



SCHOOL OF HUMANITIES & SOCIAL SCIENCES

BACHELOR OF ARTS (BA)

SPECIAL EXAMINATION

**BIS 4102 THEORY AND PRACTICE OF INTERNATIONAL NEGOTIATIONS AND
MEDIATION**

DATE: 12th May 2026

TIME: 09:00 – 11:00

Instructions

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.

Question 1

- a) Distinguish between ‘mediation’ and ‘diplomacy’ (5 marks)
- b) Using practical examples, discuss the advantages and disadvantages of secret diplomacy (10 marks)
- c) Citing relevant examples, explain three key issues in the prenegotiations stage (15 marks)

Question 2

- a) Explain three characteristics of a good formular in negotiations (5marks)
- b) “Diplomacy with Iran is Damaged, not Dead”. Citing three relevant examples, explain the difficulties of renegotiating the 2015 Joint Comprehensive Plan of Action (JCPOA) (10 marks).

Question 3

- a) Discuss two approaches relevant for mediation (5 marks)
- b) Using practical examples, discuss the functions of the third party in mediation (10 marks)

Question 4

Evaluate the role of President Jimmy Carter’s personal diplomacy in achieving the Camp David Accords of 1978. To what extent did his approach contribute to the success of the negotiations between Egypt and Israel? (15 marks)

Question 5

Citing relevant examples, discuss the role of culture in negotiations (15 marks)