

## Mind Of A Trader

"The one, only, and by far the best book synthesizing psychology and investing. In addition to providing modern, scientific knowledge about psychology, this book provides a mirror into the mind and wide breadth of knowledge of one of the leading practitioners of brief and effectual cures. Will help to cure your trading and your life." -Victor Niederhoffer, Chief Speculator, Manchester Investments Author, *The Education of a Speculator and Practical Speculation*

"How refreshing! A book that rises above the old NLP model of the 80's and provides insights on how our relationship with the market is indeed a very personal one. Not only has Steenbarger provided some fantastic tools for the trader to transform his mindset, but he has contributed unique trading ideas as well. Brilliant!" -Linda Raschke, President, LBRGroup, Inc.

"'Investigate, before you invest' was for many years the slogan of the New York Stock Exchange. I always thought a better one would be, 'Investigate YOURSELF, before you invest.' The Psychology of Trading should help you increase your annual investment rate of return. Mandatory reading for anyone intending to earn a livelihood through trading. " -Yale Hirsch, The Hirsch Organization Inc., Editor, *The Stock Trader's Almanac*

"This highly readable, highly educational, and highly entertaining book will teach you as much about yourself as about trading. It's Oliver Sacks meets Mr. Market-extraordinary tales of ordinary professionals and individuals with investment disorders, and how they successfully overcame them. It is a must-read both for private investors who have been shell-shocked in the bear market and want to learn how to start again, as well as for pros who seek an extra edge from extra inner knowledge. Steenbarger's personal voyage into the mind of the market is destined to become a classic." -Jon Markman, Managing Editor, CNBC on MSN Money Author, *Online Investing and Swing Trading*

"Dr. Steenbarger's fascinating, highly readable blend of practical insights from his dual careers as a brilliant psychologist and trader will benefit every investor; knowing oneself is as important as knowing the market." -Laurel Kenner, CNBC.com Columnist, Author, *Practical Speculation*

**NEW YORK TIMES BESTSELLER** • A former Galleon Group trader portrays an after-hours Wall Street culture where drugs and sex are rampant and billions in trading commissions flow to those who dangle the most enticements. A remarkable writing debut, filled with indelible moments, *The Buy Side* shows as no book ever has the rewards—and dizzying temptations—of making a living on the Street. Growing up in the 1980's Turney Duff was your average kid from Kennebunk, Maine, eager to expand his horizons. After trying – and failing – to land a job as a journalist, he secured a trainee position at Morgan Stanley and got his first feel for the pecking order that exists in the trading pits. Those on the “buy side,” the traders who make large bets on whether a stock will rise or fall, are the “alphas” and those on the “sell side,” the brokers who handle their business, are eager to please. How eager to please was brought home stunningly to Turney in 1999 when he arrived at the Galleon Group, a colossal hedge-fund management firm run by secretive founder Raj Rajaratnam. Finally in a position to trade on his own, Turney was encouraged to socialize with the sell side and siphon from his new broker friends as much information as possible. Soon he was not just vacuuming up valuable tips but also being lured into a variety of hedonistic pursuits. Naïve enough to believe he could keep up the lifestyle without paying a price, he managed to keep an eye on his buy-and-sell charts and, meanwhile, pondered the strange goings on at Galleon, where tens of millions were being made each week in sometimes mysterious ways. At his next positions, at Argus Partners and J.L. Berkowitz, Turney climbed to even higher heights – and, as it turned out, plummeted to even lower depths – as, by day, he solidified his reputation one of the Street's most powerful healthcare traders, and by night, he blazed a path through the city's nightclubs, showing off his social genius and voraciously inhaling any drug that would fill the void he felt inside. A mesmerizingly immersive journey through Wall Street's first millennial decade, and a poignant

self portrait by a young man who surely would have destroyed himself were it not for his decision to walk away from a seven-figure annual income, *The Buy Side* is one of the best coming-of-age-on-the-Street books ever written.

