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I am delighted to welcome you to the 2015-16 MW Study Programme.

Whether you are joining the Study Programme for the first time, or are some way through the programme, we hope this Guide will give you clear, accurate guidance.

Studying for the MW is absorbing and demanding. It also needs commitment. As it’s a self-directed Study Programme, you need to be able to motivate yourself and to organise your study time.

Now you are in the Study Programme you will quickly discover that one of its great pleasures is the friends you make with fellow students and MWs worldwide. These friendships can be lifelong, both professional and personal.

You will find your time spent on the Study Programme improves your performance at work, as you develop a broader and deeper understanding of the world of wine. It culminates with success in the three parts of the Exam. Each one of us can remember where we were when we heard that we had passed. It is a terrific achievement and one that we are keen for others to share.

You will find information here about the syllabus, Seminars, Course Days, Assignment Marking Schemes, the MW Examinations, and much more. If you need more information about specific dates or other logistics, they are all online at www.mastersofwine.org. And the IMW Executive Office team is always available to answer questions.

One of the highlights of every Chairman’s year is welcoming the new MWs at the annual ceremony in London at Vintner’s Hall. I hope to see you there very soon.

Sarah Jane Evans MW
Chairman of the Institute of Masters of Wine
About the Institute

Master of Wine (MW) is the most prestigious title in the world of wine.

What started over sixty years ago as a qualification for the UK wine trade is now held by a global family of over 330 Masters of Wine. The Membership encompasses winemakers, buyers, shippers, business owners, academics, wine educators, writers and journalists.

The Institute of Masters of Wine itself, which is a non-profit organisation, represents excellence, interaction, and learning. The Institute has its headquarters in London and runs courses, events and examinations across the world.

In addition to passing the Institute’s exams, Masters of Wine are obliged to sign the Code of Conduct and join the Institute before they are entitled to the initials ‘MW’. The Code of Conduct requires that Masters of Wine act with honesty and integrity, and use every opportunity to share their understanding and love of wine with others.

In 1953 the first six successful candidates, all male and all British, earned the right to be called Masters of Wine. Today almost one third of the Masters of Wine are female, and there are MWs in over 25 countries.

In 2018 the Institute plans to host its 9th International Symposium. The last one, held in Florence in 2014, attracted 450 delegates from all over the world to enjoy a programme of outstanding speakers, fabulous dinners, and iconic and unusual wine tastings.
The Institute has embarked upon its seventh decade as an international network of outstanding and diverse individuals.

ORIGINS

The Institute owes its origin to the Vintners’ Company, one of the Twelve Great City of London Livery Companies which received its first Charter in 1363, and to the Wine and Spirit Association.

Soon after the Second World War these two organisations recognised that they needed to improve the standard of education in the British wine trade and to certify formally its most talented members. They organised an examination process for the trade known as the Master of Wine Examination, which was held for the first time in 1953. In 1955, the Institute of Masters of Wine was formed by the people who had passed the inaugural Exam.

Today the Institute is independent of both. It continues to hold many of its events throughout the year at Vintners’ Hall in the City of London, including the Annual General Meeting, the Awards Ceremony and a number of tastings.

VISION AND MISSION

The Institute’s vision is one of knowledge and integrity. Through its Members and activities, the Institute of Masters of Wine promotes excellence, interaction and learning, across all sectors of the global wine community.

DEFINITION OF THE MASTER OF WINE

A Master of Wine is someone who has demonstrated, by way of rigorous examination, a thorough knowledge of all aspects of wine and an ability to communicate clearly. A Master of Wine will actively encourage others in the pursuit of knowledge as well as seeking to bring wine communities together.

KEY VALUES

Members of the Institute, students on the Study Programme and Institute staff will:

- Act at all times with integrity, judgement, independence and informed courage of conviction.
- Be dedicated to the pursuit of excellence in all their professional activities.
- Seek to communicate effectively with all stakeholders.
- Be dedicated to opening the opportunity of the Institute to others.
- Act with respect to each other, and to those with whom they come into contact in their role as Masters of Wine, students on the Study Programme, or as employees of the Institute.
- Be committed to and exercise responsibility for their own professional development.
GOVERNANCE STRUCTURE AND PRINCIPAL OFFICERS

The Institute is owned and governed by its Members. Members elect a board of directors, which is known as the Council. Each Council member holds office for three years and can serve a maximum of three terms. The Membership additionally elects the Chairman, Vice-Chairman and the Treasurer, who are referred to as the Honorary Officers. The Council of the Institute has overall responsibility for the strategic and financial governance and direction of the Institute.

The Education and Examination Board (EEB) has responsibility overseeing the Institute’s Study Programme and the Master of Wine Examination. The remit of the EEB is that of strategy and policy.

The Education and Examination Committees are responsible for the execution of EEB policy through the organisation and delivery of the Master of Wine Study Programme and Examination. The Education Committee is composed of a Chair and a number of co-ordinators, each with a specific portfolio of responsibility, e.g. the organisation of the Stage 1 European Seminar or the Assignment Marking Scheme.

The Examination Committee consists of a Chair and the Panel Chairs of the Theory papers and Practical papers, and the Research Paper.

STRATEGIC GOALS 2016-2021

5 GOALS

1. **Membership**: Retain active and engaged Members of the Institute, and enable our Members to contribute positively to the world of wine.

2. **Candidates**: Build Membership of the Institute by attracting high calibre potential Members and supporting them to become Masters of Wine.

3. **Reputation**: Build and protect the reputation and image of the Institute worldwide, and ensure that we have a highly-regarded membership body.

4. **Wine Industry**: Engage with the wine industry worldwide and its development in a way that demonstrates our relevance.

5. **Infrastructure And Resources**: Establish processes and ensure the Institute has a framework to enable it to achieve its strategic goals.
THE STUDY PROGRAMME

The Study Programme is run simultaneously in Europe, Australasia, and North America. It is designed to guide and support candidates’ own studies and preparation for the Master of Wine Examination.

It consists of Seminars, lectures, workshops, tastings, and trips, culminating in a Theory and Practical Examination and the submission of a Research Paper.

Every student is allocated a Master of Wine as a Mentor to assist and encourage them. A large proportion of the Membership also give their time to assist in the Programme, whether as lecturers, seminar leaders, markers, or Examiners.

There were over 320 students, from more than 35 countries, on the 2014-15 Master of Wine Study Programme.

EXECUTIVE OFFICE – PEOPLE AND CONTACTS

The Institute has its operational head office in London, and also has staff in California, USA and in Adelaide, Australia. The Executive Office team is responsible for the administration and smooth operation of the Institute, including the Study Programme and the examination process.

If you want to get in touch with anyone in the team, their contact details are here:
www.mastersofwine.org/en/about/contact-us.cfm

Alternatively you can write to:
admin@mastersofwine.org,
or directly to the Executive Director, Penny Richards:
prichards@mastersofwine.org
The Institute offers a self-directed Study Programme. This means that it is the responsibility of the students to prepare themselves for the Examination.

The MW Study Programme is therefore not like a taught MBA programme where students are led through each part of the syllabus in the form of lectures and workshops. With the MW Study Programme, the student ensures that s/he is fully prepared in all aspects of the Examination.

However, that doesn’t mean that the journey to becoming a Master of Wine is a lonely one. You will have plenty of opportunities to meet your fellow students at residential Seminars and Course Days, as well as Masters of Wine and industry leaders.

The Institute welcomes the formation of Study Groups amongst students so they can support and learn from each other.

