

Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants

Funding opportunities for Swiss UAS & UTE



Picture ETH Zürich <https://leadinghouseasia.ethz.ch/funding-instruments.html>

FHNW 7 February 2023

Programme

13.30	Welcome Daniel Halter Vice President for University Development FHNW
13.40	Introduction to Workshop
13.50	Briefing on Instruments <ul style="list-style-type: none">• Introduction to Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants – Goals & Objectives, Eligibility.• Introduction to Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants – Application Process, terms of funding
14.15	Success Story 1: Prof. Dr. Frédéric Pichelin from Bern University of Applied Sciences (https://leadinghouseasia.ethz.ch/portfolio/research-grantees/reset/frederic-pichelin0.html)
14.30	Coffee
15.00	Supporting UAS & UTE prospective applicants. <ul style="list-style-type: none">• Success Cases• Success Factors
15.45	Success Story 2: Prof. Dr. Klaus Zahn from HSLU (https://leadinghouseasia.ethz.ch/portfolio/innovation-grantees/innoet/klaus-zahn0.html),
16.00	Q&A / Discussion Information on further workshops
16.30	end

Welcome Address



Prof. Dr. Daniel Halter

Vice President for University Development

University of Applied Sciences and Arts
Northwestern Switzerland FHNW



Introduction & Programme

Programme

13.30	Welcome Daniel Halter Vice President for University Development FHNW
13.40	Introduction to Workshop
13.50	Briefing on Instruments <ul style="list-style-type: none">• Introduction to Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants – Goals & Objectives, Eligibility.• Introduction to Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants – Application Process, terms of funding
14.15	Success Story 1: Prof. Dr. Frédéric Pichelin from Bern University of Applied Sciences (https://leadinghouseasia.ethz.ch/portfolio/research-grantees/reset/frederic-pichelin0.html)
14.30	Coffee
15.00	Supporting UAS & UTE prospective applicants. <ul style="list-style-type: none">• Success Cases• Success Factors
15.45	Success Story 2: Prof. Dr. Klaus Zahn from HSLU (https://leadinghouseasia.ethz.ch/portfolio/innovation-grantees/innoet/klaus-zahn0.html),
16.00	Q&A / Discussion Information on further workshops
16.30	end

Workshop Goals

- Promote existing LH Asia (and other LH) funding instruments to UAS & UTE.
- Ensure UAS & UTE experts, researchers and potential applicants are more conversant with the purpose, scope, project types supported by LH Asia existing funding instruments.
- Ensure UAS & UTE experts, researchers and potential applicants understand the eligibility and selection criteria and the selection process.
- Support UAS & UTE experts, researchers and potential applicants in the preparation and drafting of applications to LH Asia (and other LH) funding instruments.



Leading House Asia at ETH

Patricia Heuberger

Programme Manager (ASEAN)

+41 44 632 56 13

patricia.heuberger@sl.ethz.ch

+ Show more



Robin Anna Vital

Programme Manager (East Asia)

+41 44 632 84 65

robin.vital@sl.ethz.ch

+ Show more



Lucia Arpagaus

Programme Administration and Finance

+41 44 632 31 94

lucia.arpagaus@sl.ethz.ch

+ Show more



Elise Nardin (on maternity leave from Sept 2022 - May 2023)

Programme Manager (East Asia)

+41 44 632 84 65

elise.nardin@sl.ethz.ch

+ Show more





Workshop 1 Leading House Asia 2021-2024

Patricia Heuberger & Robin Anna Vital
Co-Managers Leading House Asia
7 February 2023, FHNW Olten

ETH Zurich: Mandate as Leading House Asia (LH Asia) since 2003

China since 2003

Japan since 2008

South Korea since
2008

ASEAN member states
since 2013

Mandate:

Given by the State Secretariat for Education, Research and Innovation SERI

National Programme:

Open to all Swiss universities, universities of applied sciences and public research institutes. Open to all research fields (incl. social sciences and humanities).

