



Strathmore
UNIVERSITY

STRATHMORE BUSINESS SCHOOL
MASTER OF SCIENCE IN DEVELOPMENT FINANCE
END OF SEMESTER EXAMINATION

MDF 8206: INTERNATIONAL TRADE AND NEGOTIATIONS

Date: Monday, 17th May 2021

Time: 3 Hours

Instructions

1. This examination consists of **FIVE** questions.
2. Answer **QUESTION ONE** and **ANY OTHER TWO** questions.

Question 1 (COMPULSORY) (40 marks)

- a) Explain the three waves of globalization and comment critically on how they affected the evolution of the world economy. **(20 marks)**
- b) With reference to practical examples, discuss the view that international trade is characterised by a political market place. **(20 marks)**

Question 2 (30 marks)

Compare and contrast the negotiation cultures of any two Eastern African countries.

Question 3 (30 marks)

With reference to relevant diagrams and developing country examples, compare tariffs and subsidies as alternative policies to protect infant industries.

Question 4 (30 marks)

With reference to practical examples from international trade, explain the main enablers and barriers to creativity in collaborative negotiations.

Question 5 (30 marks)

Explain the main concerns of developing countries in relation to the World Trade Organization and comment briefly on the Trans-Pacific Partnership and its impact on the world trading system.