



Strathmore
UNIVERSITY

SCHOOL OF HUMANITIES & SOCIAL SCIENCES

BACHELOR OF ARTS IN INTERNATIONAL STUDIES

END OF SEMESTER SPECIAL EXAMINATION

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

DATE: 30th October 2024

TIME: 15:30-17:30

Instructions

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.
 - 1a) Distinguish between ‘mediation’ and ‘diplomacy’ (5 marks)
 - 1b) Using practical examples, discuss the advantages and disadvantages of step by step diplomacy (10 marks)
 - 1c) Citing relevant examples, explain three key issues in the prenegotiations stage (15 marks)
- 2) “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)
- 3) “The revival of the Iran Nuclear Deal has proven more difficult than many of its supporters expected and its detractors feared”. Discuss three key obstacles in renegotiating the 2015 Iran Nuclear Deal (15 marks)
- 4) Citing relevant examples, discuss the role of culture in negotiations (15 marks)
- 5a) Distinguish between ‘facilitative mediation and ‘formulative mediation’ (5 marks)
- 5b) “The Camp David Summit was a pivotal moment bot in the history of the Arab-Israeli dispute and US diplomacy”. Discuss three success factors in support of this statement (10 marks)