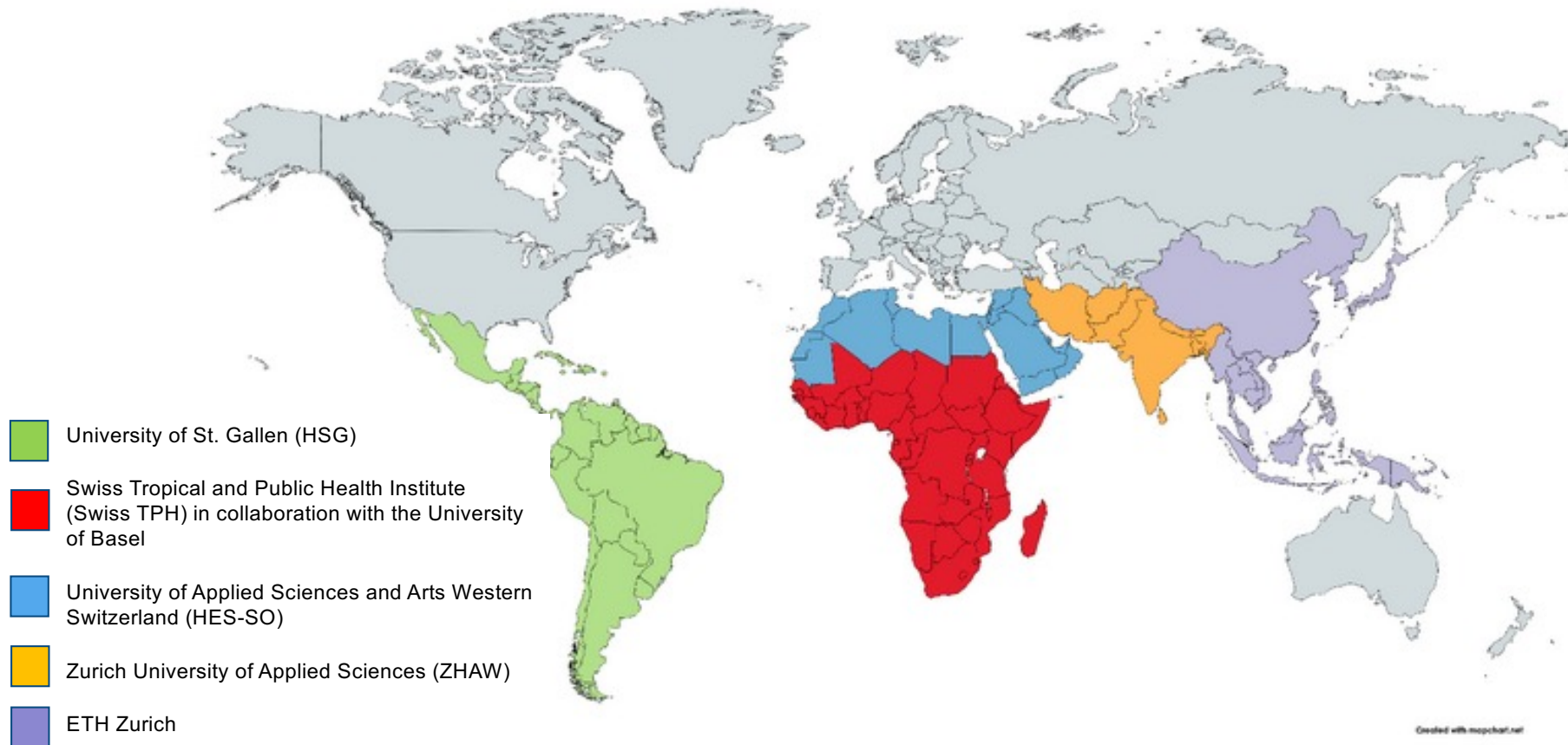
LH Asia Tasks:

- Strategic planning (funding instruments, fields of priority, consulting gov. agencies)
- Maintaining relationships in partner countries and regions
- Calls and grants management of funding instruments for scientists

Budget:

3.5 million CHF earmarked for the Asia programme 2021–2024.

Five Leading Houses manage the Bilateral Programmes with emerging science and technology regions



Bilateral Programmes with Asia 2021–2024: Funding Instruments

Mobility Grants

Research Grants

Innovation Grants

Opportunity Grants



ETH Zurich/NOSE

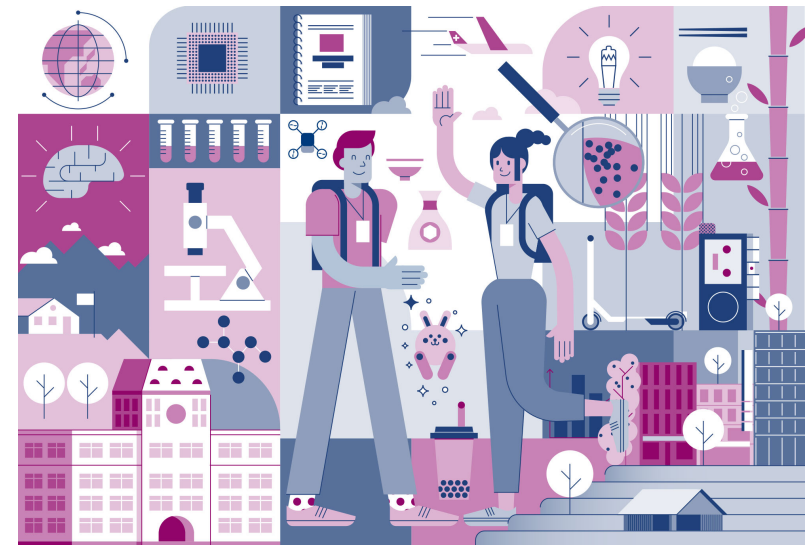
Mobility Grants

Young Researchers' Exchange Programme

Existing programmes with China, Japan and South Korea. Open to **all** scientific disciplines.