You will also be assigned a Master of Wine as your personal Mentor to help you along the way and to prepare you for the Examination.
WHAT THE STUDY PROGRAMME INCLUDES

Students have access to the following:

- Participation in the residential Seminars, which offer a variety of lectures, workshops and tasting sessions.
- Participation in Course Days, consisting of tastings and theory workshops.
- Mentor support from a Master of Wine assigned by the Institute.
- Discounted tickets for Institute events, such as tastings and the Symposium. These are invaluable sources of information and often provide unparalleled opportunity to taste across vintages, styles or regions.
- Assessment in the form of the Assignment Marking Schemes. These include both theory, practical and research assignments, which are centrally set, marked and evaluated by Masters of Wine.
- Access to the student portal of the Institute’s website, which contains important resources and information.
- The chance to attend study visits and trips, offered by Institute Supporters and industry bodies.
- The chance to apply for scholarships offered by supporters and other bodies, which can include benefits such as support with fees, conference attendance, additional study opportunities and visits and trips.
THE STUDENT CODE OF CONDUCT

1. **General:** MW students must recognise the importance of maintaining and enhancing the reputation of wine and the wine trade and related occupations in general, and the Institute in particular. It is a basic requirement that students will ensure (so far as lies in their power) that they and any organisation of which they are part will observe all relevant laws and regulations in both letter and spirit.

2. **Sales and promotion:** MW students engaged in sales, promotion, advertising and writing about wine professionally should be careful always to describe the subject truthfully and with good sense, neither claiming virtues or prospects that do not exist or cannot be justified nor unreasonably exaggerating merit. Individual and group endorsements of advertised products by Members of the Institute and MW students must be viewed in the same light.

3. **Purchasing:** MW students involved in purchasing should at all times endeavour to buy honest and sound quality. They should not condone the marketing of any such quality as might damage public respect for and interest in wine.

4. **Wine-making:** MW students involved in production of grapes or making of wine should not knowingly engage in any practice or technique (whether or not such practice or technique shall infringe regulations relating to the production of wine) the practice of which by an MW student may tend to bring the Institute into disrepute.

5. **General commercial probity:** Candidates involved in commerce are expected to maintain the highest standards of dealing, including (and without limitation) in relation to dealings through limited liability companies, and not knowingly engage in any enterprise or commercial practice which would be regarded as unacceptable by the majority of Members of the Institute, whether or not such practice may comply with local laws where it is carried out.

6. **Personal:** MW students are expected to be sensitive to the social and behavioural problems associated with the immoderate consumption of wine. They must ensure that they do not engage in inappropriate behaviour which would reflect badly on the Institute.

7. **The Institute:** Candidates are required to preserve the good name of the Institute at all times and refrain from any public statements detrimental to the Institute or (in relation to statements concerning a Member or Members of the Institute) which tend to bring the Institute into disrepute.

8. **Responsibility for others:** MW students must in principle accept that they will be regarded by the Institute as answerable for the commercial conduct of any person acting on their instructions.

9. **Confidentiality:** MW students respect that certain aspects of Institute business may involve confidential information, and agree to keep such information confidential.

The title of Master of Wine, and its abbreviated form “MW”, is strictly reserved for the use of the Members of the Institute. The Institute takes the protection of the title extremely seriously. There is no such thing as a part-qualified MW. Those accepted onto the Study Programme may describe themselves as a student on the Institute of Masters of Wine Study Programme, or as a student of the Institute.
HOW LONG IS THE STUDY PROGRAMME?

People become Masters of Wine by passing the Stage 1 Assessment (S1A) and the three parts of the Master of Wine Examination (The Theory and Practical parts of the MW Examination and the Research Paper). The number of attempts at the Examination is limited by the rules of the Institute, as follows:

1. In order to progress from Stage 1, students must achieve a pass in the S1A, in no more than two attempts.

2. Students must achieve a pass in both sections (Theory and Practical) of the MW Examination in a maximum of five attempts, within six years of joining Stage 2.

3. In addition, students must achieve a pass in one element (Theory or Practical) of the MW Examination within four years of joining Stage 2 and in no more than three attempts.

4. Students must sit the Examination after attending two Stage 2 Seminars. This means if a student feels he/she is not ready to sit the Examination after their first Stage 2 Seminar they can attend the Seminar again before sitting the Examination.

5. Once a student passes the Theory and Practical parts of the MW Examination, they are able to progress to the Research Paper, Stage 3 of the Study Programme.

6. Candidates should progress to Stage 3 within two years of passing the MW Examination. Candidates can submit their Research Paper within their first year of Stage 3. Candidates are expected to submit their Research Paper within a maximum of three years of joining Stage 3.
WHERE CAN I STUDY?

The Institute offers the Study Programme in three centres: Australasia, Europe and North America. Parts of the Australasian programmes are delivered in Adelaide and Sydney (Australia), Auckland (New Zealand) and Hong Kong. The European programmes are delivered in Rust (Austria), Bordeaux (France), Cookham (UK) and London (UK). Parts of the North American programmes are delivered in San Francisco, the Napa Valley (CA) and New York City. Students are free to choose at which centre they wish to pursue their studies.

Transfer between centres

It is possible to change between study centres from one year to another. Students can sit the Stage 1 Assessment and the MW Examination in any of the centres regardless of where they have attended the Seminar.

It is also possible for students to combine Seminars and Course Days across study centres. For example, a student can opt to attend a Seminar in Europe, but attend the Course Days in New York City. If a student attends more Course Days than the tuition fee of the given Seminar/centre provides, s/he will be invoiced for the extra Course Days.

There is no refund if students attend fewer Course Days than are included in their tuition fee.
Stage 1

OVERVIEW

The first stage, known as Stage 1, is the foundation year, and for most students it is their first serious interaction with the Institute. It’s also an opportunity to meet Masters of Wine in a professional and a social setting, as well as fellow students, and to form friendships that may last for decades.

The first year of the Study Programme involves a five-day residential Seminar, and at least two non-residential Course Days. Students, who are allocated an MW Mentor to guide and assist them, are expected to produce six pieces of work for assessment during the year. The culmination of Stage 1 is the Stage 1 Assessment [S1A], an exam that takes place in early June. Progression to Stage 2 of the Study Programme is dependent on the results achieved in the S1A.

The Institute offers the Stage 1 of the Study Programme in three locations around the world.
LOCATION

Europe
On the European programme the residential Seminar is held in Rust, Austria, and the Course Days are held in London, UK. The European programme includes five days of residential Seminar and three Course Days.

North America
On the North American programme the residential Seminar is held in San Francisco and the Course Days are held in Napa and New York. The North American programme includes five days of residential Seminar and three Course Days. Typically, the Course Days are in the fall and spring.
Australasia

On the Australasian programme the residential Seminar is held in Adelaide, Australia. The Australasian programme includes a five day residential Seminar and three Course Days. The Course Days are held in the spring, usually in late April or early May in order to accommodate the winemaking diary in the southern hemisphere. The Course Days are normally offered in Sydney, Auckland and Hong Kong.

MENTORS

The Institute provides each student with an MW Mentor for the academic year. The Mentor role is principally that of a non-judgmental adviser who can be a source of challenge, support, insight and guidance. Masters of Wine undertake to mentor students voluntarily and free of charge. They share their experience and insight in order to help students to pass the Exam. Mentors are not expected to mark essays or tasting papers, but some may offer to do so. This will vary from Mentor to Mentor.

Whilst the Institute hopes to allocate Mentors within close geographical proximity to students, it is not always possible.

In rare cases, there may be an incompatibility between a student and their MW Mentor. Mentees are encouraged to take action early on, by contacting the Executive Office and asking to be allocated a new MW Mentor. Requests for a change of Mentor will never impact the mentee in any way.
THE SEMINAR

The residential Seminar is the core building element of the annual Study Programme and attendance is a pre-requisite for progression to the Stage 2 programme. The Seminars last five days. They include a variety of classes covering both theory and practical sessions.

The primary aim of the Stage 1 Seminar is to introduce students to the MW syllabus in order to ensure that they understand the breadth and depth required. In particular, MW tutors aim to highlight:

- the level of knowledge required
- the extent of analysis and synthesis necessary
- the skills required for successfully conveying the student’s knowledge, understanding and experience
- study strategies, techniques and methods that have proved useful to others.

Whilst the lectures, workshops, tasting and theory tutorials aim to cover as wide a range of topics as possible, please be aware that they do not cover all the topics or materials needed for the Stage 1 Assessment. As is the nature of the self-directed Study Programme, students will need to use resources and guidance to support their preparation for the Stage 1 Assessment.

