



**The American Wine School (AWS)
WSET® Level 4 Diploma in Wines Program**

Candidate Agreement

PURPOSE

The purpose of this agreement is to ensure that all WSET® Level 4 Diploma in Wines candidates have a full understanding of the requirements & expectations, the class dates and schedules, monetary commitment, and terms and conditions of the Level 4 program before entering the program. Further, this agreement will serve as a reference document for both the AWS and the candidate.

COURSE DESCRIPTION & SPECIFICATION GUIDE

The WSET® Level 4 Diploma in Wines is a specialist qualification where detailed knowledge is combined with commercial factors and a thorough system for the professional evaluation of wines. The qualification will prepare those who are required to make managerial decisions, interpret information and have a thorough understanding of market trends and requirements in a variety of trade and industry sectors.

The Diploma aims to provide specialist product knowledge and understanding of the global and domestic markets for wines and develop candidate's ability to present information in a format suitable for business. The total study time required to earn the WSET® Level 4 Diploma in Wines award is (at a minimum) approximately 600 hours resulting in 60 credits (1 credit =10 learning hours). Each Unit is assigned a minimum credit/study hours giving candidates insight into the time required to complete each Unit.

Please see the attached Term Candidate Schedule for specific dates and times of classes. Please note that various educators will be teaching your WSET® Level 4 Diploma in Wines courses. In addition to AWS Diploma educators (listed on the AWS website), guest presenters who are specialists in their field will be invited to give their point of view to enrich the WSET® Level 4 Diploma in Wines experience.

The six (6) Units of the WSET® Level 4 Diploma in Wines are as follows:

D1 Wine Production: D1 delves into the science of wine to include viticulture factors such as vine requirements, anatomy of the vine and grape, grape growing options, controlling yields and quality, natural factors in the vineyard and how they influence the vine's ability to produce grapes for wines of different styles, quality levels, and price. Additionally, this unit covers vinification practices to include winemaking and post-fermentation options and how they influence the style, quality and price of the wine. It is assessed by means of an open-response, written exam. *Minimum 60 hours or 6 credits resulting in hours of study weighting of 20%.*

D2 The Global Business of Alcoholic Beverages: D2 examines the dynamics of the global market for alcoholic beverages, the local market and the marketing of wine. The types of businesses engaged in wine production and the options for getting wine to the point of sale as well as factors that contribute to the price of a wine. D2 is assessed by an open-response, written paper. This exam is offered 4 times a year (Oct, Jan, March, and June). *Minimum 120 hours or 12 credits resulting in hours of study weighting of 10%.*

D3 Light Wines of the World: D3 takes in in-depth look at the light wines of the world to include: Northern and Western Europe, Central, South, and South-Eastern Europe, Africa, Australasia, and Asia as well as the Americas. For each region, the method of grape-growing, winemaking, maturation, wine law and overall wine business matters will be considered in terms of how they influence the style, quality, and pricing of wine. D3 is assessed by 1) Two closed-book theory papers, and 2) a practical tasting paper of 12 wines (presented in two flights of 6). The exam is offered in May and Oct of each year with a min of 6 candidates in order to host the exam. *Minimum 300 hours or 30 credits resulting in hours of study weighting of 50%.*

D4 Sparkling Wines of the World: D4 explores the methods of sparkling wine production as well as the types and styles of sparkling wines around the globe. For each region, the method of grape-growing, winemaking, maturation, wine law and overall wine business matters will be considered in terms of how they influence the style, quality, and pricing of wine. D4 is assessed by a combined tasting and theory, closed-book examination, consisting of a tasting paper of three sparkling wines and one theory paper. The exam is offered at least once a year with the option of hosting additional exams if the min number of 6 candidates sign up for the exam. *Minimum 30 hours or 3 credits resulting in hours of study weighting of 5%.*

