

Semester	French course	Module / discipline	Topics	Lecturer	Lecture language	Tutorat en English Supports	Support language	Nb of hours	ECTS*	Evaluation**
2	B TSA VO	M53 - Viticulture	Plant pathologies - Pathogens, pest, diseases (mildiou, oïdium, botrytis, ...) - Diagnostic methods Control of plant disease • Conventional • Organic • Biodynamic • Integrated Pesticides • classification • pesticide impact on environment • pesticide registration and sales • pesticide safety Different ways of soil cultivation	B. Brunet	English	Yes	English / French	20	3	paper test 3 hours
		M53 - Equipment	Viticultural material Planting préparation Organization of the plot Vine work Green Harvest Pruning Shearing Fertilization Spraying	B. Brunet	English	Yes	English / French	30		
		M54 - Chemistry	Acidity of the must / wine Predominance domain - Reaction Dosage pH pH Influence on the wine (colour, SO2)	C. Verret	English	Yes	English / French	10		
		M54 - Œnology	White winemaking Rosé winemaking Red winemaking Winemaking in Beaujolais (Semi-carbonic maceration) Particular winemaking	C. Reynes	English	Yes	English / French	25	4	Oral exam
		M54 - Œnology	Must and wine analysis Total acidity pH Volatile acidity Sulfur dioxide Alcohol Sugar Enzymatic dosage (MLF) Polyphenolic compounds (spectrophotometry)	F. Canpont	French	Yes	English / French	20		
		M23 - English	Oral expression (sell a wine) Powerpoint creation about a chosen product Sale argumentation Winetasting in english	D. Maitre	English	Yes	English / French	25	6	oral exam
		MIL - Marketing and innovative techniques	sensory evaluation (basic) To sell Marketing concept Sell a wine in English Vendre son vin à l'étranger Sell wine abroad	several	English	Yes	English / French	30		

BTSA TC Vins et spiritueux	M57 - Beverage technology	Tasting physiology (usually semester 1) Winetasting : - Still wines from the world - Fortified wines - Sparkling wines Spirit tasting Fortified winemaking Sparkling Winemaking Spirit production	C.Verret	English	Yes	English / French	30	2	to be defined	
	M57 - Beverage technology	Microbiology (basic)	C. Reynes	English	Yes	English / French	10	1		
	M53 - Marketing	Lectures : Introduction to marketing - Marketing objective -Marketing surrounding (controllable and uncontrillable variables) - Marketing mix elements (4P : Product-Price- Promotion-Place) and relationships -Strategic marketing Pracicals : Wine marketing • Wine marketing • Different steps of the life cycle of a product/service • Company strategy to increase sales and market share (4 P)	F. Tournassus	English	Yes	English / French	35	2		
	M54 - Commercial relationship	The different steps of a sale Prospection Preparation of a visit (get in touch) Discover of the needs, argumentation, objection treatment Conclusion of the sale and after	F. Mosnier	English	Yes	English / French	20	2		
	M58 - Business english	welcomine customers / selling role plays the marketing strategies : brand the marketing strategies : packaging the marketing strategies : ads/ target audience company case business trip	C. Lévy	English	Yes	English / French	10	1		
3	BTSA VO	M52 - M55 - Terroir and sustainability	Terroir and typicity notions Terroir components Landscape reading Tasting physiology Project (to be defined)	B. Brunet - F. Chirat - C. Verret	English / French	Yes	English / French	30	3	report + oral
		M52 - M55 - Terroir and sustainability	Sustainability notion sustainable approach of the production system Quality management Traceability Pesticide storage organization Wastes treatments Project	B. Brunet - F. Chirat - C. Verret	English / French	Yes	English / French	50	6	report + oral
		M 54 - Chemistry	Physical and chemical evolutions of the wine Oxydo-reductions in the wine Esterification in the wine	C. Verret	English	Yes	English / French	30	4	Technicological or regulations report
		M 54 - Cœnology	Must corrections Enzymes Enrichment (chaptalisation, soustractive methods...) Acidity corrections SO2 Oak ageing	F. Canpont	French	Yes	English / French	15		

		M54 - Equipment	Harveting materials Transportation materials Extraction equipment Grape and wine pumps Temperature controll	B. Brunet	English	Yes	English / French	15		
		MIL - Marketing and innovative techniques	Packaging Market studies Knowledge of the wines and the marketing pratices in the world English (written comprehension)	C. Reynes - F. Mosnier - D. Maitre	English	Yes	English / French	50	4	report + oral
4	B TSA VO	M53 - Viticulture	Climate - Macro- and meso-climate - Influence on the vine and its physiology - Conséquences on the harvest Soil - Composition and organization of the soil - History (physical, chemical and biological process) - Different phases of the soil - Organic matter and humification - Mineral composition - Biological characteristic of the soil -Texture et de structure - Density and porosity - Water in the soil  Fertilisization - Major components of the soil (nitrogen, potassium, trace elements) - Mineral supply - Hydric supply - Differents fertilizers - Mineral balance	B. Brunet	English	Yes	English / French	40	3	paper test 3 hours
		M54 - Equipment	The Cellar (vat room) Clarification material Bottling material Cellar organization Waste treatment	B. Brunet	English	Yes	English / French	15	4	Oral
		M54 - Œnology - chemistry	Precipitation reaction Tartaric precipitation Complexation Physic and chemical accidents Taste alterations Lactic and acetic bacteria Malolactic fermentation Wine diseases	C. Verret	English	Yes	English / French	15		
		M54 - Œnology	Colloids Fining Filtration Preparation to bottling and bottling Hygiene	F. Canpont	French	Yes	English / French	30		
		M23 - English	Written expression	D. Maitre	English	Yes	English / French	20	2	paper exam
		M61 - Project	Technical project (course in an estate / organism / school)	several	English	Yes	English / French	-	15	paper + oral

\* In red when not define in the course (proposal only)

\*\*can be defined differently if the student choose only one part of the lecture (to be discussed)