

VINIMOB Occupational standard

Methodology

This occupational standard follows the ECVET system. It consists of:

Units of learning outcomes (ULO)

Main activities - that is to say the combination of several interrelated professional activities

Skills - Proven ability to employ knowledge and personal social or methodological means under working or studying conditions for personal and professional development. CEC refers to a level of responsibility and independence.

Knowledge - Assimilation of theoretical and factual knowledge through education and training, to include the facts, principles and practical knowledge within a particular field of work or study.

UAA1 Wine production

U1.A1. Reception and delivery of grapes

Skills	Knowledge
<ul style="list-style-type: none"> U1.A1.C1. Clean the reception area according to the required sanitary norms and regulations 	<ul style="list-style-type: none"> U1. A1. K1 Main characteristics of a well sanitised and prepared reception area
<ul style="list-style-type: none"> U1.A1.C2. Check the used equipment is sanitised and in good operating condition, and sanitise it if necessary. 	<ul style="list-style-type: none"> U1. A1. K1 Cleaning and disinfection procedures for the equipment. U1. A1. K2. Operational modality of equipment U1. A1. K3. Characteristics of equipment in good working order and anomaly detection.
<ul style="list-style-type: none"> U1.A1.C3. Depending on the delivery process, check grape conformity and quality and refer in case of anomaly. Select and dispatch grapes according to instructions received 	<ul style="list-style-type: none"> U1. A1. K1. Visual check of unhealthy and unripe grapes
<ul style="list-style-type: none"> U1.A1.C4. Technically implement the grape delivery system to the press, tanks or barrels, according to given instructions. 	<ul style="list-style-type: none"> U1. A1. K1 Preparation of grapes for pressing. U1. A1. K2. Different grape transport systems U1. A1. K3. Use of oenological products during pressing
<ul style="list-style-type: none"> U1. A1. C5. Technically implement pressing according to the type of vinification. 	<ul style="list-style-type: none"> U1. A1. K1 Grape pressing procedures U1. A1. K2. Monitoring of different must fractions before and during pressing

U1.A2. Vinifications

Skills	Knowledge
<ul style="list-style-type: none"> U1. A2. C1. Implement the vinification monitoring technically through collecting, (tracking) identifying and delivering wine samples according to given instructions 	<ul style="list-style-type: none"> U1. A2. K1 Sample collection technique. Basic characteristics of the requested analyses according to the instructions.
<ul style="list-style-type: none"> U1.A2.C2. Fill the tanks with the appropriate amount of must and red grape berries. 	<ul style="list-style-type: none"> U1. A2. K1 Dynamic or static racking method of must before fermentation U1. A2. K2. Filling method of tanks according to the kind of wine and the available amount of must and red grape berries.
<ul style="list-style-type: none"> U1.A2.C3. In order to achieve optimal fermentations, prepare and incorporate the required oenological products (yeasts, enzymes, clarification agents, adjuvants...) according to instructions 	<ul style="list-style-type: none"> U1. A2. K1 Fermentation processes U1. A2. K2. Procedures of fermentation preparation and optimization
<ul style="list-style-type: none"> U1.A2.C4. Monitor fermentations by carrying out the necessary controls, measurements and adjustments (temperatures, wine structure, sampling, etc.). 	<ul style="list-style-type: none"> U1. A2. K1. Typology of fermentations U1. A2. K2. Parameters of alcoholic and malolactic fermentations U1. A2. K3. Appropriate fermentation procedures.
<ul style="list-style-type: none"> U1. A2. C5. For red grape maceration , carry out manual or mechanical operations: punching down, "delestage", pumping over... 	<ul style="list-style-type: none"> U1. A2. K1. Structure of red wines U1. A2. K2. Maceration systems and technical applications.
<ul style="list-style-type: none"> U1. A2. C6. Finalise the alcoholic or malolactic fermentation processes, where appropriate, by racking and transferring the pomace from the red wine to the press, under optimum conditions to protect the wine. 	<ul style="list-style-type: none"> U1. A2. K1. Wine protection and storage U1. A2. K2. Appropriate ways to draw off and transfer the wine safely.

