



UNIVERSITY EXAMINATIONS
SPECIAL/SUPPLEMENTARY EXAMINATIONS
SECOND YEAR EXAMINATION FOR THE AWARD OF
THE BACHELORS OF ARTS IN POLITICAL ADMINISTRATION AND
POLITICAL SCIENCE
SECOND SEMESTER 2024/2025
(AUGUST, 2025)

BPPS 227: DIPLOMATIC NEGOTIATIONS

STREAM: Y2 S2

TIME: 2 HOURS

DAY: FRIDAY, 3.00 – 5.00 P M

DATE: 15/08/2025

INSTRUCTIONS:

- 1. Do not write anything on this question paper.**
- 2. Answer Question ONE And Any Other Two questions.**

QUESTION ONE

- a) Explain the following Terminologies. (10 marks)
- Diplomacy
 - Negotiations
- b) Discuss how the following aspects are critical to negotiators in international negotiations.
- Interests of parties
 - Needs of parties (10 marks)
- c) Explain key aspects of the game theory and how they apply to diplomatic negotiations. (10 marks)

QUESTION TWO

Explain key aspects of entrapment in diplomatic negotiation and how diplomats could avoid them. (20 marks)

QUESTION THREE

Identify and discuss key stages in negotiation process using relevant examples. (20 marks)

QUESTION FOUR

Discuss elements in culture that can influence international negotiation. (20marks)