- **Japan:** for doctoral students and in exceptional cases postdoctoral or masters' students (incoming/outgoing) (3-6 months).
- **South Korea:** for doctoral students (incoming/outgoing) (3 months).

→ Both calls are currently open. Application deadline: 31 March (South Korea), 30 April (Japan)



ETH Zurich/NOSE

Research Grants

Research Partnership Grants

- For **existing collaborations** with China (Hong Kong, Macau, Taiwan are also eligible), Japan, South Korea and ASEAN member states.
- Principal investigator: Switzerland-based professors, senior scientists and postdoctoral researchers.
- Grants for joint bilateral research projects.
- Grant sum: max 25 kCHF.
- Duration: up to 12 months.

➤ *Annual calls: 1 July 2023, summer 2024*



ETH Zurich/NOSE

Research Grants

Research Partnership Grants ASEAN

- For **new** collaborations with partners **only in ASEAN member states**.
(Brunei Darussalam, Cambodia, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam)
- Principal investigator: Switzerland-based professors, senior scientists and postdoctoral researchers.
- Small grants for joint bilateral research projects.
- Grant sum: max 15 kCHF.
- Duration: up to 12 months.

➤ *Ad-hoc calls*



ETH Zurich/NOSE

Innovation Grants

Asia Industry Internships

- Internship scholarships for bachelor and master students, in start-ups, small and medium-sized enterprises, and larger companies.
- South Korea and Thailand.
- Internship duration: 3 months. Monthly allowance, return airfare and basic living costs covered.

➤ *Ad-hoc calls, next one in March 2023*



ETH Zurich/NOSE

Innovation Grants

Innovation Partnership Grants

- Supports the collaboration of a Switzerland-based scientist and an Asian innovation agent (e.g. start-up, company, hospital).
 - Principal investigator: Switzerland-based professors, senior scientists and postdoctoral researchers.
 - Grant sum: max 20 kCHF.
 - Duration: up to 12 months.
- *Calls: 15 February 2023, winter 2024*



ETH Zurich/NOSE

Opportunity Grants

- Support of joint bilateral research projects based on/triggered by specific events or incidents in Asia. *E.g.:* Olympic Games, international exhibitions, environmental incidents.
 - Clear outreach and visibility component for Swiss Science & Technology community.
 - Principal investigator: Switzerland-based professors, senior scientists and postdoctoral researchers.
 - Grant sum: max 50 kCHF.
 - Duration: up to 12 months.
- *Calls: 15 February 2023, winter 2024*



ETH Zurich/NOSE

Application procedure

- Online application form on Leading House Asia website
 - Upload proposal (template provided) including
 - Project description
 - Relevance of topic
 - Expected results
 - Partnership objectives
 - Timeframe / workplan
 - Budget
 - *Additional points depending on specific instrument*
 - Upload required documents (CVs of PI and partners, other supporting documents)
- All in one pdf!
- Formal evaluation by Leading House Asia
- Scientific evaluation by external reviewers

Budget

- Budget items need to be aligned with project activities
 - Travel
 - Accommodation costs
 - Project consumables and equipment
 - Logistics
 - Salary contribution (only for proposal development)
- Specifications
 - Flight tickets not more than CHF 2,000 for a round trip
 - Shipping costs of samples and materials can be covered if not locally available
 - Partial salary costs can only be granted for the author of a joint proposal for a larger project to be submitted to a funding agency (not possible for main PI or Asian-based main co-applicant)

Bilateral Programmes with Asia 2021–2024: Calls 2023

2023 Call for Korean-Swiss Young Researchers' Exchange Programme

- Application deadline: 30 March 2023

2023 Call for Japan-Swiss Young Researchers' Exchange Programme

- Application deadline: 30 April 2023

2023 Call for Opportunity Grants

- Call launch: 15 February 2023,
- Application deadline: 15 May 2023

2023 Call for Innovation Partnership Grants

- Call launch: 15 February 2023,
- Application deadline: 15 May 2023

2023 Call for Research Partnership Grants

- Call launch: 1 July 2023,
- Application deadline: 30 September 2023

Patricia Heuberger

Programme Manager Leading House Asia (ASEAN)

patricia.heuberger@sl.ethz.ch



Robin Anna Vital

Programme Manager Leading House Asia (East Asia)

