

AIS SOMMELIER COURSE

AIS CLUB ITALIAN CHAMBER
OF COMMERCE IN JAPAN



Associazione Italiana Sommelier



ITALIAN CHAMBER OF
COMMERCE IN JAPAN
在日イタリア商工会議所

Overview

About AIS – The Italian Sommelier Association

The Association

Becoming an AIS Certified Sommelier

The history of AIS

About classes, exam and certificate

Level-based classes description

About the Sommelier Certificate Exam

About the Sommelier certification

Courses contents

Courses contents and fees

Included in the courses fees

Application

How to apply

Courses terms and conditions

Materials

Detailed description of every course

The Association

Founded in 1965, the Italian Sommelier Association was officially recognized by the President of the Italian Republic on April 6, 1973. As of today, the Association consists of 150 branches across the 20 regions of Italy.

THE ITALIAN CHAMBER OF COMMERCE IN JAPAN (ICCJ)

The Italian Chamber of Commerce in Japan (ICCJ) is an association of companies and entrepreneurs established in Tokyo in 1972 to help promote commercial exchanges and relations between Italy and Japan. The Chamber was officially recognized by the Italian Government in 1986. The Chamber organises more than 80 wine-related events a year, cooperates with more than 300 wine industry operators, over 100 wineries and wine associations from each region of Italy.

Becoming an AIS Certified Sommelier

Affiliation to the Certified Sommelier Network gives priority access to members-only events and wine-related events sponsored and organised by The Italian Chamber of Commerce in Japan.

BENEFITS OF THE AIS MEMBERSHIP

- 1 Three-monthly bulletin with the latest information on Italian wines
- 2 «Vitae» comprehensive guidebook to Italian wines
- 3 AIS membership card
- 4 Favourable treatment upon presentation of the membership card at partner facilities, companies, etc.
- 5 AIS badge

**Paying the annual membership fee is deemed necessary in order to claim the AIS Sommelier designation and/or enjoy the membership benefits.*

The history of AIS

July 1965
Establishment

April 1973
Officially recognized by the Italian government
with a Decree of the President of the Italian Republic

2006
Became a founding member of the Worldwide Wine Association (WSA),
established in the same year.

Italian Sommelier Association Headquarters

Viale Monza, 9 - 20125 Milano

President

Antonello Maietta

Vice-president

Roberto Bellini

National Board

Giuseppe Baldassarre

Sandro Camilli

Giorgio Rinaldi

Eddy Furlan

Nicola Bonera

Mauro Carosso

Manuela Cornelli

Francesco Guercilena

Marco Ricciardi

Level-based classes description

The course is divided in 3 levels and covers Italian wines.

LEVEL 1

ACQUIRE THE BASIC KNOWLEDGE OF A SOMMELIER: HOW TO PROPERLY SERVE AND TASTE

- 1 Role and relevance of the Sommelier
- 2 Viticulture
- 3 Winemaking - Wine production
- 4 Winemaking - The components of wine
- 5 Tasting techniques - Visual analysis
- 6 Tasting techniques - Analysis by olfaction
- 7 Tasting techniques - Analysis by taste
- 8 Spumante
- 9 Passito, other dessert wines and fortified wines
- 10 Wine legislation and labeling, production sites of Italy
- 11 Beer and grain distillates
- 12 Other distillates
- 13 Role of the Sommelier
- 14 Visiting a winery
- 15 Complete review and mini-test

LEVEL 2

LEARN ABOUT TASTING, ITALIAN AND WORLDWIDE WINE PRODUCTION SITES

- 1 Tasting techniques
- 2 Valle d'Aosta / Piedmont
- 3 Lombardy / Trentino Alto Adige
- 4 Veneto / Friuli Venezia Giulia
- 5 Tuscany / Liguria
- 6 Emilia Romagna / Marche
- 7 Umbria / Lazio
- 8 Abruzzo / Molise / Campania
- 9 Puglia / Basilicata / Calabria
- 10 Sicily / Sardinia
- 11 Wines of Europe
- 12 French wines-1
- 13 French wines-2
- 14 Wines of the world
- 15 In-depth tasting and evaluation

LEVEL 3

FOOD AND WINE PAIRINGS

- 1 Food and wine analysis
- 2 About food and wine compatibility
- 3 Egg and sauces
- 4 Seasonings, herbs and spices

About classes, exam and certificate

- 5 Grains and by-products
- 6 Seafood
- 7 White and wild meats
- 8 Ham and sausages
- 9 Mushrooms, truffles, vegetables and seeds
- 10 Cheese – 1
- 11 Cheese – 2
- 12 Sweets, gelato and fruits
- 13 Chocolate
- 14 Class with hands-on meals

About the Sommelier Certificate Exam

The AIS Sommelier Certificate Exam will take place upon course completion.