D5 Fortified Wines of the World: D5 outlines the methods of production of fortified wines around the world as well as defines the types and styles of fortified wines. For each region, the method of grape-growing, winemaking, maturation, wine law and overall wine business matters will be considered in terms of how they influence the style, quality, and pricing of wine. D5 is assessed by a combined tasting and theory, closed-book examination, consisting of a tasting paper of three fortified wines and one theory paper. The exam is offered at least once a year with the option of hosting additional exams if the min number of 6 candidates sign up for the exam. *Minimum 30 hours or 3 credits resulting in hours of study weighting of 5%.*

D6 Course Work Assignment (research paper): D6 is an independent research assignment. Candidates demonstrate their ability to research a specified wine-related subject by writing an independent research paper of 2,500 – 3000 words. Two paper topics are announced Aug 1st of each year. Candidates are free to select the topic that interests them the most. Each paper has a specific due date: either Jan 31 or July 31 of each year. The hours of study weighting is 10%.

REGISTRATION REQUIREMENTS

To register for the WSET® Level 4 course in Wines, candidates must be at least 21 years of age. Additionally, they must have successfully earned the WSET® Level 3 Wine certificate.

AWS PROGRAM TERMS & REGISTRATION FEE:

The initial registration for Diploma includes a mandatory WSET registration fee. This fee is valid for 3 academic years. If you have not completed the six (6) units of the WSET® Level 4 Diploma in Wines course within 3 years, your record will be reviewed against any changes that may have occurred to the qualification, and WSET will determine which Unit passes will remain valid for the next three (3) year registration period. Re-registering will result in another registration fee.

COURSE TERM TUITION

Tuition may be paid in installments (see Candidate Fees & Payments), but the commitment to take Term courses, and sit the corresponding exams as outlined by the Launch Course Schedule, take place at the time of booking. All coursework assignments and exams dates are set for the academic year and cannot be changed or re-scheduled. It is understood that your tuition for the Term includes all study material, classes, and exam fees. For information on refunds, deferments, transfers, and re-sit fees, please reference AWS Terms & Conditions.

It is understood that, while the AWS offers classroom instruction, the responsibility for maintaining a robust study regime rests with you, the candidate. As such, it is highly recommended that you develop a study plan immediately upon booking your first Term. The WSET® Level 4 Diploma in Wines is a rigorous program that requires many hours of self-directed study. Suggested hours of study are outlined in the Qualifications Specification. Further, it is understood that the AWS will discuss/review possible study plans with candidates during the Launch Day.

The AWS will provide wines during each class day to help candidates calibrate their palates and practice writing tasting notes using the WSET SAT. It is understood that class wines are included in the tuition fees. In most cases, the AWS course days will cover the recommended wines from the Specification Guide. However, it is understood that candidates are expected to taste on their own (specifically during D 3,4,5) using the WSET SAT outside of class. Most candidates find it necessary to taste products several times to commit the profile to memory. The amount of wine a candidate may need to buy over the course of the WSET® Level 4 Diploma in Wines program is at the sole discretion of the individual candidate. A list of suggested wines can be found after each Unit description in the Specification Guide. Further, it is understood that volunteer supplemental Diploma tasting groups are permitted and often form organically, but wines purchased for tasting are not part of the term tuition.

Missed classes:

It is understood that the AWS does not offer make-up classes for missed classes. That said, the AWS will supply candidates with any and all class materials presented during the missed class.

TERMS & CONDITIONS**Refunds, Cancellations, Deferrals**

Once a candidate has paid a Term Tuition, there are no cancellations, refunds or partial refunds. It is understood that study material, room rentals, educators, and exam fees are collected and booked at the start of the Term making any sort of refund impossible. Therefore, it is very important that you, the candidate, take careful pause before committing to an academic Term.

