

# Postgraduate Diploma Winemaking





## Postgraduate Diploma Winemaking

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Technological University
- » Dedication: 16h week
- » Schedule: at your own pace
- » Tests: online
- » Target Group: University graduates who have previously completed any of the qualifications in the field of Social, Administrative and Business Sciences.

Website: [www.techtute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-winemaking](http://www.techtute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-winemaking)

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# 01 Welcome

Organic viticulture, the search for new grape varieties, rosé wines with a complex profile and the consolidation of wine tourism mark the future of the tourism and wine sector. In this context, it is essential for tourism professionals to learn the most profound concepts about the elaboration of the best white, red, liqueur or sparkling wines. This degree provides the most exquisite knowledge about winemaking, the main production areas, tasting and staging to the consumer. A program in 100% online format, taught by real experts winemakers, which will lead students to prosper in this industry, promoting innovative projects.



Postgraduate Diploma in Winemaking  
TECH Technological University



“

*This Postgraduate Diploma will make you one of the best specialists in the production of the finest wines”*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## At TECH Technological University



### Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**+100000**

executives prepared each year

**+200**

different nationalities



### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

**+500**

collaborative agreements with leading companies



### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.





TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### Learn with the best

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In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*



### Analysis

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TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### Academic Excellence

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TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



### Economy of Scale

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TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

**01**

### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of students achieve positive career development in less than 2 years.*

**02**

### Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

**04**

### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

*20% of our students develop their own business idea.*

07

### Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

*We give you the opportunity to study with a team of world-renowned teachers.*

# 04 Objectives

This Postgraduate Diploma has been planned to provide in only 6 months the most advanced and rigorous knowledge on Winemaking. An intensive and at the same time fruitful learning for professional progression in the world of wine tourism. The innovative didactic material offered by TECH, as well as the teaching team that integrates it, will be responsible for the success that the students will achieve with this program.



“

*Delve into the multiple varieties of existing sparkling wines and the current regulations that regulate them worldwide”*

**TECH makes the goals of their students their own goals too  
Working together to achieve them**

The **Postgraduate Diploma in Winemaking** will enable the students to:

01

Delve into the differentiating characteristics of white wine vinification processes

04

Emphasize the importance of vineyard care for winemaking

02

Develop the winemaking knowledge that will allow the best decisions to be made at the different stages of the chosen white wine

03

Respectfully transfer the expression of a variety or terroir to the wine

05

Determine the processes for cleaning white wines





06

Establish the new trends in white winemaking

08

Be able to design conceptually, technically and sensorially the elaboration of sparkling wines from varietal selection to final bottling



09

Differentiate varieties with potential for the production of sparkling wines

07

Expand knowledge about the peculiarity of the different red grape varieties

10

Evaluate the qualitative impact of the vineyard on the wine

11

Examine the diversity of techniques and the resulting wine types

12

Develop the technical knowledge in winemaking that will allow the best decisions to be made at the different stages of sparkling wine production

13

Value the maximum qualitative possibilities of the different techniques

14

Know the technological processes



15

Discover the new trends in sparkling wines

16

Broaden knowledge of the category of specialty wines

18

Present each of the different wines and their area of origin

19

Encourage the student's interest in identifying each different wine

17

Determine each type and the classification of the wines that compose it

20

Demonstrate that a deep knowledge of, in this case, special wines, leads us to establish a cultural and patrimonial link



05

# Structure and Content

This university program provides graduates with the most advanced and up-to-date knowledge on winemaking. To promote this intensive knowledge, this academic institution provides innovative multimedia resources that will allow you to make a much more dynamic academic journey on the production of white, rosé, red, sparkling and sweet wines. A set of subjects taught by the best specialists in enology today.



“

*In only 6 months you will enter the exciting world of microbial ecology during the winemaking process”*

## Syllabus

The syllabus of this Postgraduate Diploma is structured in such a way that the professionals will be able to acquire an intensive learning of each and every one of the existing types of wines and their elaboration.

An extensive knowledge that has been developed by a team of specialists in the field of Enology and Winemaking. Undoubtedly, a unique opportunity to enter a booming sector through a content that will delve into the main grape varieties, ripening methods, harvesting and final presentation to the consumer.

A whole academic journey of 6 months duration, where students will have video summaries of each topic, videos in detail, specialized readings and case studies that can be accessed at any time of the day, from an electronic device with an Internet connection.

In addition, thanks to the Relearning method, based on the reiteration of content, the professionals will be able to reduce the long hours of study and consolidate the new concepts acquired.

