

Parcours Science trading 2e année

Master Biologie



Niveau d'étude
visé
Bac +5



ECTS
60 crédits



Durée
1 an



Composante
UFR Chimie-
Biologie



Langue(s)
d'enseignement
Anglais

Présentation

Consecutively to a 4 years training in biological sciences at the University the students beneficiate 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 ...)

To perform in this Job, Students need to be trained in commercial communication in order to be able to listen, ask questions and provide adequate solutions ; At the end of the year , students will be able to promote their company in the digital world; They will be able to adapt the markets acquisition strategies to varoius cultures and countries. The first year of the Science Trading master program is mean to :

- Complete the general scientific background of the enrolled students in various fields of biology (cell biology, genetics and biochemistry) (first semester of the master 1st year's program or in chemistry and physics)

- Introduce the students to their specific 2nd year's program by offering them specialized courses (second semester of the master 1st year's program,"connaissance de l'entreprise at the second semester of the first year of Master)
- 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 first semester of the master 1st year's program ; internship of 2 months in a research laboratory or in a R&D laboratory from a private company. This Module in not mandatory to access in the M2 Science Trading but is recommended.)
- 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 first semester, 2 months internship during the semester 10"

Formation internationale : Formation tournée vers l'international

Admission

Conditions d'admission

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 ETCS 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).

Candidature

Master 2 Science Trading

- Opening period for recruitment : **from 4th of march to 27th of march 2024** with e-candidat
- Opening period for recruitment : **from 28th of march to 15th of april 2024** with e-candidat
- Opening period for recruitment : **from 29th of april to 15th of may 2024** with e-candidat

You want to apply and sign up for a course master ? 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

Droits de scolarité

UGA registration fees 2024 / 2025 : 243 € + 100 € CVEC

Et après

Poursuite d'études

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...

Infos pratiques

Contacts

Responsable pédagogique

Ghislaine Pellat

✉ Ghislaine.Pellat@univ-grenoble-alpes.fr

Secrétariat de scolarité

Nadège Vaillant

✉ nadege.vaillant@univ-grenoble-alpes.fr

Laboratoire(s) partenaire(s)

Fabrilabo

[🔗 http://www.fabrilabo.com](http://www.fabrilabo.com)

Comité Interprofessionnel des Fournisseurs du Laboratoire

[🔗 https://cifl.com/](https://cifl.com/)


European federation of precision mechanical and optical industries

[🔗 http://eurom.org/](http://eurom.org/)

Lieu(x) ville

📍 Grenoble

Campus

 Grenoble - Domaine universitaire

Programme

Master 2e année

Semestre 9

	Nature	CM	TD	TP	Crédits
UE Sales and commercial negotiation	UE	10h	40h		6 crédits
UE Marketing : an approach to foreign markets	UE	10h	30h		3 crédits
UE Sociological and multicultural approach of market	UE	16h	27h		3 crédits
UE Company knowledge and management	UE	10h	27h		3 crédits
UE How to build and manage a Commercial Programme	UE	20h	24h		3 crédits
UE Biotechnology	UE	10h	17h		3 crédits
UE Imaging technologies and applications	UE	16h	22h		3 crédits
UE How to establish relationships and links with the professional world	UE	10h	35h		3 crédits
UE Answers to customer's needs by Metrology	UE	10h	25h		3 crédits
UE Omnical method for selling and business ethic	UE	10h	27h		3 crédits

Semestre 10

	Nature	CM	TD	TP	Crédits
UE Internship (part II)	UE				27 crédits
UE Anglais	UE		28h		3 crédits