



**MASINDE MULIRO UNIVERSITY OF  
SCIENCE AND TECHNOLOGY  
(MMUST)**

**MAIN CAMPUS**

**UNIVERSITY SPECIAL 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: 01/08/2022**

**TIME: 11AM-1PM**

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**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 1**

Discuss the Prison Dilemma Theory of negotiation  
(23.3 Marks)

**Question 2**

Discuss the main challenges in mediation, pointing out solutions to ensure effective process  
(23.3. marks)

**Question 3**

Explain the main advantages of collaborative negotiation as compared to competitive negotiation.  
(23.3 Marks).

**Question 4**

Using the Brexit negotiations between the European Union and the United Kingdom, explain the advantages and disadvantages of using competitive negotiation to resolve disputes. (23.3 marks)

**Question 5**

Explain the ethical issues related to neutrality and confidentiality in the mediation process  
(23.3 marks)

**Question 6**

Compare Mediation and negotiation (23.3 Marks)