robin.vital@sl.ethz.ch



Lucia Arpagaus

Finance and Administration

lucia.arpagaus@sl.ethz.ch



ETH Zurich

International Affairs, Leading House Asia

HG E 39, Rämistrasse 101

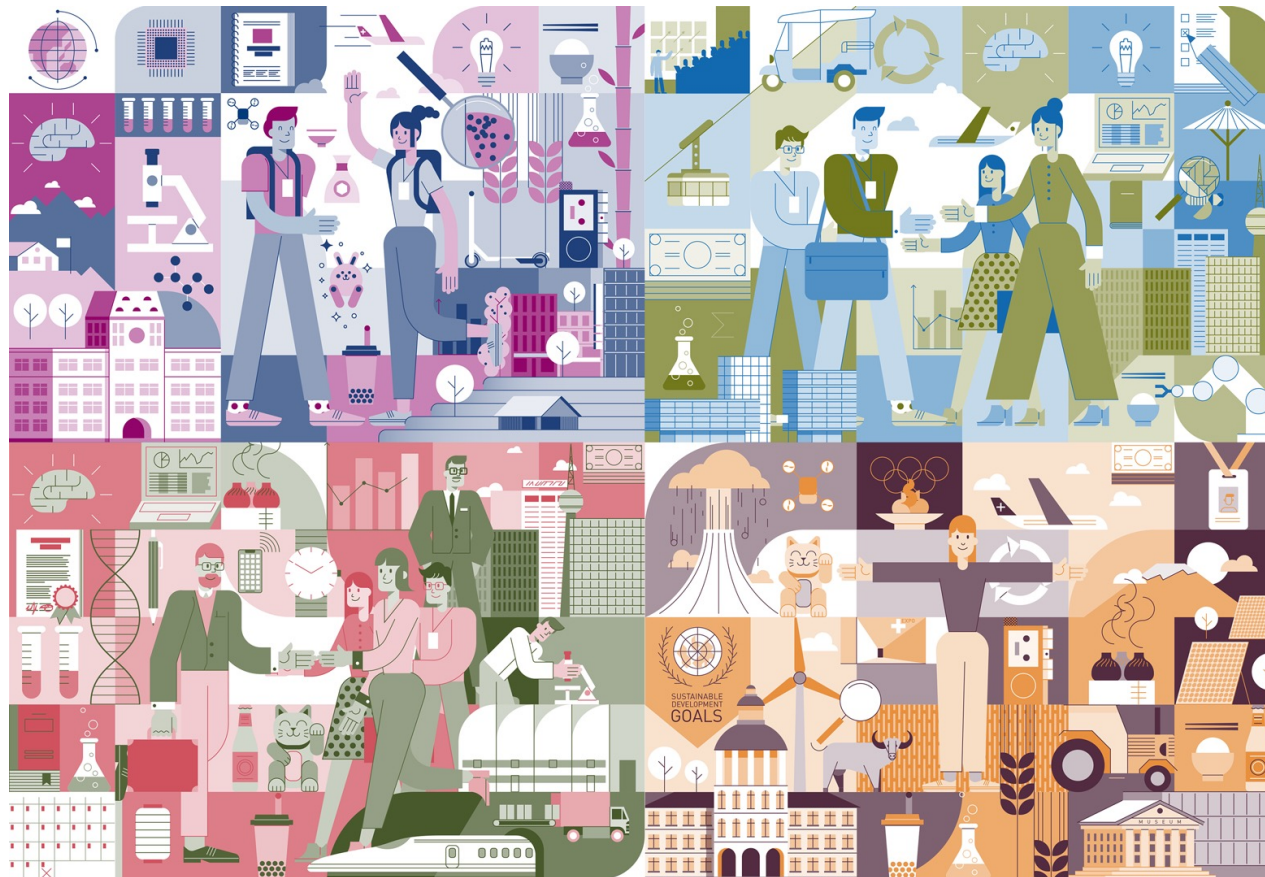
8092 Zurich, Switzerland

www.leadinghouseasia.ethz.ch

Bilateral Programmes with Asia 2021–2024: Q&A

Questions?

Thank you!



ETH Zurich/NOSE

Success Story 1:

Prof. Dr. Frédéric Pichelin
Bern University of Applied
Sciences

Research Partnership Grant



Credit: Sauro Bianchi



Supporting UAS & UTE prospective applicants: Developing Successful Applications

Grant Proposals

The GP is an essentially promotional genre; its objective is to persuade sponsors of the timeliness of a programme of research and secure their funding. ...

Proposals are judged on multiple levels: they must first be approved by research council administrators with regard to their fit with the RC's remit and adherence to its presentation and associated documentation requirements. They are then evaluated by reviewers (academic and practitioner experts) with regard to their scientific value, methodological soundness, innovativeness and potential impact. They are finally graded by assessors (generalists) who base their decisions on referees' comments (ESRC applications), while the final decision lies with peer review panels. **GPs therefore need to adhere to a number of discourse communities' expectations.**

Koutsantoni, D. (2009). Persuading sponsors and securing funding: rhetorical patterns in grant proposals. *Academic writing: at the interface of corpus and discourse*, 37-57.

