



**Strathmore**  
UNIVERSITY

**SCHOOL OF HUMANITIES & SOCIAL SCIENCES  
SPECIAL EXAMINATION  
BIS 4102 THEORY AND PRACTICE OF INTERNATIONAL NEGOTIATIONS AND  
MEDIATION**

**DATE: 7<sup>th</sup> May 2024**

**Time: 9:15-11:15**

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**Instructions**

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.
  - 1a) Citing relevant examples, explain three key issues and obstacles in the renegotiations stage (15 marks)
  - 1b) Using practical examples, discuss the advantages and disadvantages of step by step diplomacy (10 marks)
- 2) Discuss three key issues and challenges in renegotiating the 2015 Iran nuclear deal (15 marks)
- 3) “If you want to make peace with your enemy, you have to work with your enemy. Then he becomes your partner”. Discuss five lessons learnt from the negotiation skills of Nelson Mandela in ending the unjust regime of Apartheid in South Africa (15 marks)
- 4a) Distinguish between the ‘deductive’ and ‘inductive’ approaches in obtaining a good formula in negotiation (5 marks)
- 4b) Compare and contrast the American and Japanese negotiating styles (10 marks)
- 5a) Distinguish between Track 1 and Track Two diplomacy (5 marks)
- 5b) Evaluate the key issues and challenges of the Israeli-Palestinian peace process (10 marks)