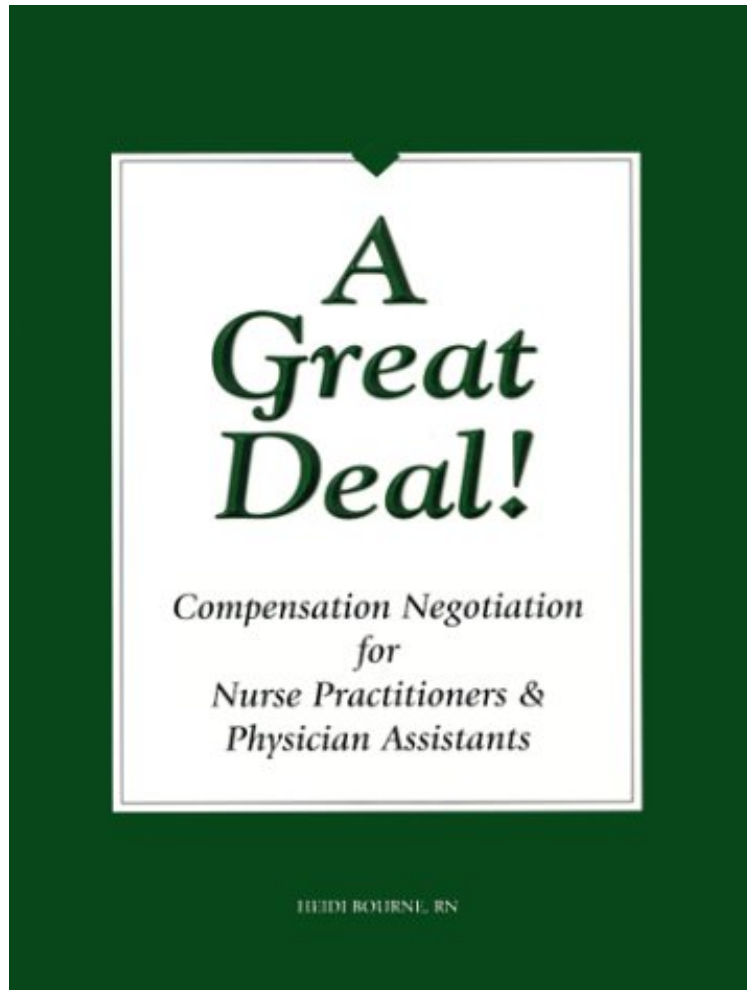


# A Great Deal! Compensation Negotiation For Nurse Practitioners Physician Assistants

*Heidi L. Bourne, Heide Bourne*

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**Heidi L. Bourne, Heide Bourne : A Great Deal! Compensation Negotiation For Nurse Practitioners Physician Assistants** before purchasing it in order to gauge whether or not it would be worth my time, and all praised A Great Deal! Compensation Negotiation For Nurse Practitioners Physician Assistants:

0 of 0 people found the following review helpful. I think it is a good resource By Michele Caldwell Because there are no nurse practitioners in my area, I had no idea how to go about finding a job as a nurse practitioner. This book was a pretty good resource. Yes, you can probably find all of the information on the internet, but at least in the book it is all in one place. 2 of 2 people found the following review helpful. Excellent information By A Customer I have used this book in assisting physicians, physician assistants, and nurse practitioners with contract negotiation since the first edition. It is an excellent resource for contract and salary negotiation. The step-by-step, systematic and supportive

approach is helpful for any healthcare professional and really could be used by anyone in any career as a guideline to negotiation. The planner, included in the book, is a very helpful tool. I have recommended this book to many nurse practitioners and physician assistants throughout the years and all have reported that they found it to be invaluable. 1 of 4 people found the following review helpful. **DO NOT WASTE YOUR MONEY** By Scott L. Anderson Provides basic knowledge of the concepts for contract negotiation and implementation. One could find with minimal effort the same basic level of information on their own through Internet searches and journal reviews for a tiny fraction of the cost of this book. Do not waste your money on this particular book like I did.

An established guide to compensation negotiation designed specifically for nurse practitioners and physician assistants. Offers NPs and PAs information along with the tools to negotiate fair and competitive compensation packages.

"It never occurred to me to discuss half of the issues presented here. The book gave me a lot to think about, and now I really have a way to negotiate. I recommend the book to my colleagues regularly." -- Lynn Szabo, PA-C  
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"This publication provides structure, organization, and the tools to negotiate. It clearly and concisely covers all of the components found in a compensation package. It is an excellent resource." -- Charles Lohrstorfer, NP  
From the Publisher  
A Great Deal was first published in 1995 and has been regularly updated since that time. Now in its 3rd edition, it has been consistently and widely acknowledged for its structure, organization, clarity, and creativity.  
From the Author  
In 1988 I founded Western Practitioner Resources, the West's first placement company exclusively for nurse practitioners and physician assistants. Today, WPR stands as the foremost placement service for NP's and PA's in the Western United States. A Great Deal was the outcome of spending an enormous amount of time assisting practitioners in designing and negotiating their compensation packages.