Leading House Asia Standard Grant Proposal Review Process

Formal Check	Leading House Asia checks for the fulfillment of the formal requirements. Acceptance or rejection into the selection process. In certain cases, a proposal can be revised and resubmitted (e.g. to modify budget, to add supporting documents).
Expert opinion	External reviewers from the respective scientific field assess the proposal according to pre-defined criteria. Content-wise review. Min. 2 expert reviewers for each proposal
Review Committee	A review committee of experts discusses the proposals if <ul style="list-style-type: none"> · Expert reviews differ · Proposals received similar assessments but number of projects to fund is limited · Special cases
Communication of Decisions	All applicants are informed on the decision of their application with a notification letter and can request the reviewer's comments

Criteria for Review Committees

Research Partnership Grants	Innovation Partnership Grants	Opportunity Grants (reordered)
	Innovation Potential	Demonstrated link of the proposed activity to a specific event or incident
Scientific and technological merit	☞ Technological merit of the anticipated outcome	☞ Scientific and technological merit of the project and anticipated outcomes
Originality & Feasibility	☞ Feasibility and originality of the proposal	☞ Feasibility of the proposal ☞ Originality of the proposal
Expertise & Complementarity	☞ Complementarity of the applicants	☞ Expertise and complementarities of the Asian collaborators
	Potential for long-term cooperation	☞ Potential for long-term collaboration and follow-up activities
Budget and contributions by all partners	☞ Budget (Justification and contributions by the involved partners)	☞ Contributions by all involved partners, including funding and in-kind contributions
	Potential economic benefits for Switzerland	Visibility of Swiss science and technology in the partner country
Young & female researchers	☞ Promotion of young & female researchers	☞ Promotion of early career female researchers

A Performative View of Genre (Tseng 2011: 2267)

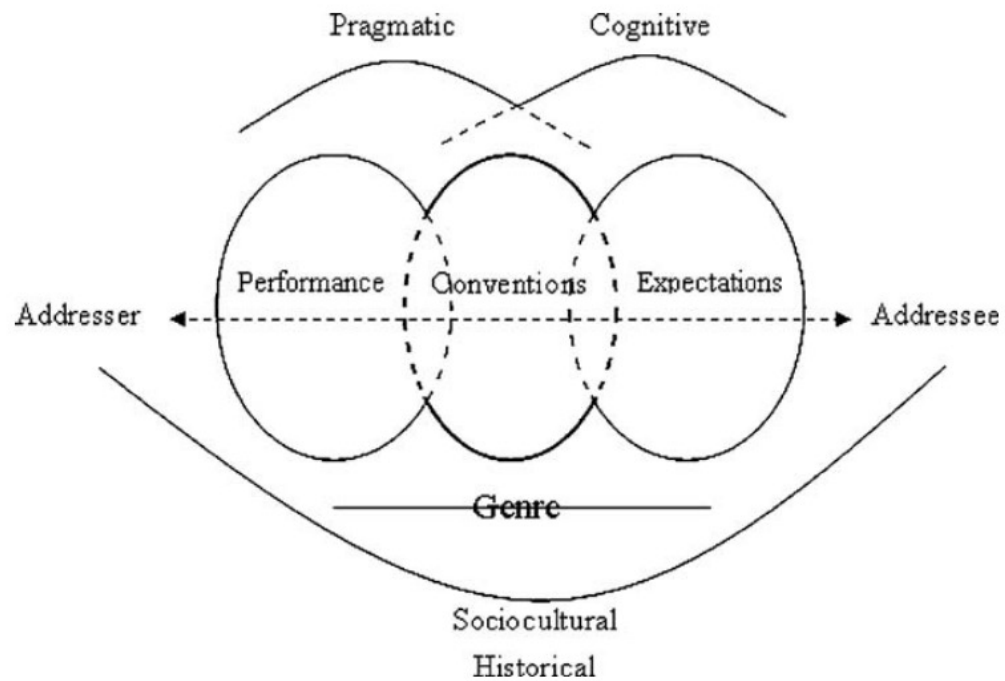


Fig. 2. Towards a performative view of genre.

Tseng, M. Y. (2011). The genre of research grant proposals: Towards a cognitive-pragmatic analysis. *Journal of Pragmatics*, 43(8), 2254-2268.

Steps and Moves in Grant Applications (Connor & Mauranen, 1999, reordered)

Territory (the context of the research);

Importance Claim (importance or topicality of the project);

Benefits (usefulness of anticipated outcomes);

Gap (indication of a knowledge gap in the territory);

Goal (statement of aims and objectives);

Means (specification of how the goal will be achieved);

Achievements (anticipated results, findings and outcomes);

Reporting previous research;

Competency Claims (researchers' track records and research environment);

Compliance Claim (relevance of the project to the sponsor's objectives)

Connor, U., & Mauranen, A. (1999). Linguistic analyses of grant proposals: European Union research grants. *English for Specific Purposes*, 18, 47–62