In case of failing the exam:

You will retain your qualification up to level 3 until you retake the exam.

If you fail the next final examination, you can re-take the examination again at subsequent iterations of the course. (Examination fee: EUR 500)

There is no time limit for re-taking the examination, but only members of the Italian Somelier Association will be considered eligible. (Participants will be required to join the Italian Sommelier Association at the time of the course).

About the Sommelier certification

THE AIS CERTIFIED SOMMELIER

Those who pass the examination are designated as Official AIS Certified Sommelier.

The certificate is issued upon completion of the official registration process at the Italian Sommelier Association headquarters.

The whole process will take a minimum of two months.

Courses contents and fees

VENUE

Tokyo, The Italian Chamber of Commerce in Japan (Minato-ku, Mita 4-1-27)

PERIOD

1 week per level. See calendar for details.

The course purpose is to certify individuals as an AIS Certified Sommelier. As per norm, courses are held in Italian with the addition of a Japanese interpreter. At the end of the course the AIS headquarters will hold a final examination. The participants who pass said examination will be awarded the title of AIS Certified Sommelier. Both classes and final examination will take place at The Italian Chamber of Commerce in Japan.

COURSES FEES

Level 1: ¥ 290,000*

Level 2: ¥ 270,000*

Level 3: ¥ 360,000*

**Tax Excluded*

Minimum number of participants: 10

ADMISSION CRITERIA

1. Be able to speak, read and write English or Japanese.
2. At least 20 years old.
3. Participants need certified prerequisite skills before proceeding to successive levels in this programme.

Included in the courses fees

LEVEL 1

- Course fee
- Course material (AIS Level 1 textbook: Japanese edition)
- AIS official tasting glasses
- AIS official glassware bag
- AIS official tasting notes and tasting analysis sheet
- AIS official corkscrew
- Quick-reading thermometer

LEVEL 2

- Course fee
- Course material (AIS Level 2 textbook: Japanese edition)
- AIS official tasting notes and tasting analysis sheet

LEVEL 3

- Course fee
- Course material (AIS Level 3 textbook: Japanese edition)
- Sommelier examination fee
- AIS official tasting notes and tasting analysis sheet

How to apply

Apply through registration link and pay 30% of the course fee by credit card or bank transfer. Once the minimum number of participants will be reached you will be asked to pay the remaining 70%.

In case the minimum number of participants is not met, the course may be cancelled. Nonetheless, when a decision is made, the participants will be notified immediately. In case of cancellation the paid amount will be refunded in full.

For inquiries: events@iccj.or.jp

CANCELLATION FEE

- Up to 60 days prior the course starting date: 50% of the course fee
- From 30 days prior the course starting date: 100% of the course fee

The 30% deposit will not be refunded under any circumstances, unless the course will not take place.

Courses terms and conditions

COURSE CANCELLATION

Please be aware that the organizer may decide to postpone the course.

The deadline for the confirmation of the course is set at one week prior its start. In case of cancellation, course fees will be refunded.

LIABILITY

Please be aware that the organizers will not be held responsible for any loss of personal belongings during the course.

Detailed description of every course

LEVEL 1

Acquire the basic knowledge of a Sommelier: how to properly serve and taste

1. Role and relevance of the Sommelier

- The Italian Sommelier Association courses explained
- The essence of «the Sommelier» and their role in the restaurant industry
- Tastevin, tasting glasses, other Sommelier equipment
- Practical demonstration of a service
- About tasting
- *Practical example:* Introducing 3 wine varieties (Of which 1 is a Metodo Classico spumante)

2. Viticulture

- Grapevines: development and diffusion around the world
- Growth cycle of grapevines from a botanical standpoint
- Cultivation equipment, pruning and harvesting
- Main grape varieties
- Viticulture and wine quality
- *Practical example:* Tasting of three wine varieties (selected by region)

