SCIENCES, TECHNOLOGIES AND HEALTH

Optics and international marketing and sales (OptiCo)

Master in Physics

Duration
2 years

Component
UFR PhITEM (physique, ingénierie, terre, environnement, mécanique)

Language(s) of instruction
English

Presentation

OptiCo will offer a master with professional opportunities for students with at least a master 1st year in Physics, who wish to pursue careers in international business.

There is no business strategy, the course focuses on the job of BtoB promotion of scientific products.

For a period of four months, teaching will be given in English by a team of trainers from academia and industry. It will focus on tools for working in an international business environment, and the use of optical and laser instrumentation. It will be followed by a lengthy internship in a company in France or abroad.

OptiCo will help students learn a sales profession with a dual competence. This is a new specialisation, which will join the courses in the commercial and scientific fields that have been offered to biologists and chemists for over 20 years at the UGA, and for which the professional integration rate has been 80% over the past three years, and 100% six months after graduation. Applications for the OptiCo master 2nd year will be examined by a jury made up of teachers and professionals.

Attention : The lessons of the first year of the master are taught in French; courses are fully taught in English from the second year

International education : Internationally-oriented programmes

Admission

Access conditions

- **For the first year :** holder of a general scientific degree with a specialisation in physics, or equivalent diploma
- **For the second year :** students who have completed the first year of a compatible programme or one of equivalent level

For candidates whose country of residence is not included in the "Studies in France" portal (PEF) scheme, the calendar for the eCandidat application campaigns is available here

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 a formation under the regime formation continues one of the 2 preceding 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 / Application

Would you like to apply and register ? Be aware that the procedure differs depending on the diploma, the degree obtained, or the place of residence for foreign students. Let us guide you simply by following this link

Applications for the OptiCo master 2nd year will be examined by a jury made up of teachers and professionals

Fees

Tuition fees 2019-2020 : 243 €

And after

Targeted trades

The targeted careers are:
- Technical sales rep in scientific instrumentation
- Industrial business developer

Depending on your preferences, motivation, and the interest shown by companies in your application, they may also include :
- Regional export manager
- Product manager
- Sales manager

Useful info

Contacts

Program administration

Application

phitem.candidature.etudiant@univ-grenoble-alpes.fr

Program administration

Registrar's Office for the Master in Physics

phitem.master.physique@univ-grenoble-alpes.fr

Course location(s) - City

Grenoble

Campus

Grenoble - University campus

Grenoble - Scientific Polygon

Know more

Master website

https://master-physique.univ-grenoble-alpes.fr/

Program

Master 1st year (in French)

Semester 7 (in French)

	Nature	CM	TD	TP	Crédits
UE Quantum mechanics and atomic physics	Teaching Unit (UE)	33h	24h		6 credits
UE Solid state physics, magnetism and semiconductors	Teaching Unit (UE)	31,5h	25,5h		6 credits
UE Dynamic systems, chaos and applications	Teaching Unit (UE)	24h	15h	10h	6 credits
UE Nuclear physics and particles	Teaching Unit (UE)	22,5h	15h	12h	6 credits
UE Optics I: Lasers & Spectroscopy	Teaching Unit (UE)	22,5h	15h	12h	6 credits

Semester 8 (in French)

	Nature	CM	TD	TP	Crédits
UE Occupational integration	Teaching Unit (UE)				3 credits
UE English	Teaching Unit (UE)				3 credits
UE Statistical physics	Teaching Unit (UE)	27h	21h		6 credits
UE Optical II: imaging and microscopy	Teaching Unit (UE)				3 credits
UE Solid state physics 2: electronic structure	Teaching Unit (UE)			8h	3 credits
UE Semiconductors 2	Teaching Unit (UE)			12h	3 credits
UE Structure and stellar evolution	Teaching Unit (UE)				3 credits
UE Fields and fluids	Teaching Unit (UE)				3 credits

UE General relativity and cosmology	Teaching Unit (UE)				3 credits
UE Advanced data analysis	Teaching Unit (UE)				3 credits
UE Magnetism and nanosciences	Teaching Unit (UE)			8h	3 credits
UE Quantum relativistic mechanics	Teaching Unit (UE)				3 credits
UE Nanophysics with local probes	Teaching Unit (UE)				3 credits
UE Matter radiation interaction	Teaching Unit (UE)	19,5h	9h		3 credits
UE Waves and imagery in natural environments	Teaching Unit (UE)				3 credits
UE Dynamics of geophysical fluids	Teaching Unit (UE)				3 credits

Master 2nd year

Semester 9

	Nature	CM	TD	TP	Crédits
UE Imaging technologies for life sciences	Teaching Unit (UE)				3 credits
UE Knowledge of company management, accounting and logistics	Teaching Unit (UE)	40h	20h		3 credits
UE Marketing : an approach to foreign markets	Teaching Unit (UE)	24h	4h	12h	3 credits
UE Optics lasers and cross-training between selling and science	Teaching Unit (UE)				3 credits
UE Project management	Teaching Unit (UE)	4h	16h		3 credits
UE Principles of instrumental analysis	Teaching Unit (UE)				3 credits
UE Relationship with the professional world	Teaching Unit (UE)	24h	20h		3 credits
UE Sociological and cultural approach in different parts of the world	Teaching Unit (UE)	40h	20h		3 credits

UE Sales and commercial negotiation	Teaching Unit (UE)	40h	20h		6 credits

Semester 10

	Nature	CM	TD	TP	Crédits
UE Internship	Teaching Unit (UE)				27 credits
UE English	Teaching Unit (UE)				3 credits
UE Transversal teaching of choice	Teaching Unit (UE)				3 credits