Mapping Steps & Moves to Criteria

Steps & Moves	Research Partnership Grants	Innovation Partnership Grants	Opportunity Grants (criteria reordered)
Importance Claim Territory		Innovation Potential	Demonstrated link of the proposed activity to a specific event or incident
Territory Gap Goal Reporting	Scientific and technological merit	Technological merit of the anticipated outcome	Scientific and technological merit of the project and anticipated outcomes
Goal Means Importance Claim Achievements Claim	Originality & Feasibility	Feasibility and originality of the proposal	Feasibility of the proposal Originality of the proposal
Competency Claims	Expertise & Complementarity	Complementarity of the applicants	Expertise and complementarities of the Asian collaborators
Achievements Claim		Potential for long-term cooperation	Potential for long-term collaboration and follow-up activities
Compliance Claim	Budget and contributions by all partners	Budget (Justification and contributions by the involved partners)	Contributions by all involved partners, including funding and in-kind contributions
Compliance Claim		Potential economic benefits for Switzerland	Visibility of Swiss science and technology in the partner country
Compliance Claim	Young & female researchers	Promotion of young & female researchers	Promotion of early career female researchers



Importance Claim / Territory

“In the 21st century, the Internet is the key driver of economic development [1], and the COVID-19 pandemic only drastically magnified its importance. The internet plays an essential role in the IT-backend of all economic activities. The operations of multi-national organizations and banks would halt if their internet connection is disrupted, which might lead to systemic stress affecting other companies. In addition, the internet is also playing an increased role in connecting other infrastructure systems. While critical infrastructures, such as the power grid, water and transport networks aim to maintain a private network for their SCADA system, they might still be web-exposed or even run a private network within the internet to connect sensor networks and distributed control systems. At the same time, the most approaches for smart urban systems rely heavily on internet of things (IoT) or blockchain applications. Hence, the internet is critical for the connection of the nodes in such networks and thus takes over the function of their communication layer. Due to the increased usage, number of applications and a resulting higher sensitivity of data, the resilience of the future internet is crucial.”

> *The proposed project aims to foster the partnership in the domain of internet networking research between the ABC and XYZ through 123 programme .*

Importance
&
Centrality



Proposed
project

Territory

High and rising levels of agricultural pesticide use in countries of the GMS pose enormous challenges to the health of farm families, consumers, and the environment (Schreinemachers et al. 2015). Problems are particularly acute in high-value crops such as vegetables (Praneetvatakul et al. 2013; 2016; Wanwimolruk et al. 2015, 2016, 2019). Evidence indicates that more than 80% of pesticides used in vegetable production in Cambodia, Thailand and Vietnam are in excess of the economic optimum (Grovermann et al. 2013; Schreinemachers et al. 2020). Other studies have documented unsafe spraying practices and widespread use of pesticides highly toxic to humans (Panuwet et al. 2012; Schreinemachers et al. 2011).

In response to the chronic overuse and misuse of pesticides in agriculture, governments in Southeast Asia have sought to improve food safety by developing and promoting standards of good agricultural practices (GAP) and organic farming. ...Among these are organic certification standards that aim to eliminate the use of chemicals in agricultural production altogether. Many of these standards are still not fully-established and have certified relatively few farmers.

Project is
grounded in a
specific context
communicated in
language easily
understood by
an educated
generalist

Gap

With a new generation of students whose individual actions have impacts around the globe, it is a university's duty to not only prepare them with a toolkit to face global challenges, but to lead by example. ...

Social
Responsibility

Furthermore, most studies have focused on students' points of view (e.g., Butum et al. 2020; Luo & Chan 2022) ...However, tentative results from XXX's study across four Swiss Universities of Applied Sciences targeted at university staff suggest ...participants rate empathy one of the most important intercultural skills essential to their jobs and have expressed interest in further training focusing on empathy as an intercultural skill. In the proposed project, ABC and XYZ set to find out if the results of the survey can be duplicated in C2...

Perceived Need

Finally, there is a lack of studies joining "global competences" and perspectives from Southeast Asia. For decades, the discussions and research around this topic have been dominated by North American and European scholars and perspectives (Griffith et al. 2016) ...

Research Gap

Means (Feasibility)

Phase 1: Data integration and review of flood web viewers

WP 1A - Selangor River catchment flood data consolidation and stakeholder interviews

Deliverable: State of the current datasets and solutions available, mapped to needs analysis from the decision-makers to identify gaps.

WP 1B - Linked ecosystem services and other data integration

Deliverable: Key services of interest, datasets available

WP 1C - Review

Deliverable: Review of state-of-the-art solutions for web viewer tools for flood risk decision-support

Phase 2: Web viewer development

WP 2A - Web viewer design (UI/UX proposition and choice of technical architecture, based on review)

Deliverable: Detailed specifications

WP 2B - Open-source implementation of web viewer, according to specs.

Deliverable: Web viewer functional prototype

WP 2C - Maintenance for a year and continuous bug fixes

Deliverable: Web viewer functional prototype

Phase 3: Prototype impact Assessment and scoping ...