A unique opportunity to climb professionally in the field of wine tourism through a flexible Postgraduate Diploma. And the fact is that, without attendance or classes with fixed schedules, students will be able to take this first level program without neglecting other areas of their daily lives. Undoubtedly, an unrepeatable opportunity to progress with an unequalled academic option in the current panorama and with the best experts in the wine sector.

This Postgraduate Diploma takes place over 6 months and is divided into 4 modules:

### Module 1

Vinification of White and Rosé Wines

### Module 2

Vinification of Red Wines

### Module 3

Vinification of Sparkling Wines

### Module 4

Vinification of Liqueur Wines, Natural Sweet Wines, Noble Rot Wines and Veil Wines



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Winemaking completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

*A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.*

**Module 1. Vinification of White and Rosé Wines**

**1.1. White Grape Varieties and Wine Styles**

- 1.1.1. Main Varieties in the Iberian Peninsula
- 1.1.2. Main Varieties in France
- 1.1.3. Main Varieties in Italy
- 1.1.4. Main Varieties in South America
- 1.1.5. Main Varieties in North America
- 1.1.6. Main Varieties in South Africa
- 1.1.7. Main Varieties in Australia and New Zealand
- 1.1.8. Introduction to the Main Processing Styles

**1.2. White Grape Ripening Parameters**

- 1.2.1. Ripeness Indexes
- 1.2.2. Ripeness and Ideal Time of Harvest
- 1.2.3. Quality Criteria for Reception of White Grapes

**1.3. Reception of White Grapes**

- 1.3.1. Harvest and Reception in the Winery
- 1.3.2. Destemming and Crushing
- 1.3.3. Maceration and Pressing

**1.4. Prefermentation Processes**

- 1.4.1. Protection of Must Against Oxidation
- 1.4.2. Must Racking and Clarification
- 1.4.3. Must Corrections

**1.5. Alcoholic Fermentation of White Wines**

- 1.5.1. Vatting and Types of Tanks and Vessels for Fermentation
- 1.5.2. Inoculation of Wine Yeasts, Vat Feet and Spontaneous Fermentations
- 1.5.3. Nitrogen Feeding and Must Aeration

**1.6. Temperature Control**

- 1.6.1. Control of Fermentation Temperature
- 1.6.2. Control and Analytical Monitoring of Alcoholic Fermentation
- 1.6.3. Control and Monitoring of the End of Alcoholic Fermentation

**1.7. Other Fermentations and Aging of White Wines**

- 1.7.1. Malolactic Fermentation
- 1.7.2. Aging on Lees
- 1.7.3. Fermentation and/or Barrel Aging

**1.8. Processes of Clarification, Stabilization and Filtration of White Wines**

- 1.8.1. Clarification Processes
- 1.8.2. Stabilization Processes
- 1.8.3. Filtration Processes

**1.9. Bottling**

- 1.9.1. Control of Pre-Bottling Analytical Parameters
- 1.9.2. Control of Parameters During Bottling of White Wine
- 1.9.3. Cork Stoppers and Alternative Closures for White Wine

**1.10. Special Fermentations**

- 1.10.1. Ice Wines
- 1.10.2. Fermentation with Skins
- 1.10.3. Orange Wines



**Module 2. Vinification of Red Wines****2.1. Red Grape Varieties**

- 2.1.1. Main Varieties in the Iberian Peninsula
- 2.1.2. Main Varieties in France
- 2.1.3. Main Varieties in Italy
- 2.1.4. Main Varieties in South America
- 2.1.5. Main Varieties in North America
- 2.1.6. Main Varieties in South Africa
- 2.1.7. Main Varieties in Australia and New Zealand

**2.2. Red Grape Ripening Parameters**

- 2.2.1. Ripeness Indexes
- 2.2.2. The Time of Harvest
- 2.2.3. Controls on Entry into the Winery

**2.3. Reception of Red Grapes**

- 2.3.1. Reception at the Winery
- 2.3.2. Destemming and Crushing
- 2.3.3. The Casing Processes
- 2.3.4. Types of Tanks for the Fermentation of Red Wines

**2.4. Alcoholic Fermentation of Red Wines**

- 2.4.1. Pumping-Over and Maceration Processes
- 2.4.2. Analytical Controls During Alcoholic Fermentation
- 2.4.3. Fermentative Thermodynamic Controls
- 2.4.4. Inoculation of Wine Yeasts
- 2.4.5. Fermentation Kinetics