3. Winemaking – Wine production

- Grapevine fruits and juice
- Winemaking system
- *Practical example:* Tasting of 1 white, 1 rosé and 1 red wine

4. Winemaking – The components of wine

- The components of wine and their taste profiles
- Working towards the stabilisation of wine
- About the ageing and tailing of wine
- About changes in quality, faults and diseases
- *Practical example:* Comparing two red wines: a young one and an aged one (same wine, different ages and how it differs)

5. Tasting techniques - Visual analysis

- Wine analysis by appearance
- Necessary conditions for conducting tastings
- The A.I.S tasting way and expressions using specific terminology
- *Practical example:* 1 white wine (effervescent and young), 1 white wine (aged), 1 spumante

6. Tasting techniques - Analysis by olfaction

- Wine analysis by aroma
- Classifications of aromas
- The A.I.S tasting way and expressions using specific terminology
- *Practical example:* 1 aromatic wine, 1 red wine (young), 1 red wine (aged)

Materials

7. Tasting techniques - Analysis by taste

- Wine analysis by taste
- About taste in the mouth, texture, taste and aroma
- The A.I.S tasting way and expressions using specific terminology
- *Practical example:* Mixing water with glycerine, sugar, alcohol, glycerine, citric acid, tartaric acid, salt and tannin. Testing for roundness and hardness in wines.
- Tasting of recommended wines from A.I.S. courses

8. About winemaking - Spumante

- Learn about the features of «Metodo Classico» a famous and fundamental winemaking procedure not only in Italy but also internationally
- Learn about the features of «Metodo Martinotti» («Charmat method»)
- *Practical example:* 1 dry and 1 sweet spumante. 1 made with «Metodo Classico», 1 with the «Charmat method»

9. About winemaking - Passito

- Learn about Passito wine, late harvest wine, noble rot wine, ice wine, fortified wine, mixed wine, etc.
- *Practical example:* 1 Passito wine, 1 noble rot wine or ice wine and 1 liquoroso wine (sweet)

10. Beer and grain distillates

- Beer: production, varieties, classification
- Distillation, grain spirits (vodka, whisky, gin)
- *Practical example:* 1 beer of each type (common, red, trappist, etc.)

11. Other distillates

- Differences in distillation methods, classifications.
- Classification of liqueurs
- *Practical example:* 1 distilled liquor made from grains, 1 made from wine

12. Role of the Sommelier

- Managing the wine cellar of a restaurant
- About the wine list
- About the typical service
- *Practical example:* Three different wine varieties with their own peculiarities

LEVEL 2

Learn about tasting, Italian and worldwide wine production sites

1. Tasting techniques

- Sensory analysis
- Necessary conditions for conducting tastings
- The A.I.S tasting way and expressions using specific terminology
- How to assign scores on a dedicated sheet
- *Practical example:* Describing a wine and assigning a score using a dedicated sheet. 1 aromatic wine, 1 red wine (young, aged)

Materials

2. Valle d'Aosta, Piedmont, Liguria, Lombardy

- Introduction of each region
- Winemaking centres, main varieties and wines
- About regional cuisines
- Practical example: Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed regions

3. Trentino Alto Adige, Veneto / Friuli Venezia Giulia

- Introduction of each region
- Winemaking centres, main varieties and wines
- About regional cuisines
- Practical example: Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed regions

4. Tuscany, Emilia Romagna, Marche

- Introduction of each region
- Winemaking centres, main varieties and wines
- About regional cuisines
- Practical example: Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed regions

5. Umbria, Lazio, Abruzzo, Molise / Campania / Puglia

- Introduction of each region
- Winemaking centres, main varieties and wines
- About regional cuisines
- Practical example: Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed regions

6. Basilicata, Calabria, Sicily, Sardinia

- Introduction of each region
- Winemaking centres, main varieties and wines
- About regional cuisines
- Practical example: Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed regions

7. French wines - 1

- Main varieties and wines in France
- French wine legislation
- Bordeaux, Languedoc, etc.
- *Practical example:* Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed areas

8. French wines - 2

- Main winemaking areas and wines in France
- Burgundy, Champagne, etc.
- *Practical example:* Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed areas

Materials

9. Wines of Europe

- Popular varieties and wines in Europe
- Most important varieties and production regions
- Wine regulations in European countries
- *Practical example:* Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed areas