Logical and
coherent
process

Defined work
packages and
responsibilities
(anonymised)

Importance Claims

“With over 16.5 million of electric vehicles (EVs) sales worldwide in 2021, the electric car fleet is expanding quickly. The global ambitions are to reach 100% share of zero emission of electric vehicles (ZEVs) in new car and van sales by 2040 globally.... While Switzerland agreed to reach 30% of ZEVs in new truck and bus sales by 2030 and 100% by 2040, Malaysia (aims) to install 9’000 AC charging stations and 1’000 DC charging stations by 2025 and Indonesia ...to have 2 million passengers using EVs and 13 million... electric motorcycles by 2030.

Since these mobility assets are powered by electrical sources a stable and reliable grid infrastructure that will not collapse ...(due to)..the extra power demanded by the EVs (is required).

Competency & Complementarity Claims

The Swiss PI has experience in assessing ecosystem services related to soil and risks posed to these services by flooding. The Malaysian co-PI can provide a practical example and access to their datasets to explore the implementation of the technical framework to improve the link between flood mapping and the risk mitigation in different study areas. ...

The Swiss PI, Prof XXX is heading the soil biogeochemistry laboratory at ABC. The group is working to understand the interplay between soil biogeochemistry and hydrology in river catchments and impacts on ecosystem service upon variations in hydrology. Her previous experience in assessing iron and carbon cycling in soils and sediments in response to variable hydrology and her expertise in soil science in general will allow for a holistic view of the environmental phenomena at play in the Selangor River catchment.

The Malaysian team has been developing a 1D/2D flood model ... of the Selangor River catchment as part of their integrated flood risk assessment studies defined by socio-economic and environmental indicators. They collaborate with local authorities such as DID with preliminary data collection and local community survey data on flood vulnerabilities.

Budgetary Compliance

Funding and Budgeting

The maximum amount for an innovation partnership grant is 20 kCHF. The grant will be disbursed in two instalments: 80% after signing the grant contract and 20% after approval of the final report. A detailed budget must be provided in the project proposal. Budgeted expenses must be justified and related to the proposed activities. A financial contribution of each partner is expected and must be made explicit in cash and in-kind. Industry partners must cover their own cost.

Research Partnership Grant	Costs (CHF)
Travel	6,400
Accommodation costs	3,200
Project consumables and equipment	1,900
Logistics	
Salary contribution (only for proposal development)	
Work-related institutional costs	3,000
A: Total requested Research Partnership Grant	14,500
Own contributions (in cash and/or in kind, please specify)	
Swiss institution	5,000 (in kind)
Asian partner institution	1,500 (in kind)
Additional partner(s) (one budget line pro additional partner)	
B: Total own contribution	6,500
Total Project Budget (A+B)	21,000

Achievements

“The main expected intermediate outcome of the partnership is improved certification standards for vegetable production in the GMS that respond to the needs of producers and consumers and that enhance the sustainability of vegetable production systems. ”

“The future partnership project will enable the incorporation of the internet infrastructure into the field of resilience assessment and engineering, and significantly expand the FRS and thus the CREATE portfolio for future research in the direction of cyber-infrastructure and urban systems.”

Personal Reflections as a Reviewer

Build a concrete case

- clear concise context (problem definition, field of study)
- coherent structure which covers all required elements / criteria and responds to requirements
- clear description of process and expected outcomes

Develop an internally logical / persuasive case e.g. applying appropriate methods and suggested activities which are manageable within timeframe

- demonstrating scientific and technological merit ,
- showing originality & feasibility,
- evidencing expertise and complementarity

