**TISHK INTERNATIONAL UNIVERSITY**

Faculty of Administrative Sciences and Economics

**International Relations and Diplomacy Department**

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**Course & Code: IRD 402 International Negotiation & Mediation Semester: Spring**

**Final Exam Question Bank**

1. **Fill in the Blanks: Chose the right option and rewrite the complete sentence.**

**I. Unit VI: Cultural Communication Challenges**

**1**. In the persuasion stage, each side in the negotiation attempts to get the other side to agree to its position.

**2.** Asthe worldbecomes increasinglyglobal, states will need to become adept at cultural communication in negotiation/mediation.

1. Whorf hypothesis proposes the theory that a society’s language determines the nature of its culture.
2. Every culture uses posture, facial expressions, hand gestures and movement to communicate non-verbally.

**II. Unit VII: United Nations**

1. Effective mediation requires a supportive external environment, especially as so many of today’s conflicts have a strong regional and international dimension.
2. In the absence of the will among the conflict parties to move forward, mediation teams may need to engage in ‘talks about talks’ and shuttle diplomacy to prepare the ground.
3. The implementation of peace agreements and settlements is highly dependent on external assistance.
4. Scientific analysis is usually a key component of pre-negotiation phase.

**III. Unit VIII: External Actors**

1. Various external actors – understood as those foreign to the conflict theatre – play a central role in the course and conclusion of peace negotiations.
2. The capacity of private mediators to link up to power and resources of the official world becomes a critical element of their work.
3. The UN Secretary-General and his representatives work with the advantages of the global organization’s legitimacy and operational breadth.
4. Like multilateral organizations, regional and sub-regional are open to pressure by member states, or at least are vulnerable to differences between them.
5. **True or False: Indicate whether each of the following statements is correct or incorrect and rewrite the complete statement.**
6. **Unit VI: Cultural Communication Challenges**
7. Cultural communication mistakes often go unnoticed by the communicator, but they can do damage to international relationships and negotiations \_\_\_\_\_\_\_\_\_\_
8. In low-context language, people state things directly and explicitly and you need not understand the context \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
9. The analysis of power as non-decision making has often generated elitist rather than pluralist conclusions.\_\_\_\_\_\_\_\_\_\_\_\_\_\_
10. To describe a person as being ‘in authority’ is to refer to his/her position within an institutional hierarchy. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
11. **Unit VII: United Nations**
12. Strengthening the capacities of mediators, conflict parties and societies at large to engage in mediation processes enhances the chances of their success\_\_\_\_\_\_\_\_
13. In the pre-negotiation phase, national governments set out to address issues that have implications beyond national boundaries \_\_\_\_\_\_\_\_\_\_\_\_
14. At the national level, each country determines its own internal ratification process for international agreements\_\_\_\_\_\_\_\_\_\_\_\_\_\_
15. The United Nations supports mediation and facilitation efforts which entails drawing upon its convening power and its capacities and partnerships across and beyond the system \_\_\_\_\_\_\_\_\_\_\_\_\_
16. **Unit VIII: External Actors**
17. The European Union (EU) lack of internal cohesion has negatively impacted on EU engagement in conflict of Georgia\_\_\_\_\_\_\_\_\_\_\_
18. Private Mediators may be able to keep channels open when official channels are frozen or to explore new options with discretion \_\_\_\_\_\_\_\_\_\_\_\_\_
19. The explicit and tacit support of the UN’s member states is a critical element of the organization’s efficacy as a mediator\_\_\_\_\_\_\_\_\_\_\_\_
20. Many individual states standing within the international community can encourage the support from other external actors that will be necessary to reinforce their efforts at an appropriate time \_\_\_\_\_\_\_\_\_\_\_\_
21. **Match the Following: Match I with List II and rewrite on your answer paper.**
22. **Unit VI: Cultural Communication Challenges**

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| **List I** | **List II** |
| **I. Kinesics** | **a.** It means communication through body movements. |
| **II. Proxemics** | **b.** It focuses on how negotiators use space to communicate. |
| **III. Oculesics** | **c.** It refers to communication through eye contact or gazing. |
| **IV. Olfactics** | **d.** It is the use of smells as means of nonverbal communication. |

1. **Unit VII: United Nations**

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| **List I** | **List II** |
| **I. Enabling Environment** | **a.** Broad alignment behind a process and actors that can be instrumental in encouraging the commitment of conflict parties. |
| **II. Effective Operations** | **b.** Mediation efforts require sophisticated and flexible operations, logistical, security, administrative and financial support. |
| **III. Implementation Support** | **c.** This mediation phase encompasses not only the immediate transition out of violence but also longer-term peace-building. |
| **IV. Capacity Building** | **d.** This phase involves strengthening the mediators, conflict parties and societies at large to engage in mediation processes to enhance the chances of their success. |

1. **Unit VIII: External Actors**

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| **List I** | **List II** |
| **I. Horn of Africa** | **a.** This is most obvious a highly conflictive region. |
| **II. ASEAN** | **b.** They have been unable to develop an effective role on Myanmar. |
| **III. ECOWAS** | **c.** They had notable successes in conflict management in West Africa. |
| **IV. European Union** | **d.** They have negatively impacted the conflict in Mindanao. |

1. **Short Questions: Select the correct answer rewrite on your Answer sheet.**
2. **VI: Cultural Communication Challenges**
3. How would you explain ‘Haptics’ communication?
4. Why is it necessary to undertake Post-agreement analysis?
5. **VII: United Nations**
6. What is the role of ‘PrepComs’ in negotiation?
7. Describe UN Capacity-building activities in support of Mediation?
8. **VIII: External Actors**
9. What advantage does Regional organizations have as External Mediators?
10. Explain the main disadvantage Private Mediators face in reaching a lasting agreement?
11. **Essay Question: Arrange the statements in the correct sequence (chronological order) and rewrite on your Answer sheet.**
12. **VI: Cultural Communication Challenges**
13. In the Cultural Communication Challenges context, explain the concept Agreement (Step 6)?
14. **VII: United Nations**
15. How would you summarize the Mediation practiced by External Mediators?
16. **VIII: External Actors**
17. Describe UN support for the Mediation strategy and process?