



**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY
SCHOOL OF HEALTH SCIENCES**

**UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF SCIENCE
PUBLIC HEALTH/ COMMUNITY HEALTH AND DEVELOPMENT**

4th YEAR 2nd SEMESTER 2015/2016 ACADEMIC YEAR

KISII CAMPUS

COURSE CODE: HCD 3423

COURSE TITLE: NEGOTIATION, HEALING AND PEACE BUILDING

EXAM VENUE: STREAM: (BSc. P. Health / Comm Hlth & Dev)

DATE: 5th July 2016

EXAM SESSION:

TIME: 2.00 HOURS

Instructions:

- 1. Answer all questions in section A and any other 2 questions in Section B.**
 - 2. Candidates are advised not to write on the question paper**
 - 3. Candidates must hand in their answer booklets to the invigilator while in the examination room**
-

SECTION A Answer all questions in this section (30 marks)

1. a. Define negotiations **(1 mark)**
b. State four methods used in peace building **(2 marks)**
2. By use of a model elaborate three strategies for conflict prevention and transformation **(3 marks)**
3. Explain any three major characteristics of a healing community **(3 Marks)**
4. State the three roles of community health and development workers in healing community **(3 Marks)**
5. Explain briefly any three consequences of aggressiveness **(3Marks)**
6. Explain the rationale for peace building and negotiation **(3 Marks)**
7. Explain the six principles for better negotiation skills **(3 marks)**
8. State the six basic steps to developing a BATNA **(3 Marks)**
9. Define conflict resolution and explain six strategies and approaches to managing conflicts **(3 marks)**
10. Explain any three major causes of conflicts in institutions and give examples where applicable **(3 Marks)**

SECTION B Answer any two Questions (40 Marks)

1. You have been appointed as an external negotiator in community health services program in a local NGO. Discuss the process of building peace and managing the existing conflict with the NGO **(20 Marks)**
 2. By use of diagram explain in details the stages of a healing community by giving examples where applicable **(20 Marks)**
 3. By use of examples critically discuss the essential elements of negotiations **(20 Marks)**
 4. Discuss into details the bottle necks to reaching a best negotiated agreements **(20 Marks)**
-