**2.5. End of Alcoholic Fermentation**

- 2.5.1. The Discovery Processes
- 2.5.2. The Pressing Process
- 2.5.3. Treatment of Red Wines after Alcoholic Fermentation

**2.6. Malolactic Fermentation**

- 2.6.1. Chemical Transformations of Wine
- 2.6.2. Thermodynamic Processes of MLF
- 2.6.3. Lactic Bacteria and Inoculation
- 2.6.4. Co-Inoculation of Bacteria Prior to Alcoholic Fermentation
- 2.6.5. Analytical Controls during MLF

**2.7. The Aging of Red Wines**

- 2.7.1. Preparation before Barrel Aging
- 2.7.2. Legal Aspects of Red Wine Aging
- 2.7.3. Analytical Controls During Aging

**2.8. Bottling of Red Wines**

- 2.8.1. Clarification Processes
- 2.8.2. Filtration Processes
- 2.8.3. Filtering Processes
- 2.8.4. Control of Pre-Bottling Analytical Parameters

**2.9. Bottle Aging Processes**

- 2.9.1. The Importance of the Cork Stopper
- 2.9.2. Analytical Controls During Bottle Aging
- 2.9.3. Legal Aspects of Bottle Aging
- 2.9.4. Other Types of Bottle Sealing for Aging of Red Wines

**2.10. Special Fermentations**

- 2.10.1. Carbonic Maceration
- 2.10.2. Elaborations with Stalks
- 2.10.3. Sulfite-Free Processes
- 2.10.4. Special Packaging
- 2.10.5. Earthenware Jars
- 2.10.6. Wooden Tanks
- 2.10.7. Granite Deposits
- 2.10.8. Technical Concrete Tanks

**Module 3. Vinification of Sparkling Wines**

**3.1. Sparkling Wines: Definition, Types and Regulations**

- 3.1.1. Sparkling Wines
- 3.1.2. Types of Sparkling Wines
- 3.1.3. OIV Regulation, European Regulation, Other Regulations

**3.2. Varieties, Ripening and the Grape Harvest**

- 3.2.1. International Varieties
- 3.2.2. Types of Sparkling Wines and their Varieties
- 3.2.3. Ripening Controls and Analytical Parameters
- 3.2.4. Harvesting

**3.3. Reception, Pressing, and Preparation of the Base Wine**

- 3.3.1. Reception and Pressing
- 3.3.2. The Quality of the Must and Its Clarification
- 3.3.3. Vinification of the Base Wine
- 3.3.4. Preparation of the Base Wine

**3.4. Production Methods and Bubbles**

- 3.4.1. Production Methods
- 3.4.2. Dry Inputs
- 3.4.3. Physical, Rheological and Dynamic Principles
- 3.4.4. Bubbles in the Glass

**3.5. Traditional Method**

- 3.5.1. The Foot of the Vat
- 3.5.2. The Tirage
- 3.5.3. Aging
- 3.5.4. The Expedition

**3.6. Charmat, Big Bass or Autoclave Method**

- 3.6.1. Types of Wines and Qualities
- 3.6.2. The Base Wine
- 3.6.3. The Foot of the Vat and the Tirage
- 3.6.4. Clarification, Stabilization, Shipment and Bottling

**3.7. Ancestral Fermentations**

- 3.7.1. Fermentation of the Base Wine and Its Preparation
- 3.7.2. The Second Fermentation
- 3.7.3. The Expedition

**3.8. Wine Gasification**

- 3.8.1. The Base Wine
- 3.8.2. Carbonation
- 3.8.3. Operation of Gasification Machines

**3.9. World Production Zones. Production Methods**

- 3.9.1. France The Origin Champagne, Cremant, Petillant
- 3.9.2. Italy. The Masters of the Autoclave Method Prosecco, Asti, Fraciacorta
- 3.9.3. Spain. The Traditional Method in the Mediterranean Climate Cava
- 3.9.4. Rest of the World Variety and Innovation

**3.10. Expedition and Tasting**

- 3.10.1. The Last Touch: Importance of the Shipping Liquid
- 3.10.2. The Basics and Vocabulary of Tasting
- 3.10.3. The Staging with the Consumer

**Module 4.** Vinification of Liqueur Wines, Natural Sweet Wines, Noble Rot Wines and Veil Wines**4.1. Liqueur Wines: Classification, Varieties and Production Areas**