A Stage 1 Seminar typically includes a variety of tasting sessions. Some aim to introduce new students to the MW style of tasting and broadcast the message about the requirements of the Examiners. Other tasting sessions may focus on a variety, region, production method, or style. The Seminar will normally include at least one mock examination, so that students can get first-hand experience of mastering a 12-wine tasting paper, whilst they also get detailed feedback.

Great emphasis is given to writing skills in the Theory paper, such as question analysis, essay planning, and writing effective introductions and conclusions. Other theory sessions tend to showcase a variety of topics so that students can gain an understanding of the depth required, the multidisciplinary nature of the Theory papers and the global aspect of the MW Examination.

The Stage 1 Seminars normally include hands-on and practical sessions such as winery or vineyard visits, blending sessions, and marketing workshops. These sessions may vary from year to year and their purpose is to show the application of MW skills through action. The Seminars often include lectures from renowned industry leaders.

The Seminar will also include a session on the requirements and processes of the Research Paper including the principles of topic identification, research question formulation and ways of using existing information. As a result, it is hoped students will become aware of the requirements of the Research Paper, develop analytical skills to question and challenge theories, assumptions and accepted wisdom, and begin to develop skills to identify and explore materials.
Preparation for the Seminar

Students are strongly recommended to arrive at the Seminar fully prepared. In particular they should have:

- read the syllabus and the student guide
- checked the past Examination papers and Examiners’ Reports
- watched a couple of Examination Feedback Day video recordings
- drafted a study plan
- been in contact with their Mentor
- submitted the first Assignments
- drafted a few essay plans or looked into what it takes to plan and write an essay.

COURSE DAYS

Course Days aim to provide continuity throughout the academic year. They help students maintain momentum and gain inspiration. Course Days are also perfect platforms for networking with other students in order to set up tasting and study groups.

Stage 1 Course Days will normally include a tasting in the morning and theory work in the afternoon. In North America and Europe, there is a Course Day in the autumn before the Seminar, which enables new students to arrive at the Seminar with some preparation. Students are strongly advised not to rely only on the Course Days during the year, but to follow their own study plan and treat the Course Days as complements.

ASSIGNMENTS

Stage 1 students have six Assignments to complete: three essays and three dry tasting Assignments. For the dry tastings, students will be provided with information on a number of wines and will be required to answer a series of questions on the wines, as though they were tasting the wines. The essays are known as AMS (Assignment Marking Scheme), and the tastings are called PAMS (Practical Assignment Marking Scheme).

These Assignments are centrally set and administered by the Executive Office. The Assignments need to be submitted by certain deadlines and the results are normally given within four weeks. These dates, as well as the procedures, are explained in detail in the Assignment Marking Scheme guide published on the Institute’s website.

Detailed feedback is provided for every student. Participation in the Assignment Marking Scheme is voluntary; however, this service is included in the tuition fee. In addition, the number and quality of submissions made by a student may be used during the review of the S1A as an indicator of potential readiness for progression to Stage 2.

Assignments must be entirely a student’s own work completed under examination conditions, and no form of copying or plagiarism will be accepted. Assignments which do not conform to these requirements will receive a mark of zero and a note will be held on a student’s record. Assignments must be submitted by the stipulated deadlines.
STUDY GROUPS

The MW is a self-guided Study Programme where individual determination, self-motivation and perseverance are essential. However, it is also indispensable for students to form study and tasting groups in order to share their knowledge and expertise. There is a great diversity in the student body of professional backgrounds, areas of expertise and experience as well as geographic spread from different markets. With the help of the internet, study groups can be ‘virtual’ as well as in person.

THE STAGE 1 ASSESSMENT (S1A)

At the end of Stage 1, students need to pass an assessment under exam conditions if they wish to proceed to Stage 2. The Stage 1 Assessment involves a 12-wine tasting paper and two essays. All the theory questions come from past Examination papers and the practical part will include a variety of wines.

The Assessments are held in London, San Francisco and Sydney.

The aim of the Assessment is to determine students’ understanding of the requirements and how well they are able to deliver them in an exam situation. The S1A allows the Institute to see whether they are ready for an intensive year of Stage 2 studies. Ultimately, markers of the S1A papers look for depth and breadth of knowledge, critical analysis in selecting the relevant points, understanding, a multidisciplinary and global approach, and an ability to communicate clearly and convincingly. In the tasting, students need to demonstrate that they have the ability to make objective, reasoned assessment of wines, considering key aspects such as origin, grape variety, winemaking, quality, maturity and commercial potential.

Students need to show that they always base their arguments on the evidence in the glass.

The practical paper is written in English. The Theory paper can be written in a language other than English. The Institute will undertake to translate papers written in a language other than English.

PROGRESSION TO STAGE 2

The progression outcomes following the S1A are listed below:

To progress to Stage 2, a student must achieve a pass averaging 55% or more across the Theory and Practical elements of the S1A. A student may take a maximum of one year off, before progressing to Stage 2.

If a student achieves an average of between 45% and 54% across the S1A they will be invited to repeat Stage 1 in its entirety, including attending the Stage 1 Seminar. A student may take a maximum of one year off, before repeating Stage 1. A student may re-sit the S1A a maximum of two times, consecutively.

If a student achieves an average of less than 45% across the S1A, their registration for the Study Programme will be terminated. A student may apply to re-join the Study Programme after a break of at least two years in this instance.
Stage 2

OVERVIEW

Stage 2 is a crucial time for students in the Master of Wine Study Programme. It can be intense, but enjoyable and rewarding, as students work towards taking the first two parts of the Master of Wine Examination.

Stage 2 involves a five-day residential Seminar, and at least two non-residential Course Days. Students are expected to produce at least three pieces of work for assessment during the year.

The culmination of Stage 2 is the Master of Wine Examination (Theory and Practical), which takes place in early June. Progression to the Research Paper, which is the third part of the Master of Wine Examination, depends on students passing both the Theory and Practical parts of the Examination.

If a student is not successful in completing the MW Examination within the specified required timeframes, their registration on the Study Programme will cease. A student in this instance will normally be required to take a minimum of two years out, before applying to re-join the programme. Consideration will be given to re-joining the programme directly into Stage 2, but no credit will be given to previously awarded marks.
THE SEMINAR

Attendance at the Seminar is a pre-requisite of sitting the MW Examination in that given academic year.

The residential Seminar is the major building block of Stage 2. It is five days in length and offers intensive preparation for the MW Examination. It is imperative that students come prepared for intensive tastings, essay planning and in-depth theory sessions.

At Stage 2, MW tutors assume that students know how to write an essay and how to approach a tasting. They will offer skills development sessions at a more advanced level compared with Stage 1.

There will be mock exams during the Seminar and it is essential that students are well prepared for them in order to have a realistic check-point in their study progression. MW tutors will be honest with their feedback, whilst remaining objective and referring to the requirements as set out in the syllabus.

The Stage 2 residential Seminar will also include a workshop on research design and methodology. This is intended to assist students with the Research Paper, the third part of the MW Examination.

As a result, it is hoped students will understand the differences between types of research and how to design successful research strategies.

COURSE DAYS

Course Days are held in small groups in order to encourage a high level of interaction and engagement; and they are tutored by a Master of Wine. Students often receive pre-course day material to prepare, which is generally developed further in class.

The programme of Course Days intends to cover all the Theory papers during the year as well as to form a complete whole with the Seminar and the Assignment Marking Schemes. The tastings are not always necessarily 12-wine papers: they may be shorter in order to allow for more effective skills development. The wines normally would be selected according to the same principles as at the Exam, i.e. they are typical of what they are supposed to show whether it is quality, origin, or style. However, Course Days may also employ a theme for selecting wines, such as oak or level of residual sugar, in order to focus on certain topics in the assessment of wines.
LOCATION

Seminars

The European programme offers the Stage 2 Seminar in two locations; Bordeaux in France and Cookham in the UK. There is no difference in the levels of either Seminar.

The North American and Australasian programmes also offer the Stage 2 Seminar.

The Theory-only and Practical-only Seminars, for those who have already achieved a pass in one half of the closed book Examination, are normally run in one or two of the above locations each year.