U1. A3. Wine ageing

Skills	Knowledge
<ul style="list-style-type: none"> U1. A3. C1. Ensure wine stabilization, if required. 	<ul style="list-style-type: none"> U1. A3. K1. Wine stabilization methods
<ul style="list-style-type: none"> U1. A3. C2. Ensure topping up and wine sampling. 	<ul style="list-style-type: none"> U1. A3. K1. Verification procedures of containers level. U1. A3. K2. Topping up methods
<ul style="list-style-type: none"> U1. A3. C3. Carry out racking and "cliquage"/oxygenation operations 	<ul style="list-style-type: none"> U1.A3. K1. Lees removal methods. U1. A3. K2. Wine oxygenation methods

U1.A4. Sanitary activities

Skills	Knowledge
<ul style="list-style-type: none"> • U1.A4.C1. Apply required personal sanitary and disinfection procedures. 	<ul style="list-style-type: none"> • U1. A4. K1 Personal hygiene protocols related to the wine environment.
<ul style="list-style-type: none"> • U1.A4.C2. Sanitize the work area. 	<ul style="list-style-type: none"> • U1. A4. K1. Cellar hygiene protocols • U1. A4. K2 Operating instructions for sanitizing tools and equipment
<ul style="list-style-type: none"> • U1.A4.C3. Sanitize (machinery plant) wine making supplies and cellar equipment 	<ul style="list-style-type: none"> • U1. A4. K1. Operating instructions for sanitizing specific machinery, equipment and tools.

U1.A5. Safety and security rules

Skills	Knowledge
<ul style="list-style-type: none"> • U1.A5.C1. Apply safety procedures related to work in confined space. 	<ul style="list-style-type: none"> • U1. A5. K1 Common risks related to work in winery confined spaces.
<ul style="list-style-type: none"> • U1.A5.C2. Wear appropriate personal protective equipment (PPE) required by applicable regional regulations 	<ul style="list-style-type: none"> • U1. A5. K1 Elements of regulations concerning safety at work in a winery. • U1.A5. K2 Terms and conditions for the regulatory use of personal protective equipment.
<ul style="list-style-type: none"> • U1.A5.C3. Check the correct functioning of the cellar equipments and report any anomalies. 	<ul style="list-style-type: none"> • U1. A5. K1. Anomalies and malfunctions identification. • U1. A5. K2. Reporting procedures.
<ul style="list-style-type: none"> • U1.A5.C4. Apply safety rules cellar especially when handling electric or rotary equipments and chemical products. 	<ul style="list-style-type: none"> • U1. A5. K1 Risks related to electric equipments. • U1. A5. K2 Risks related to rotary equipments. • U1. A5. K3 Risks related to chemical products. • U1. A5. K4 Other risks... • U1. A5. K5. Emergency procedures.

UAA2 Wine packaging

U2.A1. Bottling process

Skills	Knowledge
<ul style="list-style-type: none"> U2. A1. C1. Take part in the implementation of the wine, bottles (or bags) and stoppers ("bidules", caps, corks...) supply line. 	<ul style="list-style-type: none"> U2. A1. K1. Pipe connection and opening of the wine vat. U2. A1. K2. Pump operation and pumping management from the tank to the filling line. U2. A1. K3. Manual, semi-automatic and automatic supply methods (correct work posture, containers grip and keeping the line cadence).
<ul style="list-style-type: none"> U2.A1.C2. Take part in the setting required by the different features of the containers (bottles, "Bag-in-Box"...), and in the control of the operation, under supervision. 	<ul style="list-style-type: none"> U2. A1. K1. Quality standards and requirements relevant to different types of filling. U2. A1. K2. Failure and malfunction detection.
<ul style="list-style-type: none"> U2.A1.C3. Collect containers and pack them up into storage boxes. 	<ul style="list-style-type: none"> U2. A1. K1. Handling methods (correct posture, containers grip and keeping the line cadence). U2. A1. K2. Correct arrangement of containers for storage.