- 4.1.1. Fortified Wines, Liqueur Wines and Naturally Sweet Wines
- 4.1.2. Wine-Growing Areas of Spain
- 4.1.3. Winegrowing Areas of Portugal and Madeira
- 4.1.4. Other Areas of the World

**4.2. Vinification of Liqueur Wines: Fortified Wines. Grape Ripening Parameters**

- 4.2.1. Climate and the Biological Cycle of the Vine. Ripeness Indexes
- 4.2.2. The Time of Harvest Acquired Alcoholic Strength
- 4.2.3. Controls on Entry into the Winery

**4.3. Vinification of Liqueur Wines: Fortified Wines. Production Processes: The Fortified Wine**

- 4.3.1. Fermentation Kinetics Young Wine Production
- 4.3.2. Must Classification Heading Methodology
- 4.3.3. Types of Alcohols for the Header
- 4.3.4. Legal Aspects

**4.4. Vinification of Liqueur Wines: Liqueur Wines. Winemaking Processes: Aging**

- 4.4.1. Oxidative Aging
- 4.4.2. Biological Breeding
- 4.4.3. Types of Wines: Fino, Manzanilla, Amontillado, Palo Cortado, Oloroso
- 4.4.4. Liqueur Wines

**4.5. Veiled Wines: Varieties and Production Areas**

- 4.5.1. Domination of Origin MONTILLA- MORILES
- 4.5.2. Domination of Origin JEREZ
- 4.5.3. Domination of Origin RUEDA
- 4.5.4. Domination of Origin CONDADO DE HUELVA
- 4.5.5. Other Areas for Aging Wines under Veil

**4.6. Natural Sweet Wines: Varieties and Production Areas**

- 4.6.1. Spain
- 4.6.2. Germany
- 4.6.3. France
- 4.6.4. Hungary
- 4.6.5. Other Countries

**4.7. Natural Sweet Wines: Grape Ripeness Parameters**

- 4.7.1. Ripeness Indexes
- 4.7.2. The Time of Harvest
- 4.7.3. Drying the Grapes Sunning, Raisined

**4.8. Natural Sweet Wines: Production Processes**

- 4.8.1. Fermentation Kinetics
- 4.8.2. Heading Methodology
- 4.8.3. Types of Alcohols for the Header

**4.9. Other Sweet Wines: Naturally Sweet Wines. Noble Rot**

- 4.9.1. Noble Rot
- 4.9.2. Sauternes
- 4.9.3. Tokaji
- 4.9.4. Other Naturally Sweet wines

**4.10. Other Sweet Wines: Naturally Sweet Wines: Late Harvest Wines**

- 4.10.1. Picolit, Pacherenc-du-Vic-Bilh, Jurançon, Priorat Sweet Rancios, Fondillón, Malvasía de La Palma and Lanzarote
- 4.10.2. Muscatel (Navarra, Alicante), Malvasia, Riesling, Gewürztraminer, etc.
- 4.10.3. Ice Wines: Canada, Austria and Germany

# 06

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

## A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

**“** *You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.





In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

# Our Students' Profiles

The program is aimed at University Graduates, Postgraduates and Degree holders who have previously completed any of the following degrees in the field of Social Sciences, Administrative and Economic Sciences.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

Likewise, those professionals with proven experience in the Enology sector will be able to take this Postgraduate Diploma.





“

*Increase your professional possibilities  
with a program that opens the doors  
to the wine tourism sector”*

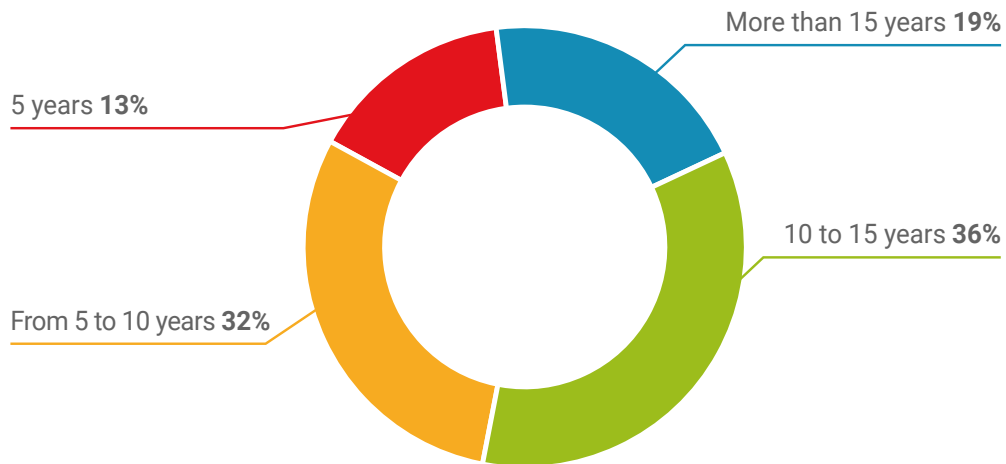
### Average Age

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Between **35** and **45** years old

