

## Parcours Science trading 2e année

### Présentation

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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"

### Admission

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#### 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

- 3 sessions to apply:
- From 1 to 24 March included
- From 27 March to 14 April included
- From 24 April to 12 May included

Candidates from a foreign University, please see the admission requirements on the following [website](#)  
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.

## Droits de scolarité

UGA registration fees: 243€ + 92€ CVEC

## 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 :

- > Composante : UFR Chimie-Biologie
- > Niveau : Bac +5
- > Durée : 1 an
- > Type de formation : Formation initiale / continue, Formation en apprentissage
- > Lieu : Grenoble - Domaine universitaire

## Contacts

### Responsable pédagogique

Pellat Ghislaine  
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### Secrétariat de scolarité

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## Programme

### Master 2e année

#### Semestre 9

UE Sales and commercial negotiation 6 ECTS

UE Marketing : an approach to foreign markets 3 ECTS

UE Sociological and multicultural approach of market 3 ECTS

<b>UE Company knowledge and management</b>	3 ECTS
<b>UE How to build and manage a Commercial Programme</b>	3 ECTS
<b>UE Biotechnology</b>	3 ECTS
<b>UE Imaging technologies and applications</b>	3 ECTS
<b>UE How to establish relationships and links with the professional world</b>	3 ECTS
<b>UE Answers to customer's needs by Metrology</b>	3 ECTS
<b>UE Omnical method for selling and business ethic</b>	3 ECTS

## Semestre 10

<b>UE Internship (part II)</b>	27 ECTS
<b>UE Communication in scientific english (part II)</b>	3 ECTS