Course Days

The Stage 2 programme also includes a number of Course Days. In Europe, there are four Course Days; with two on consecutive days in the autumn and another two in the spring. Most Course Days take place at the Institute’s offices in London, although there is one in Dusseldorf.

In North America, there are three Course Days included in the tuition fee, two in the fall and another one in the spring. Students can choose to attend the Course Day in Napa or New York City.

In Australasia, there are three Course Days included in the fee. These are held in spring and late April or early May in order to accommodate the southern hemisphere vintage. The Course Days are typically offered in Auckland, Sydney and Hong Kong.
MENTORS

Stage 2 students continue to work with their Mentor from Stage 1 unless there is a request for change. Students are encouraged to foster a good working relationship with their Mentor; the beginning of Stage 2 might be a good time to re-establish the rules of engagement.

The relationship must be driven by the student. Mentors are there to advise, support and assist those who require it and ask for it.

ASSIGNMENTS

Students can submit papers in the Assignment Marking Scheme (AMS), the Practical Assignment Marking Scheme (PAMS), and the Research Paper Assignment Marking Scheme (RAMS) in order to offer them the opportunity for practice and further feedback. This is included in the tuition fee. Students must submit at least three theory Assignments and one Research Paper Assignment if they wish to sit the Exam in a given year.

The Assignments must be entirely the student’s own work, and no form of copying or plagiarism will be accepted. It is expected that Assignments will be written under examination conditions, without using or sourcing from external sources (e.g. the internet). Assignments which do not conform to these requirements will receive a mark of zero, will not count towards the number of Assignments that have to be submitted and a note will be held on a student’s record. Assignments must be submitted by the stipulated deadlines.

Assignment Marking Scheme (AMS)

The AMS offers the option of submitting six essays during the academic year. In early October, the Institute publishes a set of ten essay questions; which come from each of the five Theory papers. Students can choose which questions to answer, and can submit the completed essays in any order by the submission deadlines. In other words, if students have forgotten to submit any essays but wish to take the Exam, they can submit three on the last submission deadline, though we strongly discourage them from doing so.

If students wish to submit more than six essays, they can do so. It is possible to submit all ten, but students will be charged for more than six essays (currently £50 plus VAT per submission).

The essays are marked by MWs who provide written feedback, which is normally returned to students within four weeks of the submission deadline date.

Practical Assignment Marking Scheme (PAMS)

The PAMS offers a total of three dry tasting Assignments. The ‘wines’ will be assumed to be typical and therefore this exercise assists with improving writing skills and how students argue a case, not with organoleptic skills. These three Assignments will not replace real tasting practice, either sighted or blind. The submitted papers are marked by a panel of MWs, and students receive written feedback four weeks after submission.

Research Paper Assignment Marking Scheme (RAMS)

This Research Paper Assignment is a 900 word ‘mini’ research proposal submitted to a central marking panel for review and
approval. If students wish to sit the closed book Exam, they must submit a RAMS in that given academic year.

There are three submission dates throughout the year and the same proposal can be re-submitted once, so students can do revisions based on the feedback of the marker. A student can submit a total of three different proposals for review in an academic year.

Once the closed-book parts are passed, the candidate can continue to develop this proposal and submit it for approval, or is free to start again with a new topic.

The RAMS offers students the chance to gain feedback on a prospective Research Paper proposal. The exercise is designed to get candidates thinking about titles, as well as thinking about the work that will be required to complete the potential Research Paper.

**ELIGIBILITY FOR THE EXAM**

Those who wish to sit the Master of Wine Examination need to satisfy a few criteria.

First, candidates must attend the Seminar in the same academic year in which they wish to sit the Examination. This criterion is one that the Education and Examination Board has never waived.

Second, candidates must complete a minimum of three essays in the Assignment Marking Scheme and one proposal in the Research Paper Assignment Marking Scheme in the year in which the Examination is being sat. There is no minimum level of achievement on these Assignments. Completion is the only requirement.

**THE PURPOSE AND OBJECTIVES OF THE EXAMINATION**

The purpose of the Examination is to provide the opportunity for candidates to demonstrate a professional, international and general knowledge and understanding of the wine industry as defined in the following terms:

1. The wine industry includes “the production of wine, commercialisation of wine (to include storage, distribution, sales and marketing, investment and management) and education concerning wine (to include dissemination of information about wine).”

2. Wine is defined as “the alcoholic beverage obtained from the fermentation of freshly gathered grapes.”

The objectives of the Examination are to ensure that candidates can demonstrate their competence in:

1. Sensory evaluation and understanding of the world’s wines;

2. Gathering, understanding, interpreting and communicating knowledge of and insights about the world’s wines and the wine industry.
## EXAMINATION & PROGRESSION OPTIONS

<table>
<thead>
<tr>
<th>Examination Outcome</th>
<th>Progression Option</th>
<th>Progression Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Full Pass</strong></td>
<td>Progress to stage 3 (Research Paper)</td>
<td>To pass the Practical component a candidate needs to average 65% or more across all three papers, with a minimum of 50% in any one paper.</td>
</tr>
<tr>
<td><strong>Partial pass (pass in either Theory or Practical)</strong></td>
<td>Move to Theory or Practical only Seminar and resit failed component</td>
<td>To pass the Theory component a candidate needs to average 65% or more across all five papers, with a minimum of 55% in any one paper.</td>
</tr>
<tr>
<td><strong>Pass Practical component, pass four Theory papers</strong></td>
<td>Single Paper Re-Sit (SPR)</td>
<td>If a candidate achieves over 65% in two Theory papers and over 63% in two other Theory papers and the fifth Theory paper is over 40%, they will be eligible for a Single Paper Re-Sit (SPR). In the SPR, the candidate will need to achieve a minimum of 65%. If the candidate does not achieve at least 65% in the SPR, they will need to re-take the five Theory papers.</td>
</tr>
<tr>
<td><strong>Pass four Theory papers, fail remaining Theory paper and Practical component</strong></td>
<td>Move to Practical-only component SPR plus</td>
<td></td>
</tr>
<tr>
<td><strong>Fail all Practical and all Theory components</strong></td>
<td>Re-take the full programme (practical and theory)</td>
<td></td>
</tr>
</tbody>
</table>

## GENERAL REQUIREMENTS FOR THE EXAMINATION

The MW Examination is conducted over four days, with the Practical papers in the mornings and Theory Papers in the afternoons, except for Theory paper 4 and 5 which take place on the morning and afternoon of the last day. Candidates will write all the papers under examination conditions, without the use of reference material.

Candidates must write the Practical papers in English. Candidates may write the Theory part of the Examination in any language. Candidates whose first language is not English may use general language dictionaries, but the Institute retains the right to check while the Exam is in progress. Computer dictionaries are not permitted.

Essays not written in English will be translated and marked in English.

Candidates typing the Theory Examination must use their own laptop with the Institute’s exam software.

Candidates are advised that legible handwriting is required. Examiners cannot mark a script that they cannot read, which will result in lower or, in some cases, no marks.
STRUCTURE OF THE EXAMINATION

The MW closed-book Examination consists of the following two components:

1. **Theory**: five question papers on viticulture, vinification and pre-bottling procedures, the handling of wine, the business of wine, and contemporary issues.

2. **Practical**: three 12-wine blind tastings, each lasting two and a quarter hours, in which wines must be assessed for variety, origin, winemaking, quality and style. Practical papers must be written in English.

The Theory and Practical papers are examined in three centres: London (UK), Sydney (Australia) and Napa (USA).

Only after successfully passing the Theory and Practical components of the Examination can a student progress to Stage 3 of the Study Programme, the Research Paper.

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THE MW EXAMINATION SYLLABUS

THE THEORY PAPERS

The Theory Examination is made up of five papers:

**Paper 1 – Viticulture**: examines candidates’ knowledge and understanding of viticulture up to the completion of the harvest and grape transportation.

**Paper 2 – Vinification and Pre-Bottling Procedures**: examines candidates’ knowledge and understanding of vinification of still, sparkling and fortified wines from arrival of grapes at a winery to the finished wines, ready for preparation for bottling.

