

## Parcours Science trading 2e année

### Présentation

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[Pour obtenir plus d'informations sur le Master dans son ensemble, consultez le site dédié.](#)

Science Trading is a new Master 2 course which allows students who have completed the first year of the Physics Research and Innovation (RI) or Fundamental Research (RF) Master's degree to enter the international commercial field with a solid scientific background. It covers all physics disciplines and students can choose their speciality (optical instrumentation, cryogenics, vacuum etc.).

It is an international course and all are taught in English as this language is required for export. They are taught by a team of trainers from the academic and industrial world. The courses on marketing are oriented towards the provision of solutions proposed by companies to customers and take into account practices in the world. They are followed simultaneously by chemistry and biology students. Specific courses train students from the first year of the Master's degree in IR or RF physics to the scientific information needs of clients, and students can choose a physics discipline in which they wish to specialise.

The Master 2 Science Trading course is a sandwich course, but also an initial course for students from outside Europe. It thus enables all admitted students to join the companies in France or abroad that have recruited them from September onwards. They will then be able to obtain their first commercial results as early as January/February and continue their business until June. The courses are divided between the two semesters and the students' presence at the university will be one week per month over 12 months. The rest of the time, all students will be in business.

Objectives :

The skills targeted at the end of the ScienceTrading course are :

- To know how to organise, lead and follow up international commercial actions
- Master the English language in order to be able to negotiate
- Be able to listen to the client and adapt to different cultures
- Be able to adapt to a foreign professional environment
- Know how to use the tools of international negotiation in order to deliver solutions to clients
- Know how to choose and manage an international distributor
- Know how to prospect in the world by using digital tools in an adapted way
- Know how to talk science to your client and understand their working environment
- Be autonomous, flexible and daring
- Know how to organise your travels with a view to commercial profitability.

At the end of the Master 2 Science Trading, students will be entrusted with international missions such as: salesperson, product manager, technical sales engineer, community manager in the sales department, customer relations manager, and manager of distributors around the world.

### Admission

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#### Conditions d'admission

Conditions of access :

- Application via Eandidat (open from March of each year). A letter of motivation is required in addition to the diplomas, in English
- After examination of the application, the candidate may be invited to an audition with a jury composed of teachers and professionals. Auditions will be scheduled on an ongoing basis
- After a positive recruitment, the candidate is invited to find a company that will welcome him/her in the framework of a work-study cooperation or an internship within a maximum period of two months after the beginning of the training
- The UGA is responsible for the administrative organisation of contracts/agreements with companies

### Application

Would you like to apply and register? Please note that the procedure differs according to the degree you are planning to study, the degree you have obtained, or your place of residence for foreign students. Simply follow this [link](#) for guidance

### Continuing education public

You come under the heading of continuing education:

- if you are resuming your studies after a 2-year break
- or if you were following a training course under the continuing education system in one of the 2 previous years
- or if you are an employee, job seeker or self-employed

Some modules can also be chosen in the framework of continuing education for employees.

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

For more information, consult the web page of the [Directorate for Continuing Education and Training](#)

For all:

The course is accessible to the Validation of Acquired Experience VIE (Volontaire International en Entreprise): The VIE contract is a contract signed with a company for a minimum of 6 months and a maximum of 2 years. This contract is signed between Business France and the student who is placed at the disposal of the requesting company. Business France invoices the company hosting the VIE for the service provided. The assignments entrusted to the young person concern the development of a region of the world that is useful for the company's exports. It allows a young person to start an international career while being under a status dependent on the French State. Financial compensation varies according to the country. For more information: [www.civi.org](http://www.civi.org) ; [www.ubifrance.fr/vie](http://www.ubifrance.fr/vie)

## Candidature


Would you like to apply and register?

Simply follow this [link](#) for guidance

## Pré-requis obligatoires

Prerequisites :

No prerequisites are required for business courses.

For physics, the general courses expected at M1 level are required. Although open to both M1 courses, RF and RI, the latter will be better prepared because of the presence of projects in their curriculum. Similarly, it is recommended that students take courses with a strong experimental component. In case of doubt, contact the course leader,  [Patricia Segonds \(patricia.segonds@neel.cnrs.fr\)](mailto:patricia.segonds@neel.cnrs.fr)

## 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...

## Insertion professionnelle

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Retrouvez toutes les informations concernant le taux de réussite au diplôme et le devenir de nos diplômés (lien : <https://www.univ-grenoble-alpes.fr/formation/devenir-de-nos-diplomes/>).

Il est également possible de consulter nos documents-ressources *Des études à l'emploi* classés par domaines de formation (lien : <https://prose.univ-grenoble-alpes.fr/metiers-secteurs/choisir-une-thematique-ou-un-secteur/>).

## Infos pratiques :

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- > Composante : UFR PHITEM (physique, ingénierie, terre, environnement, mécanique)
- > Niveau : Bac +5
- > Durée : 1 an
- > Type de formation : Formation initiale / continue, Contrat de professionnalisation, Formation en apprentissage
- > Lieu : Grenoble - Domaine universitaire

## Contacts

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### Responsable pédagogique

Segonds Patricia  
 Patricia.Segonds@neel.cnrs.fr

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

### Secrétariat de scolarité

Gestionnaire  
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Demande de candidature  
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### Responsable formation continue et alternance

Di Ruzza Laura  
 fc-phitem@univ-grenoble-alpes.fr

## Programme

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### Master 2e année

#### Semestre 9

<b>UE Sales and commercial negotiation</b>	6 ECTS
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<b>UE Sociological and multicultural approach of market</b>	3 ECTS
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<b>UE Company knowledge and management</b>	3 ECTS
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<b>UE How to build and manage a Commercial Programme</b>	3 ECTS
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<b>UE How to establish relationships and links with the professional world</b>	3 ECTS
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<b>UE Physics Technology</b>	3 ECTS
<b>UE Answers to customer's needs by metrology</b>	3 ECTS
<b>UE Marketing : an approach to foreign markets</b>	3 ECTS
<b>UE Omnical method for selling and business ethic</b>	3 ECTS
<b>UE Imaging technologies and applications</b>	3 ECTS

## Semestre 10

<b>UE Stage</b>	27 ECTS
1 option(s) au choix parmi 2	
<b>UE Anglais - Master 2 - Semestre 10</b>	3 ECTS
<b>UE Français langue étrangère (FLE) - Semestre 10</b>	3 ECTS