



**MASINDE MULIRO UNIVERSITY OF
SCIENCE AND TECHNOLOGY**

(MMUST)

MAIN CAMPUS

UNIVERSITY MAIN EXAMINATIONS

2021/2022 ACADEMIC YEAR

SECOND YEAR SECOND SEMESTER EXAMINATIONS

FOR BACHELOR OF DISASTER MANAGEMENT AND INTERNATIONAL DIPLOMACY

COURSE CODE: DPI 206

COURSE TITLE: NEGOTIATION AND MEDIATION SKILLS

DATE: 28/4/2022

TIME: 3PM-5PM

INSTRUCTIONS TO CANDIDATES

Answer any other THREE Questions

TIME: 2 Hours

MMUST observes ZERO tolerance to examination cheating

This Paper Consists of 2 Printed Pages. Please Turn Over

Question ONE

Citing relevant examples, discuss the factors influencing negotiation. (23.3 Marks)

Question TWO

Discuss two major theories of negotiation. (23.3 marks)

Question THREE

With the use of relevant examples, distinguish between collaborative and competitive negotiation. (23.3 marks)

Question FOUR

Explain the ethical issues related to neutrality and confidentiality in the mediation process.

(23.3 marks)

Question FIVE

Using the Egyptian-Israeli peace treaty as a case study, explain the effectiveness of collaborative negotiation. (23.3 marks)

Question SIX

- (i) Examine the characteristics of an effective mediator (10 marks)
- (ii) Arbitration is amore preferred method of resolving conflict. Discuss (13.3 marks)