**Paper 3 – Handling of Wine**: examines candidates’ knowledge and understanding of quality assurance, quality control, packaging, transport and legal requirements.

**Paper 4 – The Business of Wine**: examines candidates’ current knowledge and understanding of financial, commercial and marketing aspects of the international wine industry.

**Paper 5 – Contemporary Issues**: examines candidates’ ability to demonstrate communication skills, individual insights, and knowledge by writing in depth on subjects that are of relevance to today’s wine industry.
THEORY PAPERS 1, 2 & 3: THE PRODUCTION OF WINE

Theory Papers 1, 2, and 3 together make up the part of the Exam known as 'The Production of Wine'.

The purpose of these papers is to assess candidates' knowledge and understanding of wine production. An understanding of the processes of grape growing and wine making should be complemented by knowledge of the science which underlies the practical issues. Candidates should be aware of the implications for wine style, quality and costs of decisions taken at each stage of wine production. An awareness of areas of active research in topics relevant to wine production will be necessary.

Whilst region specific questions are unlikely, candidates will require broad background knowledge of the world’s wine regions and wine styles. The examples given in answers should demonstrate a familiarity with a variety of wine regions. Candidates should know how issues such as finance, economics, law, general management, quality assurance, quality control and the environment bear on wine production.

Candidates will be expected to demonstrate knowledge and understanding of the following in each paper:

**Theory Paper 1 – Viticulture**
- The characteristics of the vine: vine species; vine varieties; clones; the development of new vine varieties; vine propagation; rootstocks and grafting; the growth cycle of the vine; the life cycle of the vine.
- The establishment, re-planting and acquisition of vineyards: the practical and economic issues of planting or re-planting vineyards; issues concerning the acquisition of vineyards through purchase or inheritance.
- Factors affecting grape growing: climate; weather; soil; aspect; the effect of all these factors on wine style, quality, yield and cost; the concept of "terroir".
- Cultivation of the vine: types and methods of pruning and training; underlying principles and practical applications of canopy management; irrigation; the application of fertilisers; the use of herbicides; green harvesting; implications for yield of all of the above; bio-dynamic, organic, and other alternative cultivation methods.
- Maladies of the vine and their control: vine pests; vine diseases; physiological disorders; prevention and control of the above.
- The structure and composition of grapes: grape structure; chemical composition of grapes, e.g. sugars, acids, anthocyanins, tannins; analytical techniques; fruit ripeness; noble rot.
- Harvesting of grapes: timing of the harvest; picking options; grape transportation; quality and cost implications.

**Theory Paper 2 – Vinification and Pre-bottling Procedures**
- Processing of grapes: grape reception; grape handling strategies, e.g. de-stalking, crushing, pressing and skin contact; must treatments; temperature control.
- Fermentation: alcoholic fermentation; the role of yeast, enzymes, temperature and fermentation vessels; strategies
for the extraction of colour, aroma, flavour and tannin; carbonic maceration, whole bunch fermentation and thermovinification; theory and practice of malolactic conversion.

- **Maturation and blending**: maturation options for the wine maker; types of maturation vessel; inert storage; blending options; timing of preparation for bottling.

- **Stabilisation and clarification**: methods of stabilisation and clarification, e.g. fining, filtration, centrifugation; the use of chemicals in wine making and wine handling – their function, action and application; international regulations governing the use of chemicals.

- **Production of sparkling wines**: production techniques for sparkling wines; grape selection and pressing; temperature control; selection and blending of base wines; the second fermentation; maturation; finishing.

- **Production of fortified wines**: production techniques for fortified wines; selection of base wines; timing of fortification; practice and significance of blending and maturation; finishing.

**Theory Paper 3 – Handling of Wine**

- **Preparation of finished wines for bottling**: cold stabilisation and final filtration of wine for bottling.

- **Packing and labelling**: methods of packaging; different types of packages; ingredient labelling; closures.

- **Quality assurance (QA) and quality control (QC)**: composition of wine and its faults; analysis of wine, its purpose, use and limitations; QA and QC systems and structures for wine and dry goods; practical issues of QA and QC; compliance with statutory regulations; effects of storage on wine after packing; methods of bulk transport; quality assurance before and during bulk transport and checking procedures on receipt of the bulk wine.

**Method of assessment for Theory Papers 1, 2, and 3**

Three written Examination papers. Papers 1 and 2 are three hours long. Both papers will require a maximum of three answers. Each paper will be structured in such a way that candidates will have to answer questions across the spectrum of topics included in the paper concerned, i.e. Paper 1 on viticulture and Paper 2 on vinification and pre-bottling procedures. This may be achieved by having a compulsory question, dividing the papers into parts or in the structure of the questions themselves.

Please note that in Papers 1 and 2 Examiners may set holistic questions from time to time. If a question requires an answer that draws on knowledge of both Paper 1 and 2 of the syllabus, the Examiners will draw candidates’ attention to this by clearly identifying the question.

Paper 3 is two hours long. The paper will require two answers and will be structured in such a way that candidates will have to answer questions across the spectrum of technical topics. This may be achieved by having a compulsory question, dividing the papers into parts or in the structure of the questions themselves.
THEORY PAPER 4: THE BUSINESS OF WINE

The purpose of this paper is to assess candidates' knowledge and understanding of current financial, commercial and marketing aspects of the international wine industry.

Candidates should demonstrate the ability to apply their knowledge to a range of business situations including marketing and investment strategies, financial decision-making, supplier/customer relationships and strategies for identifying and meeting consumer demand. Candidates will require broad background knowledge of wine industry structures around the world and how these relate to one another.

Candidates will be expected to demonstrate knowledge and understanding of the following in Paper 4:

**The theory and practice of marketing wine:**

Marketing strategy applied to growers, producers, exporters and importers, buyers and sellers.

Market research, applied to existing and potential wine purchasers with clear understanding of techniques of information gathering and analysis as well as awareness of consumption trends nationally and internationally.

Product marketing applied to different sectors of the market for wine; actors influencing market segmentation; theory and practical application of product positioning and branding in relation to the market and product range.

Promotional and sales techniques relevant to the wine industry; understanding of the role of advertising and public relations and use of communications media.

Pricing trends nationally and internationally, e.g. producer, en primeur, wholesale, retail and at auction.

**Financial and commercial awareness:**

Candidates will be expected to have a broad understanding of the financial and commercial structures affecting all sectors of the wine industry, e.g. negociants, agents, brand owners, brokers, grape growers and co-operatives, wineries, large multinational producers, marketing co-operatives, merchants, consultants, specialists, supermarkets, wine chains and mail order operators.

Factors to be considered when appraising investment decisions in different industry sectors.

Influences on business decisions including strategic planning, national and international laws, taxation and currency fluctuations.

Whilst candidates are not assumed to be specialists in finance they may be expected to demonstrate a broad understanding of balance sheets, profit and loss accounts and how costing and pricing decisions are made in the wine industry.

**Trends and challenges facing wine producing countries and regions:**

Candidates will be expected to demonstrate knowledge of export shares and trends for significant producing countries and regions and should use specific examples to support their answers. Broad knowledge of industry structures world-wide is essential and this may be supplemented by specific examples from regions with which candidates are most familiar.
Method of assessment for Paper 4

This is a three hour paper. This paper will require a maximum of three answers and will be structured in such a way that candidates will have to answer questions across the spectrum of topics included in the business of wine. This may be achieved by having a compulsory question, dividing the paper into parts, or in the structure of the questions themselves.

THEORY PAPER 5: CONTEMPORARY ISSUES

The purpose of this paper is to assess candidates’ ability to demonstrate communication skills, individual insights and knowledge by writing in depth on subjects which are of relevance to today’s wine industry.

Successful candidates will demonstrate:

- The ability to write persuasively, authoritatively, imaginatively and fluently, showing a breadth of understanding of contemporary wine issues.

- Knowledge and analysis of social, historical, cultural, health, ethical, educational, communication and media issues relevant to the wine industry.

Method of assessment for Paper 5

This is a three hour paper. The paper will require two answers and will be constructed in such a way that candidates will have to answer questions across a spectrum of contemporary issues. This may be achieved by having a compulsory question, dividing the paper into parts, or in the structure of the questions themselves.

