

Master in Biology

Lab science trading (LST)

Presentation

Consecutively to a 4 years training in biological sciences at the University the students benefit of a 1 year training in trading. They learn how to promote the scientific solutions which are proposed by French or foreign companies to their clients and users in the domains of health, environment, chemistry and in an international context. The students are trained :

- 1) To understand the scientific activities of the clients (which are mainly laboratories)
- 2) To explain and propose the scientific and technical information to the various partners of the sale and purchasing chain (scientists ; users ; persons in charge of purchases ; quality controllers ...)

They thus need to be trained in commercial communication in order to be able to listen, ask questions and provide adequate solutions ; promote their company on the internet; adapt the markets acquisition strategies to various cultures and countries. The first year of the "Lab science trading" master program (Molecular and cellular biology program) is meant to :

- 1) Complete the general scientific background of the enrolled students in various fields of biology (cell biology, genetics and biochemistry) (semester 7)
- 2) Introduce the students to their specific master 2nd year's program by offering them specialized courses (semester 8)
- 3) Introduce the students to a research project, from its conception to its experimental undertaking and up to the report of the obtained results by an oral presentation as well as a written report (module of 18 ECTS during the semester 7 ; internship of 2 months in a research laboratory or in a R&D laboratory from a private company)
- 4) Allow the students to develop their written and oral skills for the search of internships and/or jobs as well as for the presentation of research projects and experimental results (mandatory modules of 3 ECTS - Communication tools - and 18 ECTS during the semester 7, 2 months internship during the semester 8).

Registration and scholarships

Second year of the master's degree in Biology : To be eligible to apply, you should have completed (or you should be enrolled in) a first year of a master's degree in Sciences, *i.e.* you should have validated 60 ECTS of a master's degree in Sciences by the end of the current academic year.

Public continuing education : You are in charge of continuing education :

- if you resume your studies after 2 years of interruption of studies
- or if you followed training under the continuous training regime one of the previous 2 years
- or if you are an employee, job seeker, self-employed

If you do not have the diploma required to integrate the training, you can undertake a [validation of personal and professional achievements \(VAPP\)](#)

- 3 application campaigns are organized for the master 2nd year Lab science trading
- Campaign 1: Campaign opening on e-candidate from 02 to 20 March 2020 included
- Campaign 2 : Open campaign on e-candidate from March 30 to April 17 2020 included
- Campaign 3 : Open campaign on e-candidate from April 27 to May 15, 2020 included

An interview will be proposed to the applicants to the first or second year of the master's degree in order to test their motivation. Do you want to apply and sign up for a course ? Please be aware that the procedure differs depending on the diploma you want to take, the diploma you have already obtained and, for foreign students, your place of residence. Let us be your guide – simply follow this [link](#):

Further studies

The students who enroll in the Lab science trading master program are usually highly motivated to graduate from their master degree and then begin their professional career: continuing with another formation after the graduation thus remains exceptional. Graduating from the Lab science trading master program leads to a career as a product manager, sale manager, community manager, sale representative application engineer. It can also lead to a job in sale communication, customer services, sales support...

Practicals informations :

- > **School** : UFR Chimie-Biologie
- > **Duration** : 1 year
- > **Course type** : Initial and Continuing Education
- > **Location(s)** : Grenoble - University campus
- > **Contacts** :

Programme director

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Administrative contact

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Program

Master 2nd year

Semester 9

UE Sales and commercial negotiation	6 ECTS	60h
UE Marketing : an approach to foreign markets	3 ECTS	40h
UE Sociological and cultural approach in different parts of the world	3 ECTS	60h
UE Knowledge of company management, accounting and logistics	3 ECTS	60h
UE Project management	3 ECTS	20h
UE Biotechnology and cross training between selling and science	3 ECTS	60h
UE Principles of instrumental analysis	3 ECTS	60h
UE Imaging technologies for life sciences	3 ECTS	60h

UE Relationship with the professional world 3 ECTS 44h

Semester 10

UE Internship (part II)	27 ECTS
UE Communication in scientific english (part II)	3 ECTS