10. Wines of the world - 1

- Popular varieties and wines worldwide
- About the main winemaking regions of North and South America (California, Chile, etc.) and their wines
- *Practical example:* Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed areas

11. Wines of the world - 2

- Popular varieties and wines worldwide
- About the main winemaking regions of South Africa, Australia and New Zealand
- *Practical example:* Describing wines and assigning scores on a dedicated sheet. 4 wines from the discussed areas

12. In-depth tasting, evaluation and mini-test

- Describing and assigning a score to wines on a specific sheet
- Tasting technique strengthening
- *Practical example:* Using a dedicated sheet to describe and score 3 high quality wines

LEVEL 3

Food and wine pairings

(The ingredients for the practical training are subject to change. The listed ones are just examples.)

1. Food and wine analysis

- Basic components of foods, their characteristics and properties
- Cooking and preservation methods: analysis of various foods
- The A.I.S tasting way and expressions using specific terminology
- *Practical example:* Distinguish each food taste (grissini, bread and olive oil, cubes of mortadella, speck, genovese pesto sauce)

2. Food and wine compatibility

- Variations in food and wine pairings
- Analysis and evaluation of food characteristics
- Evaluation of food and wine compatibility using the A.I.S. dedicated sheet
- *Practical example:* Pairing of a white wine (aged) and a red wine (young) with butter and olive oil on bread, pecorino cheese

3. Egg and sauces, seasonings, herbs and spices

- Egg: components, analysis of its peculiarities, evaluating freshness, cooking methods

Materials

- Butter and other fatty condiments
- Sauces: types, formulae and peculiarities, food and wine pairings
- Olive oil and salad oil: peculiarities and classification based on taste
- Wine and balsamic vinegars
- Using herbs and spices when cooking
- *Practical example:* Compatibility analysis of 2 extra-virgin oil varieties, fried eggs with herbs, grana cheese with balsamic sauce with 1 red (young) and 1 white (aged) wine. Compatibility analysis of a simple boiled egg, boiled egg with mayonnaise, boiled egg with green sauce/tomato sauce with 1 red (young) and 1 white (aged) wine

4. Grains and by-products

- Wheat and its by-products: flour, bread, pasta
- Rice and other cereals, corn, polenta
- *Practical example:* Compatibility analysis of rice salad, oven-baked pasta (e.g. lasagna) with 1 red wine (slightly effervescent) and 1 white wine (young)

5. White and wild meats, ham and sausages

- Meats: composition, classification and analysis
- Ham and sausages: composition, classification and analysis of peculiarities
- *Practical example:* Compatibility analysis of beef stew with white (young) and red (aged) wine / Compatibility analysis ham, speck, spicy salami with spumante (Charmat method) and red wine (slightly effervescent)

6. Seafood

- Fish, crustaceans, octopus, squid, shellfish: classification and peculiarities, freshness assessment, cooking methods
- *Practical example:* Compatibility analysis of seafood salad (octopus and potatoes) and salmon canapé with spumante (Charmat method) and white wine (aged)

7. Mushrooms, truffles, vegetables and seeds

- Mushrooms: analysis of varieties, composition and peculiarities
- Truffles: analysis of varieties, composition and peculiarities
- *Practical example:* Compatibility analysis of a fresh mushroom salad with extra-virgin oil, trifolati mushrooms and grilled vegetables with white (aromatic and aged) and red wine (young)

8. Cheese

- Composition during production and conditions during preservation
- Cheese: analysis of production methods, varieties, composition and peculiarities
- Special classification
- Cheese compatibility and how to serve it
- *Practical example:* Compatibility analysis of buffalo mozzarella cheese and washed-rind cheese with white (aromatic and aged) and red wine (young) / Compatibility analysis of Parmigiano Reggiano, Gorgonzola cheese with red (aged) and liquoroso wine

9. Sweets, gelato and fruits, chocolate

- Main baked products
- Baked and fresh confectionery

Materials

- Fruit-based gelato and desserts
- Cocoa and its confectionery
- Chocolate production, properties and classification
- *Practical example:* Compatibility analysis of tarts (jam, nut jam, dried fruits), chocolate desserts and two kinds of chocolate with sweet wine (aromatic) and passito

10. Class with hands-on meals

- Final review of food and wine compatibility theory

11. Written exam

12. Oral exam

For inquiries



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