



**Target level**  
Baccalaureate  
+5



**ECTS**  
60 credits



**Duration**  
1 year



**Component**  
UFR Chimie-  
Biologie



**Language(s) of instruction**  
English

## 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 :

- Complete the general scientific background of the enrolled students in various fields of biology (cell biology, genetics and biochemistry) (semester 7)
- Introduce the students to their specific master 2nd year's program by offering them specialized courses (semester 8)

- 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)
- 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).

**International education** : Internationally-oriented programmes

## Admission

### Access conditions

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)

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## Candidature / Application

### Master 2 Science trading

- 1st opening period for recruitment on e-candidat : **from 4th of march to 27th of march 2024 included**
- 2nd opening period for recruitment on e-candidat : **from 28th of march to 15th of april 2024 included**
- 3rd opening period for recruitment on e-candidat : **from 29th of april to 15th of may 2024 included**

Let us be your guide – simply follow this [link](#)

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.

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

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## Fees

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

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## And after

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### 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...

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## Sector(s)

The program leads to the following careers/jobs in the following fields : sales, area manager, product manager, sales manager, communications, customer relations, community manager, application engineer, sales support....

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## Useful info

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### Contacts

#### Program director

Ghislaine Pellat

✉ [Ghislaine.Pellat@univ-grenoble-alpes.fr](mailto:Ghislaine.Pellat@univ-grenoble-alpes.fr)

#### Administrative contact

Nadège Vaillant

✉ [nadege.vaillant@univ-grenoble-alpes.fr](mailto:nadege.vaillant@univ-grenoble-alpes.fr)

#### Continuing education manager

Muriel Lascar

☎ 04 76 01 26 28

✉ [fc-chimiebio@univ-grenoble-alpes.fr](mailto:fc-chimiebio@univ-grenoble-alpes.fr)

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## Partner laboratories


Fabrilabo

 <http://fabrilabo.com>

Comité Interprofessionnel des Fournisseurs du  
Laboratoire

 <https://cifl.com/>

European federation of precision mechanical and  
optical industries

 <http://eurom.org/>

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## Course location(s) - City

 Grenoble

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## Campus

 Grenoble - University campus

# Program

## Master 2nd year

### Semester 9

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

### Semester 10

	Nature	CM	TD	TP	Crédits
UE Internship (part II)	Teaching Unit (UE)				27 credits
UE Communication in scientific english (part II)	Teaching Unit (UE)				3 credits