



KISII UNIVERSITY
UNIVERSITY EXAMINATIONS

**SECOND YEAR EXAMINATION FOR THE AWARD OF THE DEGREE OF
BACHELOR OF ARTS IN PUBLIC ADMINISTRATION AND POLITICAL SCIENCE
SECOND SEMESTER 2021/2022
[JUNE-SEPTEMBER, 2022]**

BPPS 227: DIPLOMATIC NEGOTIATIONS

STREAM: Y2 S2

TIME: 2 HOURS

DAY: WEDNESDAY, 3:00 – 5:00 PM

DATE: 14/09/2022

INSTRUCTIONS

- 1. Do not write anything on this question paper.**
- 2. Answer question ONE (Compulsory) and any other TWO questions.**

QUESTION ONE

- Explain your understanding of the diplomatic negotiations. (5 marks)
- Explain your understanding of the term regimes in the context of international negotiations. (10 marks)
- Explain the relevance of the game theory in negotiations. (15 marks)

QUESTION TWO

‘Power is a critical element in international diplomatic negotiations’ Discuss this assertion using contemporary examples. (20 marks)

QUESTION THREE

- Explain the term entrapment in international negotiation. (5 marks)
- Discuss the following aspects in context of entrapment negotiations. (15 marks)
 - Choice
 - Resources
 - Regulations

QUESTION FOUR

Discuss briefly the following approaches to diplomatic negotiations.

(20 marks)

- a) Integrative approach b) Structural approach

QUESTION FIVE

Explain how culture can influence international negotiation among states.

(20 marks)