THE PRACTICAL PAPERS

The purpose of the Practical papers is to assess candidates’ organoleptic competencies and knowledge of wine through tasting. Candidates should be able to demonstrate wide knowledge of the world’s wines using analysis and evaluation.

Candidates will be expected to make objective, reasoned assessment of wines, considering key aspects such as origin, grape variety, winemaking, quality, maturity and commercial potential. Arguments should always be based on the evidence in the glass.

Method of assessment

Three written Examination papers of 2 hours 15 minutes in duration. Each paper consists of 12 wines, served blind.

Traditionally, Paper 1 covers still white wines; Paper 2 covers still red wines; and Paper 3 covers a wide range including sparkling wines, fortified wines, and rosés. The 2015 Practical Paper 3, for example, included Champagne, Sherry, Port, Madeira, Tokaji and Vin Santo. Please be aware that the Examiners reserve the right to apportion the 36 wines differently in future years. The list of wines included in past Examination papers are available in the student area of the website.
Stage 3

OVERVIEW

Stage 3 of the MW Study Programme is dedicated to the Research Paper. Only candidates who have already passed the Theory and Practical parts of Examination are allowed to embark on the Research Paper.

The Research Paper is an individual piece of work of between 6,000 and 10,000 words in length.

Candidates propose wine-related topics from any area of the sciences, arts, humanities, social sciences or any other discipline. They also have the freedom to choose the way that they explore their topic, as long as it enables them to provide a rigorous interpretation of the subject and it makes a contribution to the understanding of the world of wine.

The Institute provides all students with preparatory workshops on the Research Paper throughout the Study Programme, well before they actually start work on their own research.

Only after successfully passing the Theory and Practical component of the Examination and the Research Paper is someone eligible for membership of the Institute. It is membership of the Institute and abiding by its Code of Conduct that confers the right to the qualification Master of Wine and use of the title, or its abbreviated form (MW) after their name.
THE AIMS OF THE RESEARCH PAPER

- To establish whether candidates possess the required set of analytical, research, interpretative, and communication skills to deliver an in-depth study report
- To produce a report that could be commissioned by any member of the global wine community
- For the candidate to acquire in-depth knowledge and understanding of a subject of their choice and thereby position themselves as the expert in the given area
- To enable the candidate to carve out a niche and develop a specialism.

RESEARCH PAPER ADVISORS

The Research Paper process also involves a pool of trained MW Advisors. Each of these Advisors will be both a Mentor and an Examiner at various times allowing for clarity and transparency of requirements and standards.

Each candidate will have an MW Advisor, and they will work closely with their Advisor throughout the final stage of their MW studies. Candidates will be able to communicate with their MW Advisor directly, and with the Panel Chair via the Executive Office. A submitted Research Paper will be considered by two Examiners, who will report to the Research Paper Panel.

DEDICATED RESEARCH PAPER STAGE

Stage 3 will start with a webinar in the autumn to brief candidates about expectations, requirements and deadlines.

There will be a specific emphasis on the pertinent points of a successful research proposal.

Around the same time, candidates are expected to advise the Institute of their choice of topic so that they can be allocated an MW Advisor. Each candidate will be allocated an MW Advisor who will act as a guide and mentor while writing the Research Paper.

Candidates are encouraged to work closely with their Advisor, and will also be able to gain advice from RP Coordinators.

SUPPORT AND TRAINING

The Institute endeavours to provide comprehensive support, but ultimately the third part of the MW Examination remains self-study in style similar to the closed-book parts, i.e. the Theory and Practical papers.

MW students can expect the following support in their pursuit of completing the Research Paper successfully:

- Comprehensive and clear information on the Research Paper and relevant processes and procedures
- A dedicated presentation on the Research Paper at the Stage 1 residential Seminar
- Skills development workshops at the residential Seminars in both Stage 1 and Stage 2
• Online resources throughout Stages 1 and 2
• Research Paper Assignments in Stage 2
• MW Advisors in Stage 3 of the Study Programme

All RP sessions provided by the Institute do not aim to teach or train candidates in specific methods of research or use of analytical tools. The objective of the workshops is to help candidates develop their understanding of the principles, best practice and common pitfalls in conducting wine industry research.

CONSULTATION

Students will work with their Advisors and other Masters of Wine involved with the delivery of the Research Paper.

Candidates are also encouraged to consult industry and other experts if they need advice or guidance in a specific area, whether it is to do with the topic of the research, the way of accessing and processing information, methodology, analytical tools, writing or even proofreading the final paper.

CHOICE OF SUBJECT

The choice of subject is the first and most important stage on the journey towards writing a successful RP. Subjects that are too broad in their scope and require large amounts of data are likely to prove very challenging. Therefore, in selecting an RP subject, candidates should assess their strengths, their skills, and their opportunities, and find a subject which can make use of any advantages they have. Candidates must also discuss their ideas, methodology and timing with their RP Advisor before completing an RP Proposal.

The following are a few guidelines to help in the task of selecting an RP subject:

• The RP has been designed to be flexible and allows candidates to select subjects covering any aspect of the world of wine. Subjects covering the history, the philosophy and the sociology of wine are just as acceptable as those requiring detailed data collection and analysis.

• Candidates may have connections with a region, a sector or a company from which they can obtain data that outsiders might find hard to access. This is particularly true of production, financial, and sales data which many companies and organisations are unwilling to provide to candidates they do not know or trust.

• The IMW has almost twenty-five Supporters: companies and organisations that provide help in various ways to the Institute. They range from major wine producers and producer organisations, via barrel makers and yeast producers, to manufacturers of fine glassware. Many of them have expressed an interest in helping RP candidates and may well be able to provide access to facilities, data and opportunities for fact gathering. Supporters may also have a need for some specialist research for themselves. Candidates who wish to pursue this avenue of inquiry should make contact with the IMW.

• Almost all MWs work in the world of wine, and if candidates have identified an area for a subject and need to discuss their ideas with an MW working in that field, their Advisor should be able to direct them towards an appropriate person.
• Beware of subjects that require the collection of data from large numbers of people, companies or organisations. Response rates are notoriously difficult to predict, whether solicited via email, web-based survey tools or questionnaires completed by hand. When they fall below the number required for the correct sample size for statistical reliability, getting the additional responses can prove difficult and time-consuming.

• Surveys and questionnaires can be difficult to design if accurate, unbiased data is required.

• Subjects that require tastings to provide unbiased data can also be difficult to organise and arrange and, like surveys and questionnaires, do not always 'prove' what an RP author might hope that they will.

• The analysis of data from surveys, questionnaires and tastings can often be difficult and very time-consuming.

• Candidates may make use of outside help in collecting and preparing data for their RPs. This would include such things as the analysis of wine samples, the arranging and hosting of tastings or the collection of data via surveys or questionnaires. This help can be paid or unpaid. Whenever external help of this nature is used, this must be indicated in the text at the appropriate point and full details of the help, including any financial arrangements, must be given in the appendices.

In short, candidates should select a subject that they will find interesting to research and write about, one that plays to their strengths and advantages and, above all, one that they will find enjoyable.
**POINTS TO CONSIDER**

Data collection and analysis can be much slower than envisaged and often, once the data and research is assembled and writing has started, the candidate can realise that there are gaps which have to be filled before the planned submission date.

Candidates must keep in touch with their Advisors about the progress of the RP and attempt to resolve any issues at an early stage. Advisors are candidates’ point of contact with the RP Moderators.

While writing the proposal, candidates will be able to consider practical matters that may influence their choice of topic or identify points that will require diligent management during the research. For example:

- Access to resources (books, journals, statistical data, research reports, data-sets, libraries, archives, art galleries)
- Language skills
- Expertise in using the requisite analytical tool(s): for example conducting questionnaires, conducting interviews, sampling a statistical population and processing the data, working with historical archives, operating mathematical-statistical formulae, and designing, managing and controlling an experiment
- Understanding of analytical tools (e.g. chemical analysis of ferments, correlations, etc.)
- Financial implications of the research

**RP EXAMINATION PROCESS**

The first part of the examination process is gaining acceptance of a proposal. During October and November candidates will submit this for review and approval. The proposal is approved (or referred or rejected) by the Research Paper Moderators, but will only be sent to them with the explicit approval of the MW Advisor. Candidates will be able to re-submit a referred proposal, or a new proposal if requested, in January. The Moderators will also provide appropriate feedback to the candidate via the candidate’s MW Advisor.

