



## **Certified Wine Educator (CWE) Certification: Presentation Skills Demonstration Outline Requirements**

Before you will be allowed to make or submit your presentation skills demonstration, you must have your outline approved by SWE. To do so, you need to submit your outline to the SWE General Manager at least two weeks prior to your requested presentation date. This handout includes a template to help you design your presentation outline as well as a sample outline for reference.

Your outline should be brief; one page or less, and should begin by stating your topic and your audience level - for instance, consumer (beginners), intermediate (students of wine), or trade (wine professionals). Follow this by a short (approximately 50 word) abstract of the presentation. Next, state your learning objectives, followed by a brief sentence describing your introduction. Next, concisely define your content topics. Most presentations will have between 2 and 5 basic topics to be covered. Finally, briefly describe your planned conclusion. There is no need to go into detail on the information you will cover – just note the main topic segments.

As you write your outline, keep the following in mind:

- When planning your presentation, make sure that your content matches your audience. Consumers are not interested in soil types or pH levels, and professionals do not need to be told what malolactic fermentation is.
- Make sure that your content supports and demonstrates the learning objectives you have specified for your presentation.
- Don't try to do too much. In 15 – 20 minutes, you cannot teach your audience (no matter who they are) all about the wines of Bordeaux or make them experts on Sicily. Choose something culturally or historically interesting about your topic to provide some context as an introduction, and then focus on your key points.
- Keep in mind that the time allotted for the presentation (15 - 20 minutes) should allow for a question-and-answer period at the end of the session. Be sure and pre-plan some ways to fill the allotted time (if necessary) in the event that no one in the audience asks a question.
- If you are planning to conduct a wine tasting, be sure and specify the wines you will use.

**PRESENTATION SKILLS DEMONSTRATION OUTLINE WORKSHEET:**

<b>Candidate Name:</b>	
<b>Topic:</b>	
<b>Intended Audience:</b> For example: consumers (beginners), students of wine (intermediate), or trade (wine professionals)	
<b>Abstract:</b> In 50 words or less, briefly describe your presentation:	
<b>Learning Objectives:</b> In one concise sentence apiece, state what your students should be able to do after your presentation. Note that 2 to 3 learning objectives are recommended.	
<b>Learning Objective #1:</b>	
<b>Learning Objective #2:</b>	
<b>Learning Objective #3:</b>	
<b>Introduction:</b> In one or two sentences, describe your introduction:	

**Content Topics:** In one or two brief sentences each, define your content's general topics. Note that while there is no required number of content topics, most presentations of this type will have between 2 and 4.

**Content Topic #1:**

**Content Topic #2:**

**Content Topic #3:**

**Content Topic #4:**

**Content Topic #5:**

**Demonstration/Tasting:** Note that a demonstration and/or tasting are optional. However, if one is planned, briefly describe the demonstration and/or provide a list of the wines to be presented:

**Conclusion:** In one or two sentences, describe your conclusion:

## **SAMPLE PRESENTATION SKILLS DEMONSTRATION OUTLINE**

**Topic:** High Altitude Wines of Argentina

**Audience:** Trade Professionals (advanced)

**Abstract:** The wines of Argentina include rich, spicy Malbec; crisp, fruity Torrontés; creamy Chardonnay; fortified Muscat; and sparkling wines as well. While a variety of grapes and wine styles thrive here, the one over-arching influence affecting them all is the land itself, which includes some of the highest altitude vineyards in the world. In this presentation we will explore how altitude affects viticulture, what grapes thrive at high altitude, and have the chance to taste a selection of Argentine high-altitude wine.

**Learning Objectives:** After this presentation, attendees will be able to:

- Discuss how increases in altitude affect viticulture and the resulting styles of wines in Argentina
- Describe the Argentine wine regions of Salta and Mendoza in terms of climate, altitude, and terroir
- Evaluate high-altitude wines from Argentina and identify the typical varietal and regional characteristics of the wine, including those that may be a result of altitude.

**Introduction:** Introduce myself, explain the purpose of the presentation, poll the audience on their knowledge of the wines of Argentina, and briefly describe the content and learning objectives.

### **Content Topics:**

1. The wine regions of Argentina and their overall terroir, including elevation.
2. The overall effect of altitude on viticulture and wine
3. The high-altitude region of Salta, its leading grape variety (Torrontés), and how the high altitude affects the viticulture and wines of the region.
4. The high-altitude region of Mendoza, its leading grape variety (Malbec), and how the high altitude affects the viticulture and wines of the region.

### **Tasting:**

- Achaval Ferrer Altamira Malbec, Mendoza; 2013
- Bodegas Colomé Torrontés, Salta; 2014

**Conclusion:** While Argentina has a wide diversity of terroir and produces a wide range of wines in many styles, the high-altitude vineyards of Mendoza and Salta can produce grapes that yield unique flavors and a distinctive style of wine.