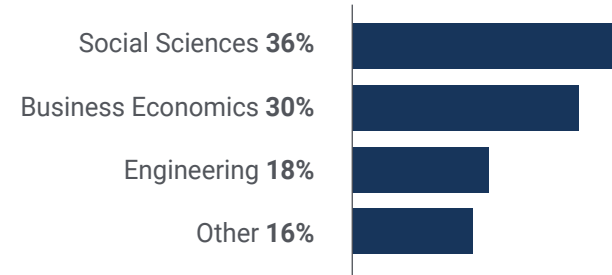
### Years of Experience

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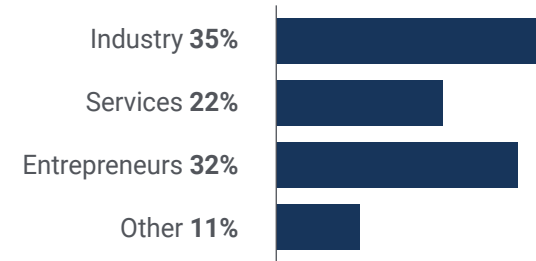
### Education

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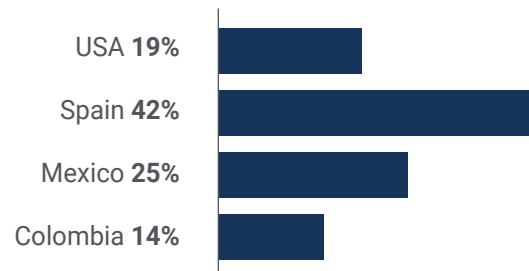
### Academic Profile

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## Geographical Distribution

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## Enrique Gutiérrez

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Winery and wine museum manager

*"This program allowed me to keep up to date with the main winemaking processes. It helped me to forge an essential knowledge to prosper in the wine industry. My success came soon after completing this program and being able to manage a winery with guarantees"*

08

# Course Management

The professional who enters this university program will have at his disposal an excellent teaching team with extensive experience in the world of Enology. In this way, students will have access to first class information about the different grape varieties for the elaboration of the most outstanding wines in the most important tourist destinations in the world.





“

*You will have at your disposal  
an excellent team of specialists  
with extensive professional  
experience in first class wineries”*

## Management



### Ms. Clavero Arranz, Ana

- ♦ General Manager of Bodegas Cepa 21
- ♦ Chief Executive Officer of Grupo Bodegas Emilio Moro
- ♦ Chief Financial Officer of Grupo Bodegas Emilio Moro
- ♦ Head of Administration at Bodegas Cepa 21
- ♦ Administration Technician at Bodegas Convento San Francisco
- ♦ Professional Master's Degree in Business Administration and Management from the University of Valladolid.
- ♦ Professional Master's Degree in Financial Management from ESIC
- ♦ Executive Coach by ICF
- ♦ Digital Immersion Program for CEOs (ICEX)
- ♦ Executive Development Program by IESE

## Professors

### Ms. Martínez Corrales, Alba

- ♦ Enologist specializing in Communication for Leadership
- ♦ Winery worker at Bodega Agrícola Riova
- ♦ Winemaker in Bodegas y Viñedos Alión
- ♦ Overseer of the Regulating Council of the Rueda Denomination of Origin
- ♦ Graduate in Oenology and Agricultural and Food Industries Engineering from the University of Valladolid
- ♦ Specialization in Communication for Leadership by School Best Coaching

### Mr. Carracedo Esguevillas, Daniel

- ♦ Laboratory Manager at Viñas del Jaro
- ♦ Assistant Winemaker at Bodegas y Viñedos de Cal Grau
- ♦ Graduates in Enology from the University of Valladolid

**Ms. Arranz Núñez, Beatriz**

- ♦ Winemaker in Viñas del Jaro
- ♦ Assistant Winemaker at Viña Buena
- ♦ Winemaker at Familia A. De La Cal Winery
- ♦ Attendees Winemaker at Viña Cancura
- ♦ Winery worker at Vitalpe
- ♦ Winemaker trainer at the Business Development Institute
- ♦ Winemaker and guide at the Valladolid Provincial Wine Museum
- ♦ Overseer of the Superior Council of the Ribera del Duero D.O.
- ♦ Degree in Enology from the University of Valladolid