The Research Paper will be submitted to the RP Advisor in May, and after consultation, through them to the Examiners by the end of June.
Setting and Marking the Examination

THE EXAMINATION COMMITTEE

The content, conduct, and marking of the Master of Wine Examination is conducted by members of the Institute’s Examination Committee, and their work is overseen by the Education and Examination Board. The Examination Committee includes Masters of Wine from across the world.

The Examination Committee is made up of three panels, of which two (the Practical and Theory Panels) work on the closed book parts of the Examination. The third panel administers the Research Paper.

CANDIDATE ANONYMITY

Candidates taking the MW Examination are never identified by name. Those marking and moderating the papers can only identify papers by the candidate number.

REASONABLE ACCOMMODATION

The Institute is committed to a policy of equal access in all areas in which it operates. As such, it will endeavour to make reasonable accommodations to minimise disadvantages to students with disabilities or difficulties. No reasonable accommodation will give any candidate an unfair advantage over those candidates for whom accommodations are not being made.
Reasonable accommodations include, but are not limited to:

- Special access arrangements at Seminars and Course Days for students with disabilities and/or visual impairments.

- Changing standard examination assessment arrangements, where appropriate.

- Adapting assessment material, where appropriate.

It is the responsibility of the candidate to inform the Executive Office of any reasonable accommodations required at the time of application to the programme, so that necessary arrangements can be made. If the candidate is diagnosed with a condition during the programme, the Executive Office must be informed more than eight weeks before any assessment activity, or, if later, immediately upon diagnosis, if the candidate wishes to benefit from accommodations in that year.

A candidate wishing to have temporary special considerations taken into account should inform the Executive Office immediately the situation arises. No retroactive requests for special consideration can be taken into consideration.

It should be noted that special arrangements will not be made when a candidate’s particular difficulty directly affects performance in the skills that are the focus of the assessment, nor will the assessment demands be altered.

Out of fairness to all candidates, any request for reasonable accommodations and special considerations must be accompanied by documentary evidence from a medical or appropriate professional.

The implementation and management of this policy lies jointly with the Executive Director of the Institute and a dedicated Member of the Institute. Their decision is final.
THE PRACTICAL EXAMINATION

The Examination Committee’s Practical Panel consists of six MW Examiners and an MW Chair. Each of the three Practical papers is set by two of the MW Examiners. The other four Examiners, plus the Chair, assist them with tasting and selecting questions.

The question setting process starts in late November/early December. The Practical Panel taste through potential Examination wines checking for typicity and the quality level the panel seek to display.

The wines themselves are sourced and then sent from their point of origin to the exam centres. Therefore all those taking the Exam will be tasting wines bought at the same time and in the same place.

Following the Examination, the two MW Examiners who set a particular paper then separately mark all the scripts relating to that paper. They then send their results to the Practical Panel Chair for moderation.

The Practical Panel Chair moderates any marking discrepancies between Examiners. He/she also moderates the complete set of papers for any student that could be considered ‘borderline’ overall.

The Practical Panel Chair’s moderated results are then sent to the overall Chief Examiner, who checks and discusses the results, also involving the External Examiner. Further moderation may then take place before the Chief Examiner finally passes the results to the Education and Exam Board for approval.
THE THEORY EXAMINATION

The Examination Committee's Theory Panel consists of approximately thirty MWs. Each of the five Theory papers is set by a Paper Panel Chair and a team of Examiners. The Paper Panel Chairs then report to the overall Theory Panel Chair and the Chief Examiner.

The Paper Panel Chairs for each paper brainstorm with their MW teams to come up with topics and areas that they wish to examine. In December the Paper Panel Chairs meet with the Theory Panel Chair to discuss the ideas that have been put forward for individual papers and to formulate questions. They refine the final questions and ensure there is a good balance across the whole Examination.

Once the wording for the questions has been agreed, they are checked by non-native speakers of English to ensure they are comprehensible. They are then typeset, and comprehensively proofread before the Examination papers are printed.

Every answer is marked by two MW Examiners. Each Examiner marks up to three questions. They mark all scripts separately, and return their marks to the relevant Paper Panel Chair for moderation.

The Paper Panel Chair then moderates if there is any discrepancy between the two marks. He/she also moderates the complete set of papers for any student that could be considered 'borderline' for that paper.

The Theory Panel Chair considers the overall results and moderates across all five papers. Any candidate who is 'borderline' overall will be reconsidered as necessary. He/she then meets with all the Paper Panel Chairs and both the Chief Examiner and the External Examiner. Final results are discussed and more moderation may be required. Once the Chief Examiner is confident that the process is complete, he/she passes the results to the Education and Examination Board for approval.

Once the Education and Examination Board approve all the results, statistical data is collated for all papers, and a report on the conduct of the Examination from the External Examiner is presented to the Education and Examination Board.

Once the results are formally approved in this way, results are sent out to all candidates by e-mail and letter. This is the first time that candidates are identified by name throughout the whole process.

THE RESEARCH PAPER

The first part of the examination process is gaining acceptance of a proposal. The proposal is approved (or referred or rejected) by the Research Panel Moderators. They also provide appropriate feedback to the candidate via the candidate's MW Advisor.

Like the other two parts of the Exam, each Research Paper is examined by two MW Examiners, and occasionally by a non-MW expert in that field. If there is a discrepancy in the marking, it will be looked at by the Research Paper Moderators, and if necessary, the Chief Examiner and External Examiner.

As with the other parts of the Examination, those marking and moderating the Research Papers can only identify papers by the candidate number. Candidates' identities will only be revealed when it is announced that they have become a Master of Wine.
### ASSESSMENT AND MARKING BAND DESCRIPTIONS

#### The Theory and Practical papers

<table>
<thead>
<tr>
<th>Theory Papers</th>
<th>Practical Papers</th>
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<tbody>
<tr>
<td><strong>A+ 80+</strong></td>
<td>Provides an excellent answer to the question, drawing on a very wide range of examples and relevant literatures from a multidisciplinary perspective. Reflects excellent knowledge and experience of the wine trade. Very well written, with clear and convincing structure of argument.</td>
</tr>
<tr>
<td><strong>A 70–79</strong></td>
<td>Provides a good and convincing answer to the question, drawing on a good range of examples and relevant literatures from a multidisciplinary perspective. Reflects good knowledge and experience of the wine trade. Well written, with good structure of argument.</td>
</tr>
<tr>
<td><strong>B 65–69</strong></td>
<td>Provides a sound answer to the question, drawing on a range of examples and relevant literatures from a multidisciplinary perspective. Reflects appropriate knowledge and experience of the wine trade. Satisfactorily written, with clear structure of argument.</td>
</tr>
<tr>
<td><strong>C 55–64</strong></td>
<td>An incomplete answer to the question that omits key issues. Contains few examples or mentions of relevant literatures; insufficiently multidisciplinary in approach. Insufficient knowledge and experience of the wine trade. Adequately written, with weak structure of argument.</td>
</tr>
<tr>
<td><strong>D 35–54</strong></td>
<td>Very limited answer to the question, with few examples and negligible mention of relevant literatures; very little multidisciplinary approach. Reflects little knowledge or experience of the wine trade. Inadequate written style or structure of argument.</td>
</tr>
<tr>
<td><strong>E &lt; 35</strong></td>
<td>Does not answer the question. Fails to provide examples and does not mention relevant literatures. Lacks multidisciplinary approach. Reflects negligible knowledge or experience of the wine trade. Very poor written style and very inadequate structure of argument.</td>
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### Research Paper – marking criteria

