Master Biologie

Parcours Lab Science Trading (LST)

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 ...)

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) (first semester of the master 1st year's program)

2) Introduce the students to their specific 2nd year's program by offering them specialized courses (second semester of the master 1st year's program)

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 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)

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 first semester, 2 months internship during the semester 10)

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

3 application campaigns are organized for the master 2nd year Lab science trading

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- 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

Candidates from a foreign University, please see the admission requirements on the following website : http://https://www.univ-grenoble-alpes.fr/courses/applications-and-enrollment/
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

Tuition fees 2019-2020 : 243 €
CVEC fees : 91 €

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
> Durée : 1 an
> Type de formation : Formation initiale / continue
> Lieu : Grenoble - Domaine universitaire

Contacts

Responsable pédagogique

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Contact administratif

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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 cultural approach in different parts of the world	3 ECTS
UE Knowledge of company management, accounting and logistics	3 ECTS
UE Project management	3 ECTS
UE Biotechnology and cross training between selling and science	3 ECTS
UE Principles of instrumental analysis	3 ECTS

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UE Imaging technologies for life sciences	3 ECTS
UE Relationship with the professional world	3 ECTS

Semestre 10

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