



**Strathmore**  
UNIVERSITY

**SCHOOL OF HUMANITIES & SOCIAL SCIENCES**  
**BACHELOR OF ARTS IN INTERNATIONAL STUDIES**  
**END OF SEMESTER EXAMINATION**

**BIS 4105: THEORY AND PRACTICE OF INTERNATIONAL NEGOTIATIONS**

**DATE: Monday 28<sup>th</sup> October 2019**

**TIME: 13:00 – 15:00**

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**Instructions**

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.
  1. Third Party intervention in negotiations impacts on the structure and practice of negotiations. Comment (30marks)
  2. The Ripe moment bridges the negotiation and the mediation processes. Using relevant examples discuss this assertion (15marks)
  3. Critically analyze the role of the following individuals Condoliza Rice, Jendayi Frezeir, Koffi Annan, President John Kafuor of Ghana, Cyril Ramaphosa, Bishop Desmond Tutu, Raila Odinga, President Kibaki, Bethwell Kiplagat, Martha Karua in the 2007/8 Post Election Violence in Kenya (15marks)
  4. Assess the basis of a win-win outcome in a negotiation process (15marks)
  5. Discuss the issues involved in the South Sudan Peace Agreement between Riak Machar and President Salva Kiir (15marks)