<table>
<thead>
<tr>
<th>Grade</th>
<th>Marking Criteria</th>
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</table>
| **A** Pass with Distinction | - Persuasive and masterful treatment of the subject.  
- Shows a high level of knowledge and understanding on the subject matter.  
- Has rigorously explored the subject matter as defined by the synopsis.  
- Demonstrates original research with a clear focus on analysis rather than just description. Shows some evidence of original thinking.  
- Provides an excellent account of the methodology and the sampling strategy used.  
- Provides a thorough and rigorous review of the relevant literature.  
- Argues convincingly and coherently, leading to sound conclusions.  
- High quality of grammar, spelling and presentation.  
- All sources cited accurately in the text and listed in the bibliography.  
- Is written within the required word limit. |
| **B** Pass             | - Original research used from a sufficient number of suitable sources to address most matters in the synopsis, and to enable relevant conclusions to be drawn.  
- Includes appropriate analysis, over and above mere description.  
- Clear discussion of methodology and sampling strategy used.  
- Includes a sound review of the relevant literature.  
- Coherently argued and clearly structured and expressed.  
- Good level of grammar, spelling and presentation.  
- Sources cited accurately in the text and listed in the bibliography.  
- Is written within the required word limit. |
| **C** Refer            | - Insufficient evidence of original research, but capable of reworking to a level that would pass.  
- Focuses excessively on description rather than analysis, but has potential to be reworked to reveal an appropriate level of analysis.  
- Insufficiently addresses the synopsis.  
- Methodology poorly articulated.  
- Narrow evidence base.  
- Contains some factual inaccuracies that can readily be corrected in a revision.  
- Incomplete or unclear arguments leading to unconvincing conclusions.  
- Inadequate presentation either in structure (e.g. new material introduced in conclusion), spelling, or grammar.  
- Insufficient referencing, lack of co-ordination between text citations and bibliography.  
- Exceeds permitted word count, or excessive amount of material included in appendices. |
| **D** Fail             | - Fundamentally weak: contains major errors of fact or logic, or shows a lack of knowledge or understanding of key matters.  
- Very little original research, relying heavily on existing literature, or on hearsay, or discussion with a statistically insignificant number of respondents.  
- Has very little analysis.  
- Fails to address objectives of synopsis in a coherent way, or to draw relevant conclusions.  
- Inadequate account of methods and sampling strategy.  
- Very narrow evidence base.  
- Muddled structure and poor presentation; poor spelling and grammar. Very difficult to follow.  
- Major shortfalls in referencing, with high levels of inaccuracies or omissions.  
- Length exceeds permitted word count, or excessive amount of material included in appendices. |
The Institute offers a self-directed Study Programme. This means that it is the responsibility of the students to prepare themselves for the Examination.

INSTITUTE WEBSITE

The Institute’s website is the first point of reference for all students. It has a dedicated Students’ Area containing a wide range of resources, including:

- Details for Seminars, Course Days and student trips
- Assignment Marking Scheme details, such as questions and submission deadlines
- A recommended reading list
- Subscriptions and other discounted offers to students
- An online resource library with presentations, papers and other information materials from past Seminars and Course Days
PAST PAPERS AND EXAMINERS’ REPORTS

The Institute publishes past Theory and Practical Examination papers and the complementary Examiners’ Reports on its website.

Examiners write an annual report to review the performance of candidates. These reports do not provide model answers, but they do highlight what made some essays outstanding and where others failed.

EXAMINATION FEEDBACK DAYS AND VIDEOS

As well as a written Examiners’ Report, the Panel Chairs of the Theory and Practical papers are filmed discussing their reports. In the videos, they typically expand on their written reports, offering further insights.

INSTITUTE EVENTS

The Institute organises events around the world. These include walk-around tastings, tutored seminars and thematic tastings. Many events are held in London, but there are other events in North America and Australasia, as well as at international trade fairs.

The flagship event is the Annual Claret Tasting which is held in London, North America and Australia.

All events are advertised on the Institute’s website, and students receive a 25% discount.

RECOMMENDED READING LIST AND LIBRARY

There is a recommended reading list published in the student area of the Institute’s website, which is by no means definitive. It consists of a collection of books that Masters of Wine found useful during their studies.

The Institute has its major collection of books in the Guildhall Library in the City of London, where it has been integrated into the food and wine collection. The use of the Guildhall Library is free and their catalogue is available online.

There is a small collection of books at the Institute’s offices in Central London, which students are equally welcome to use.
Fees & Scholarships

Tuition fees are set on an annual basis and they are payable at the beginning of the academic year. The Institute itself does not offer scholarships for the financing of fees.

Some scholarships are offered by Supporters and wine companies. Some furnish the winner with study trips to wine regions and others to industry events and conferences. A list of available scholarships is published on the Institute’s website.
Fees

The 2015-16 Study Programme fees are listed below:

<table>
<thead>
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<th></th>
<th>Europe (£)</th>
<th>North America (US$)</th>
<th>Australasia (AUS$)</th>
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<tbody>
<tr>
<td><strong>With tax</strong></td>
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<tr>
<td><strong>Without tax</strong></td>
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<td><strong>(if EU tax number provided)</strong></td>
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<tr>
<td>Application fee</td>
<td>GBP 160</td>
<td>USD 265</td>
<td>AUD 341</td>
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<td></td>
<td>GBP 192</td>
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<tr>
<td>Stage 1 fee/Stage 2 fee</td>
<td>GBP 3400</td>
<td>USD 4850*</td>
<td>AUD 6281*</td>
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<tr>
<td></td>
<td>GBP 4080</td>
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<tr>
<td>Stage 2 Theory Only fee</td>
<td>GBP 2120</td>
<td>USD 2880*</td>
<td>AUD 3729*</td>
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<td></td>
<td>GBP 2544</td>
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<tr>
<td>Stage 2 Practical Only fee</td>
<td>GBP 3400</td>
<td>USD 4850*</td>
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<td></td>
<td>GBP 4080</td>
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<tr>
<td>Stage 2 exam entry fee (2015 exam)</td>
<td>GBP 1430**</td>
<td>USD 2180**</td>
<td>AUD 3003**</td>
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<td>GBP 1716**</td>
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<tr>
<td>Research paper fee</td>
<td>GBP 1000</td>
<td>GBP 1200</td>
<td>GBP 1000</td>
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</table>

Fees are inclusive of the following:

- Participation in the residential Seminars, which offer a variety of lectures, workshops and tasting sessions.
- Participation in Course Days.
- Mentor support from a Master of Wine.
- Access to discounted tickets for Institute events.
- Assessments in the form of the Assignment Marking Schemes (AMS).
- Access to the student area of the Institute’s website, which contains important information and resources.

In addition to fees paid to the Institute, students will need to factor in the costs of travelling to Seminars, Course Days and Examinations as well as the purchasing of wines for personal tastings/study.

The fees will cover the tuition of the given programme and, in certain cases, residential accommodation. Fees marked with * do not include accommodation. Fees marked with ** indicate that these are fees for the previous period (2015) and that they are subject to change for 2016. They are provided as an indication only.
The Institute’s vision is one of knowledge and integrity. Through our Members – the international community of Masters of Wine – and our activities, we promote excellence, interaction and learning across all sectors of the global wine community.

We would like to acknowledge the valuable role played by the members of our Supporter community, particularly in relation to the delivery of the Study Programme.

**Principal Supporters:**
- AXA Millésimes
- The Austrian Wine Marketing Board
- Berry Bros & Rudd
- The Madame Bollinger Foundation
- Waitrose

**Major Supporters:**
- Constellation Brands
- Istituto Grandi Marchi
- Jackson Family Wines
- Riedel Crystal
- Santa Rita Estates
- Taransaud Tonnellerie
- Vins et Vignobles Dourthe

**Supporters:**
- Accolade
- Le Conseil des Grands Crus Classé's en 1855
- Gonzalez Byass
- Hildon Water
- Lallemand
- MAGH Flynt Inc. / DC Flynt MW Selections
- Maison Louis Jadot
- Schloss Vollrads
- Südtirol/Alto Adige Wines
- Symington Family Estates
- Trentodoc
- Villa Maria Group
- Viña Errázuriz
- The Vintners’ Company
- William Fèvre