
Andrew Wei-Min Lee

CEO Leading Negotiation Trainer

Andrew Lee is the founder and CEO of Leading Negotiation, a Beijing-based firm specializing in negotiation training and public policy consensus building in China. Mr. Lee has trained in negotiation skills across Greater China including Beijing, Shanghai, Hong Kong and Taiwan. He has also trained internationally in Singapore and the United States. His workshop participants have involved government decision makers in the public policy arena in addition to private sector Fortune 500 companies in the banking, IT, hospitality and bio-chemical industries.

Mr. Lee is a lecturer at Peking University Law School where he teaches negotiation skills. He specializes in intercultural business negotiations, particularly negotiations which involve a Chinese party and an overseas party. He is establishing the Peking University Center for Negotiation and Consensus Building and is actively involved in organizing cross-cultural negotiation training programs with other academic institutions.

A former lawyer and Fellow of the Program on Negotiation at Harvard Law School, Mr. Lee's legal practice over the last six years has spanned both geographic regions and legal subspecialties. In Australia and the Netherlands, he worked in the field of corporate law, international arbitration and commercial dispute resolution. In Switzerland and China, Mr. Lee worked with the Chinese Ministry of Justice and international NGOs in developing Rule-of-Law programs for judges, police officers, lawyers and prison officials.

Born in Australia, Mr. Lee holds degrees in Law from the University of Sydney and in Psychology from the University of Adelaide and is currently completing a Masters in Chinese Law from Peking University. Mr. Lee holds a certificate from the Hague Academy of International Law, in the Netherlands. Mr. Lee speaks English and Mandarin.

