine I am tasting right now illustrate all of these qualifications?		
○ Can a Region or Type of wine be shown in a fair, consistent manner within the structure of our Deductive Tasting examination?		

The background of the slide features a close-up, artistic photograph of several wine glasses. One glass in the foreground is filled with a dark red wine, while others in the background are partially filled with lighter-colored wines. The glasses are elegant and their reflections are visible on the surface.

OTHER PORTIONS OF CERTIFICATION

Some Classic wines or wine types may not fit the Deductive Tasting portion of the examination...but do Service, Theory and /or Business of the Sommelier



Go forth! Use this criteria to investigate the alcohol beverage world for yourselves. Create your own list of Classic Wines and Beverages and Cocktails and Food Pairings. This is your ticket to owning your sommelier knowledge.





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THANK YOU