**Ms. Masa Guerra, Rocío**

- ♦ Winemaker at Bodegas Protos
- ♦ Assistant winemaker at Matarromera Winery
- ♦ Responsible for incoming grapes at Bodega Emilio Moro
- ♦ Responsible for quality at BRC and winemaker at Viñedos Real Rubio
- ♦ Winemaking Assistant at Bodega Solar Viejo
- ♦ Winery and vineyard manager at Ébano Viñedos y Bodegas.
- ♦ Assistant winemaker and laboratory technician at Bodega El Soto
- ♦ Degree in Oenology from the Escuela Técnica Superior de Ingenierías Agrarias de Palencia (Palencia School of Agricultural Engineering)
- ♦ MBA in Wine Business Management from the Business School of the Chamber of Commerce of Valladolid

**Ms. Molina González, Silvia**

- ♦ Technical Manager at Bodegas Cepa 21
- ♦ Winemaker at Emilio Moro Winery
- ♦ Hostess for events and commercial promotions for New Line Events
- ♦ Event hostess and commercial promotions for Prodereg Agency
- ♦ Graduate in Oenology and Agricultural and Food Industries Engineering from the University of Valladolid
- ♦ Specialization in Leadership and Teamwork by the Technical School of Agricultural Engineering of Palencia



*Take the opportunity to learn about the latest advances in this field in order to apply it to your daily practice"*

09

# Impact on Your Career

This professional program will lead the professional to be able to assimilate indispensable concepts to be able to work successfully in the wine tourism sector. Mastering the different winemaking processes of the existing variety of wines are key to develop in a sector that advocates exquisiteness in every sense. Undoubtedly, an ideal moment to expand knowledge and professional frontiers.



“

*Move up in your professional aspirations and venture into major projects in the wine tourism sector”*

## Are you ready to take the leap? Excellent professional development awaits you

TECH's Postgraduate Diploma in Winemaking is an intensive program that prepares you to face challenges and business decisions in the field of wine tourism. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

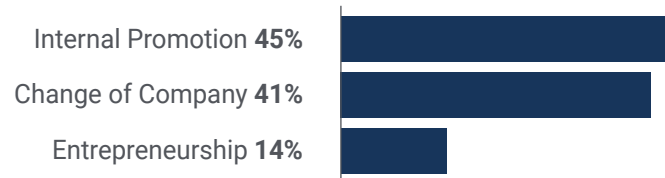
*Reach new professional quotas in the wine tourism sector thanks to TECH.*

*You will be able to broaden your range of possibilities thanks to a Postgraduate Diploma designed by authentic specialists in Enology.*

### When the change occurs



### Type of change



## Salary increase

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The completion of this program represents a salary increase of more than **30%** for our students.



10

# Benefits for Your Company

This Postgraduate Diploma was created with the intention of providing valuable knowledge to the professionals and to the company in which they are performing their functions. The knowledge acquired will undoubtedly enable them to make the right decisions regarding the inclusion of wine products or the promotion of certain projects based on the properties or regions where they are produced. A perfect combination to favor the promotion of wine tourism projects and expand the business outlook.







“

*Contribute to the improvement of your company's decisions in the choice of the most select wines and their presentation to consumers"*

Developing and retaining talent in companies is the best long-term investment.

01

### **Growth of talent and intellectual capital**

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

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02

### **Retaining high-potential executives to avoid talent drain**

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

### **Building agents of change**

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

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04

### **Increased international expansion possibilities**

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

### **Project Development**

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

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06

### **Increased competitiveness**

This program will equip students with the skills to take on new challenges and drive the organization forward.

11

# Certificate

The Postgraduate Diploma in Winemaking guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Diploma issued by TECH Technological University.



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*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"*

This **Postgraduate Diploma in Winemaking** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Diploma**, issued by **TECH Technological University** via tracked delivery\*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Diploma, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Diploma in Winemaking**

Official No. of Hours: **600 h.**



\*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



## Postgraduate Diploma Winemaking

- » Modality: **online**
- » Duration: **6 months**
- » Certificate: **TECH Technological University**
- » Dedication: **16h week**
- » Schedule: **at your own pace**
- » Tests: **online**

# Postgraduate Diploma Winemaking

