

## Question Bank - Negotiations

Q/ Define conflict according to Joseph Frankel?

Q/Write in points only the analytical theories of international conflicts?

Q/Explain the elements of international conflict?

Q/Explain, in detail, the causes of international conflicts?

Q/ Define conflict according to (for example) Dr. Caltung?

Q/Explain the elements of international conflict?

Q/Explain the development of international relations according to the level of violence, then draw a diagram to show its content?

Q/Explain the stages of international conflict, and then draw an illustrative diagram to illustrate it?

Q/Write in points only the analytical theories of international conflicts?

Q/Explain, in detail, the causes of international conflicts?

Q/Explain the nature of the conflict and peace relationship, explaining your answer with an illustrative diagram?

Q/ Define negotiation according to (for example) Robert Bond?

Q/Talk about the importance of the science of negotiation?

Q/Write about the characteristics of negotiation?

Q/Talk about the personal and objective characteristics of a successful negotiator?

Q/Write only (number) points of negotiation principles?

Q/Mention the types of the first category of negotiations (according to the result) or (according to the field of work), and explain one of them in detail?

Q/ Explain, in detail, the negotiation strategies in case there is an intention to agree according to common interests?

Q/ Explain, in detail, the negotiation strategies in case there is an intention to continue the conflict?

Q/ Write in points only Binaries of negotiating politics, then analyze two of them in detail?