Should a candidate require a deferral due to a personal emergency (medical or death in family) for a particular Unit within a Term, the AWS reserves the right to give consideration for deferral approval on a case-by-case basis. Deferral does not include a refund or credit or any sort. Deferral means the candidate will take the deferred Unit and sit the deferred Unit exam the next time the Unit exam becomes available. An emergency refers to a medical situation or death in the family. It is understood that a move, work conflict, or any other personal conflict does not constitute a personal emergency. All requests for deferral must be made in writing.

Since program changes are made from time to time, it is understood that the candidate assumes the risk that the Unit structure will remain the same within WSET. The AWS assumes no risk for program changes made by WSET in London that might affect the deferred Unit. If any changes occur in the WSET Specification & Assessment criteria, deferred students must sit the current assessment.

Should a candidate not show up for an exam, it is understood that no refunds, credits or partial credits will be given. Should candidate wish to sit the exam at another time, a missed-exam fee will be charged (see Candidate Fees & Payments).

Transfer Candidates

Candidates entering the WSET® Level 4 Diploma in Wines program with AWS as a Transfer Candidate will receive a prorated tuition for the Term. For example, should a candidate transfer from another Approved Programme Provider (APP) having completed D1 & D2. The candidate would complete the AWS First Term (D1,2,5) with a prorated tuition, so as to only pay for D5.

If an incoming, transfer candidate would like to sit an exam with the AWS, it is understood that the transfer candidate will be liable for exam and administrative fees charged by the AWS. Fees paid to the original APP cannot be applied to the AWS transfer fees.

If a candidate registered with the AWS wishes to sit an exam at a different APP (other than the AWS), it is understood that the candidate will be liable to pay all fees required by the alternative APP. Further, it is understood that no partial or full refunds would be made by the AWS.

CANDIDATE FEES & PAYMENTS

It is understood that candidates may use a credit card to book their course Units using the AWS website. Additionally, candidates may write a check for their course fees. Once payment has been received, candidates will be sent a confirmation letter. Study material will be sent upon receipt of payment. Checks should be made payable to American Wine School and mailed to: American Wine School 40 East Oak Street, Suite 211, Chicago, IL 60611

The following outlines the fees for each Unit of the WSET® Level 4 Diploma in Wines at AWS:

| UNIT | COURSE FEE | RE-SIT FEE | MISSED EXAM FEE |
|-------------------------------|------------------------------------------|-------------------------------------------------------------------|------------------------|
| D1 Viticulture & Vinification | \$975 (includes 3 year registration fee) | D1 Exam \$150 | D1 exam \$175 |
| D2 Business of Wine | \$650 | D2 Exam \$150 | D2 Exam \$175 |
| D3 Wines of the World | \$2775 | Theory only \$170 Tasting only \$250 Theory & Tasting \$420 | Theory & Tasting \$375 |
| D4 Sparkling Wines | \$725 | D4 Exam \$150 | D4 Exam \$175 |
| D5 Fortified Wines | \$725 | D5 Exam \$150 | D5 Exam \$175 |
| D6 Course Work Paper | \$350 | D6 \$150 Course Work | D6 \$175 Course Work |

Note: Online candidates will be charged full course fee for units D1, D2 and D6. For the units that also have tasting, the online candidates will be charged approximately 80% of the advertised unit price.

Candidate Check List

Before starting your WSET® Level 4 Diploma in Wines journey, please make sure you have completed the following:

- I have read and understand the WSET Level 4 Qualification Specification. Specifically, I have a clear understanding of the time commitment required to successfully complete the WSET® Level 4 Diploma in Wines.
- I have read and understand the Candidate Assessment Guides for Theory and Tasting.
- I have reviewed the dates on the Launch Schedule.
- Further I understand that the dates on the schedule are not flexible. Registration dates and exam dates are not moveable.
- I have reviewed the payment policies and understand the financial obligation of pursuing the WSET® Level 4 Diploma in Wines & Spirits. ○

Please sign that you have read and understand the information within this student agreement. Then, return this document to the American Wine School. You will receive specific information about your course of study as soon as this agreement has been submitted.

Candidate signature

Date

Marianne Frantz

Date

