

Discipline: Agriculture	Sub-discipline: Wine Education/Enology
General Course Title: Winery Management	Min. Units: 3 Semester
Proposed Suffix:	
Course Description: An introductory level course on winery management, including annual plans and budgets; labor management and supervision; legal compliance.	
Required Prerequisites or Co-Requisites ¹	
Advisories/Recommended Preparation ²	
Course Objectives: <i>At the conclusion of this course, the student should be able to:</i> <ul style="list-style-type: none"> • Analyze winery management practices • Compare alternative winery management practices • Solve winery management problems • Create an annual plan of winery operations • Develop a budget for winery operations • Develop a winery marketing plan • Compare the legal structures of businesses • Learn the process to evaluate employees • Examine a winery financial statement • Critique an employee handbook 	
Course Content: <ol style="list-style-type: none"> 1. The annual cycle of winemaking 2. Basic tasks required for winemaking 3. Winery equipment and supplies 4. Annual plan for winery management 5. Budgets and financial statements 6. Budget development 7. Marketing plan 8. Labor management 9. Health and safety issues 10. Employee handbooks 11. Immigration Law 12. Record keeping 13. The legal structures of businesses 14. Legal compliance <p>Winery Management (Content Continued)</p>	

¹ Prerequisite or co-requisite course need to be validated at the CCC level in accordance with Title 5 regulations; co-requisites for CCCs are the linked courses that must be taken at the same time as the primary or target course.

² Advisories or recommended preparation will not require validation but are recommendations to be considered by the student prior to enrolling.

15. Current issues in winery management	
Laboratory Activities: Individual Laboratory Activities are designed to support course objectives.	
Methods of Evaluation: Lecture Comprehensive Quizzes and Exams Written Critical Thinking Scenarios Problem Analysis and Solution Research and Term Papers	Methods of Evaluation: Laboratory Laboratory Skill Validation by Observation Laboratory Reports Diagnoses and Problem Solving Laboratory Skill Practicum Certification Exams
Typical Textbooks, Manuals, or Other Support Materials <u>Fundamentals of Management</u> , Robbins and Decenzo, Third Edition, Prentice Hall, 2001 <u>First Things First</u> , Steven Covey, 1996, Reprint Edition, Fireside Publishers <u>Labor Management Laws in California Agriculture</u> , Rosenberg, Horwitz, and Egan, Second Edition, 1995, Regents of the University of California See reference section for additional references.	
Statewide Articulation: CSUF-ENOL 175	
FDRG Lead Signature:	Date:
Mark E. Bender, PhD CSU Stanislaus	
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