



Strathmore
UNIVERSITY

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

**END OF SEMESTER EXAMINATION
BIS 4102 THEORY AND PRACTICE OF INTERNATIONAL NEGOTIATION AND
MEDIATION**

Date: 10th November 2021

Time: 13:00 – 15:00

Instructions

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

Question 1.

- a.) Discuss the basis of considering the Good Friday Agreement as an outcome of a successful mediation process (18 Marks)
- b.) Critique the Camp David Agreement (12 Marks)

Question 2

“In the structure of negotiation pre-negotiation is a critical stage. Explain (15 Marks)

Question 3

Using an example you are familiar with explain the key functions of a mediation support team in a case of your choice (15 Marks)

Question 4

Third party intervention in Syria failed to deliver on its mission. Comment (15 Marks)

Question 5

Assess the main characteristics of a good negotiator (15 Marks)

Question 6

Positions in conflict are the recipe for collapsing negotiation and mediation process. Explain (15 Marks)