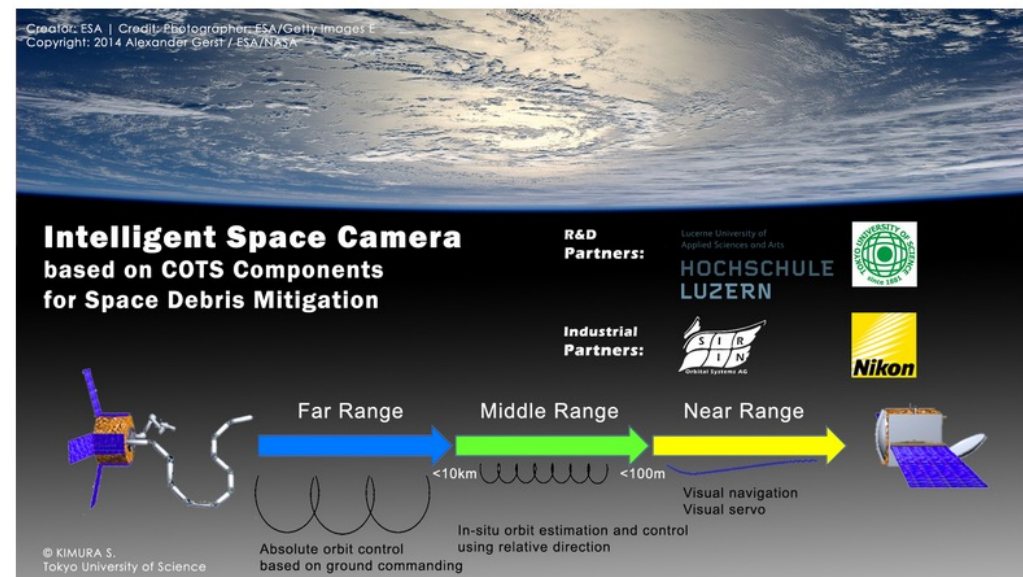
Consider the process

- employing clear language for a generalist audience
- complying with formal requirements – budget, Importance of young & female researchers etc.
- editing for correctness and readability - clear language for a generalist audience

Success Story 2:

Prof. Dr. Klaus Zahn
HSLU

Innovation Partnership
Grant



Credit: HSLU/Nikon Corporation - Tokyo University of Science



Q&A / Discussion

Workshop 2 – March 21, 2023 @13.30 – 16.30 ONLINE

Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants – funding for researchers in Swiss UAS & UTE

Audience: potential applicants - researchers in Swiss UAS & UTE

Objectives:

- Ensure UAS & UTE researchers are more conversant with the purpose, scope, project types supported by LH Asia existing instruments.
- Ensure UAS & UTE researchers and understand the eligibility and selection criteria and the selection process.

Contents

- Introduction to Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants – Goals & Objectives, Eligibility, Application Process, Terms of funding (budgets etc.).
- Supporting prospective UAS & UTE applicants.
 - Success Cases
 - Success Factors
- Success cases “From Call to Cash” – examples of successful application processes. Stories of former grantees for Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants.
- Q&A – potential applicants can discuss questions with former grantees and experts

Workshop 3: May 9, 2023 @13.30 – 16.30 OLTEN

Translating ideas into practice – Applying to LH Asia Funding Instruments (Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants)

Audience: potential applicants - researchers in Swiss UAS & UTE (max 24 participants)

Objective: Support UAS & UTE potential applicants in the preparation and drafting of applications to LH Asia funding instruments.

Contents

- Success cases “From Call to Cash” – examples of successful application processes. Stories of former grantees for Research Partnership Grants, Innovation Partnership Grants, Opportunity Grants.
- Translating your ideas into a proposal – Building a concrete case, developing a narrative, readability, demonstrating scientific and technological merit in research, showing originality & feasibility, evidencing expertise and complementarity, budgeting, importance of young & female researchers.
- Short writing workshops (based on preparation tasks provided in advance – each participant should bring a sketch of a potential project as the basis for the exercises).

Scheduled LH Asia Calls 2023

Instrument	2023			
	Call Launch	Call Deadline	Decision	Project Start
Mobility				
Young Researchers' Exchange Programme, Japan	1 February 2023	30 April 2023	Mid-September 2023	1 October 2023 (earliest)
Young Researchers' Exchange Programme, South Korea	9 January 2023	31 March 2023	Mid-June 2023	1 September 2023 (earliest)
Research Partnership Grants				
Research Partnership Grants	1 July 2023	30 September 2023	1. Week of December 2023	1 January 2024 (earliest)
Research Partnership Grants ASEAN	No call in 2023			
Innovation				
Asia Industry Internships South Korea & Thailand	Ad hoc calls (country specific)			
Innovation Partnership Grants	15 February 2023	15 May 2023	End of June 2023	1 August 2023 (earliest)
Strategic topics and exploratory funding				
Opportunity Grants	15 February 2023	15 May 2023	End of June 2023	1 August 2023 (earliest)

Version of 02.02.2023

In case of questions, please contact robin.vital@sl.ethz.ch

Patricia Heuberger

Programme Manager Leading House Asia (ASEAN)

patricia.heuberger@sl.ethz.ch



Robin Anna Vital

Programme Manager Leading House Asia (East Asia)

robin.vital@sl.ethz.ch



Lucia Arpagaus

Finance and Administration

lucia.arpagaus@sl.ethz.ch



ETH Zurich

International Affairs, Leading House Asia

HG E 39, Rämistrasse 101

8092 Zurich, Switzerland

www.leadinghouseasia.ethz.ch

Thank you for your
participation, please tell
your colleagues about the
upcoming workshops

Materials at
[FHNW and Leading House
Asia Workshops](#)

FHNW University of Applied Sciences & Arts Northwestern
Switzerland
School of Business

Prof. Michael Jeive
International Business Management

Fachhochschule Nordwestschweiz
FHNW Hochschule für Wirtschaft
Peter Merian-Strasse 86
4002 Basel

T + 41 (0)61 279 1908
M +41 (0)79 209 78 23
michael.jeive@fhnw.ch
www.fhnw.ch