U2.A2. Bottle labelling

Skills	Knowledge
<ul style="list-style-type: none"> U2.A2.C1. Take part in the setting required by the different features of the containers (bottles, "Bag-in-Box"...), and in the preliminary control, under supervision. 	<ul style="list-style-type: none"> U2. A2. K1 Technical characteristics of labelling machines (manual, semi-automatic and automatic). U2. A2. K2. Operating methods and basic setting according to the characteristics of the main types of containers in use.
<ul style="list-style-type: none"> U2.A2.C2. Supply filled bottles on the line while checking their conformity (filling level, format, integrity, cleanness...). 	<ul style="list-style-type: none"> U2. A2. K1. Quality standards and criteria related to the main types of containers in use. U2. A2. K2. Identification of malfunction and filling or stopping flaws.
<ul style="list-style-type: none"> U2.A2.C3. Check suitable positioning of the label/back label and capusle. 	<ul style="list-style-type: none"> U2. A2. K1. Quality standards and criteria related to the decor of the containers. U2. A2. K2. Detection and report of decor flaws

U2.A3. Packing and storage

Skills	Knowledge
<ul style="list-style-type: none"> • U2.A3.C1. Format the appropriate packing and its cushioning system and other specificities. 	<ul style="list-style-type: none"> • U2. A3. K1. Identification of different packing formats • U2. A3. K2. Folding and assembly techniques and specificities of cushioning systems.
<ul style="list-style-type: none"> • U2.A3.C2. Encase the bottles after the labeling process and seal the box. 	<ul style="list-style-type: none"> • U2. A3. K1 Good positioning of the bottles related to the packing and cushioning system. • U2. A3. K2. Appropriate closing and sealing box methods. • U2. A3. K3. Verification of the good holding of the cardboard and of a possible defect.
<ul style="list-style-type: none"> • U2.A3.C3. Distribute the boxes in the appropriate storage areas according to the product. 	<ul style="list-style-type: none"> • U2. A3. K1. Identification of the different storage areas
<ul style="list-style-type: none"> • U2.A3.C4. Palletising boxes according to the pallet format and the customer's requirements 	<ul style="list-style-type: none"> • U2. A3. K1. Different types of pallets • U2. A3. K2. Compliance with the palletization plan according to the type of pallet and the customer's requirements.
<ul style="list-style-type: none"> • U2.A3.C5. Properly film and label the pallet to ensure safe and correct transport 	<ul style="list-style-type: none"> • U2. A3. K1. Filming and labeling techniques according to standards or customer/carrier requirements or use of the banding machine • U2. A3. K2. Defects identification according to standards

U2.A4. Safety and security rules

Skills	Knowledge
<ul style="list-style-type: none"> • U2.A4.C1. Wear appropriate personal protective equipment (PPE) required by applicable regional regulations 	<ul style="list-style-type: none"> • U2. A4. K1 Elements of regulations concerning safety at work in a conditioning and storage areas. • U2.A4. K2 Terms and conditions for the regulatory use of personal protective equipment.
<ul style="list-style-type: none"> • U2.A4.C2. Check the correct functioning of the equipments and report any anomalies. 	<ul style="list-style-type: none"> • U2. A4. K1. Anomalies and malfunctions identification. • U2. A4. K2. Reporting procedures.
<ul style="list-style-type: none"> • U2.A4.C3. Apply safety rules in conditioning and storage areas especially when handling electric or rotary equipments and heavy objects. 	<ul style="list-style-type: none"> • U2. A4. K1 Risks related to electric equipments. • U2. A4. K2 Risks related to rotary equipments. • U2. A4. K3 Risks related to heavy objects • U2. A4. K4 Other risks... • U2. A4. K5. Emergency procedures.

