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Planning

Training in Negotiation Skills

UNITED KINGDOM NATIONAL NUCLEAR LABORATORY LIMITED

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-065475

Procurement identifier (OCID): ocds-h6vhtk-05cd05

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Scope

Reference

NNLC692.3

Description

Safeguards-related training courses.

UKNNL on behalf of our customers has a long-term requirement for a wide range of safeguards-related training courses.

New safeguards inspectors require training and practical experience on fuel cycle plants and the techniques and procedures to be applied during inspections. More advanced courses are required for senior inspectors, whilst specialised courses are desirable for other key personnel. To undertake this training, access to appropriate expertise and nuclear facilities, is required and in some cases made only available by Member States.

Inspectors need to develop specific listening and negotiation skills to deal confidently with difficult situations arising from disagreements with local, regional and State authorities,

facility personnel in planning, conducting and reporting safeguards inspections and other activities based on Safeguards Agreements.

The course objectives must be developed with the purpose to help IAEA staff and inspectors fine-tune their skills, with an emphasis on providing insights and guidance applicable in all structured negotiating situations, and specific tips for dealing with inflexible interlocutors and for handling issues arising from cultural differences and difficult personality traits. Skills required in this course include direct/positive speaking, careful listening, asking 'open' questions, impartiality, confidentiality, handling emotions, self-esteem and 'face-saving' strategies, differing ethnic/cultural value systems, and dealing with 'spoilers' and 'bad leaders'.

The course facilitators must have extensive experience in diplomatic negotiation, with the ability to utilise experts and former diplomats with a high-level of experience in negotiation and professional mediation. The proposed contractor must have experience in international or multilateral political environments and must be familiar with the responsibilities and activities of the IAEA and its inspectors. The specific target for the research is considered sensitive and, therefore suppliers must meet the minimum security requirements to handle, OFFICIAL SENSITIVE information.

Total value (estimated)

- £200,000 excluding VAT
- £240,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 April 2026 to 31 March 2029
- Possible extension to 31 March 2031
- 5 years

Main procurement category

Services

CPV classifications

- 80510000 - Specialist training services
- 98113000 - Services furnished by specialist organisations

Contract locations

- UKD61 - Warrington

Engagement

Engagement deadline

29 October 2025

Engagement process description

This market engagement seeks supplier feedback to inform the procurement and programme of work.

Interested parties who have demonstrable experience to deliver the scope of work should contact procurement@uknnl.com before 17:00 pm on Wednesday 29th October 2025, to receive a Request for Information Questionnaire (RFI).

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Contracting authority

UNITED KINGDOM NATIONAL NUCLEAR LABORATORY LIMITED

- Companies House: 03857752
- Public Procurement Organisation Number: PVXT-8784-YGNV

Chadwick House Warrington Road

Warrington

WA3 6AE

United Kingdom

Contact name: Gillian Hale

Email: procurement@uknnl.com

Website: <http://www.uknnl.com>

Region: UKD61 - Warrington

Organisation type: Public authority - sub-central government