



FINE VINTAGE LTD
BY JAMES CLUER MW

WSET Level 4 Diploma in Wines

Unit D2 (Wine Business)



WSET
APPROVED
PROGRAMME PROVIDER

Session 1: 3-hour Zoom Session

Introduction to Unit D2
Factors that Contribute to the Price of Wine

Session 2: 3-hour Zoom Session

Businesses Engaged in Wine Production

Session 3: 3-hour Zoom Session

Considerations in Wine Marketing

Session 4: In-person Session:

Unit D2 Exam (60 minutes)

Study Guide

If you have already taken the Unit D1 you will already have access to the Unit D2 Study Guide. Access to the D2 Study Guide is valid for 3 years from the time of registering for Unit D1.

LEARNING OUTCOMES

- Explain how supply and demand, costing considerations, and legislation contribute to the price of wine.
- Evaluate the different businesses engaged in wine production and the options for getting the wine to the point of sale.
- Explain key considerations in wine marketing.

Exam

The Unit D2 exam is based on the information contained within the Study Guide

Unit D2 (60 minutes):

3 – 5 short answer paragraph theory questions
A grade of 55% is required to pass this exam

The exams are then couriered to WSET head office for marking. Results are released approximately 10 – 12 weeks after the exam.