UAA3. ULO3. Wine marketing

U3.A1. Reception of customers

Skills	Knowledge
<ul style="list-style-type: none"> U3.A1.C1. Ensure Cellar Door Sales premises are kept clean, tidy and ready for service at all times. 	<ul style="list-style-type: none"> U3. A1. K1. Hygiene, cleanliness and merchandising rules.
<ul style="list-style-type: none"> U3.A1.C2. Meet and greet customers in a friendly/ professional manner. 	<ul style="list-style-type: none"> U3. A1. K1. Customer service policies and procedures U3. A1. K2. Customer service standards requested in a wine farm.
<ul style="list-style-type: none"> U3.A1.C3. Communicate with customers in a professional, effective, and courteous manner according to the company policy. 	<ul style="list-style-type: none"> U3. A1. K1. Customer service policies and procedures U3. A1. K2. Customer service standards requested in a wine farm.

U3.A2. Presentation of the wine farm and its production

Skills	Knowledge
<ul style="list-style-type: none"> U3.A2.C1. Describe the major features of the vineyard, the specificities of the company and the main lines of their respective history. 	<ul style="list-style-type: none"> U3. A2. K1. Regional and local history of the vineyard. U3. A2. K2. Enterprise features.
<ul style="list-style-type: none"> U3.A2.C2. Briefly present the range of wines produced and their specificities. 	<ul style="list-style-type: none"> U3. A2. K1 Features of the range of wines.
<ul style="list-style-type: none"> U3.A2.C3. Describe in a generic way the methods and techniques of wine production (from the grape to the bottle). 	<ul style="list-style-type: none"> U3. A2. K1. Wine making processes and techniques.

U3.A3. Service (preparation of wine tasting + serving wine)

Skills	Knowledge
<ul style="list-style-type: none"> U3.A3.C1. Prepare the area and equipment required for the wine tasting. 	<ul style="list-style-type: none"> U3. A3. K1. Mise en place du matériel nécessaire à la dégustation et procédures d'utilisation. U3. A3. K1. Preparation requirements and procedures for the use of the tasting equipment.
<ul style="list-style-type: none"> U3.A3.C2. Ensure the bottles are correctly opened and the wine is checked. 	<ul style="list-style-type: none"> U3. A3. K1. Bottles handling procedures and techniques. U3. A3. K2. Procedures to maintain wine quality between tastings.
<ul style="list-style-type: none"> U3.A3.C3. Pour tasting samples cleanly and in appropriate quantities 	<ul style="list-style-type: none"> U3. A3. K1. Bottles handling procedures and techniques.

U3.A4. Wine description

Skills	Knowledge
<ul style="list-style-type: none"> • U3.A4.C1. Describe main characteristics of wine styles and varieties. 	<ul style="list-style-type: none"> • U3. A4. K1. Key wine features: varietal wines, ageing, conservation...
<ul style="list-style-type: none"> • U3.A4.C2. Identify the key taste sensations of wine using sight, smell and taste. 	<ul style="list-style-type: none"> • U3. A4. K1 Main wine sensory evaluation techniques and procedures.
<ul style="list-style-type: none"> • U3.A4.C3. Suggest food and wine pairing. 	<ul style="list-style-type: none"> • U3. A4. K1 Basic principles of optimal food and wine pairing

U3.A5. Cellar door sales or distance wine sales

Skills	Knowledge
<ul style="list-style-type: none"> • U3.A5.C1. Inform guests about the products, their prices and promotional offers on different supports. 	<ul style="list-style-type: none"> • U3. A5. K2. Basic wine selling techniques on different supports (flyer, social media...).
<ul style="list-style-type: none"> • U3.A5.C2. Collect payments manually or automatically under supervision if necessary. 	<ul style="list-style-type: none"> • U3. A5. K1. Payment basic rules (cash and card) and related documents (receipt, delivery note...).
<ul style="list-style-type: none"> • U3. A5. C3. Prepare the customer order according to the delivery note and make it available. 	<ul style="list-style-type: none"> • U3. A6. K1. Order processing according to customer needs and requirements. • U3. A6. K2. Main procedures for the withdrawal and delivery of the goods.