Trading can be intensely rewarding. But it is also one of the most mentally and emotionally challenging activities anyone can pursue. As in other high-performance domains, those who are serious about mastering their craft and staying in the game spend serious time working on their game, including training their mind and body. Steve Ward has spent the last 15 years working as a performance coach with financial traders and investors at some of the biggest and most successful investment banks, hedge funds, asset managers, commodities trading houses and proprietary trading groups across the globe, helping them to perform at their best, to navigate the highs and lows of trading and investing in the markets, and to sustain high performance for the long run. As one hedge fund client put it to him, "It's about becoming bulletproof". Becoming a bulletproof trader is forged over time through experience, and by applying the latest insights from biological and psychological sciences, the best that practical philosophy can teach us, and a healthy dose of pragmatism – doing what actually works in the real world of trading the markets. This book brings together all of Steve's latest insights into how to deal with stresses and setbacks and sustain high performance in a comprehensive, accessible and unmissable book, so that you too can become a bulletproof trader. Don't trade without it.

Build an iconic shopping experience that your customers love—and a work environment that your employees love being a part of—using this blueprint from Trader Joe's visionary founder, Joe Coulombe. Infuse your organization with a distinct personality and culture that draws customers in a way that simply competing on price cannot. Joe Coulombe founded what would become Trader Joe's in the late 1960s and helped shape it into the beloved, quirky food chain it is today. Realizing early on that he could not compete and win by playing the same game his bigger competitors were playing, he decided to build a store for educated people of somewhat modest means. He brought in unusual products from around the world and promoted them in the Fearless Flyer, providing customers with background on how they were sourced and their nutritional value. He also gave the stores a tiki theme to reinforce the exotic trader ship concept with employees wearing Hawaiian shirts. In this way, Joe laid down a blueprint for other business owners to follow to build their own unique shopping experience that customers love, and a work environment that employees love being a part of. In *Becoming Trader Joe*, Joe shares the lessons he learned by challenging the status quo and rethinking the way a business operates. He shows readers of all types: How moving from a pure analytical approach to a more creative, problem-solving approach can drive innovation. How finding an affluent niche of passionate customers can be a better strategy than competing on price and volume. How questioning all aspects of the way you do business leads to powerful results. How to build a business around your values and identity.

Traders worldwide have come to rely on the advice of Ruth Barrons Roosevelt, a renowned psychological trading coach and successful futures trader. In *Mind Power*, Roosevelt builds on the information she dispensed in previous books, drawing the wisdom from her regular online column. As with all Roosevelt's insights, this book expands on tips, tools, and explorations she uses. Roosevelt stresses that the human mind is a powerful engine that can drive your trading success. In *Mind Power*, she lays out the steps and exercise that will lead to profitable trading and investing. Discover what thousands of others have already have: Roosevelt can help you turn your powerful ideas into positive action!

*Financial Trading and Investing, Second Edition*, delivers the most current information on trading and market microstructure for undergraduate and master's students. Without demanding a background in econometrics, it explores alternative markets and highlights recent regulatory developments, implementations, institutions and debates. New explanations of

controversial trading tactics (and blunders), such as high-frequency trading, dark liquidity pools, fat fingers, insider trading, and flash orders emphasize links between the history of financial regulation and events in financial markets. New sections on valuation and hedging techniques, particularly with respect to fixed income and derivatives markets, accompany updated regulatory information. In addition, new case studies and additional exercises are included on a website that has been revised, expanded and updated. Combining theory and application, the book provides the only up-to-date, practical beginner's introduction to today's investment tools and markets. Concentrates on trading, trading institutions, markets and the institutions that facilitate and regulate trading activities Introduces foundational topics relating to trading and securities markets, including auctions, market microstructure, the roles of information and inventories, behavioral finance, market efficiency, risk, arbitrage, trading technology, trading regulation and ECNs Covers market and technology advances and innovations, such as execution algo trading, Designated Market Makers (DMMs), Supplemental Liquidity Providers (SLPs), and the Super Display Book system (SDBK) An in-depth look at the trading system that anyone can use The Logical Trader presents a highly effective, yet simple trading methodology that any trader anywhere can use to trade almost anything. The "ACD Method" developed and refined by Mark Fisher after many years of successful trading, provides price points at which to buy and sell as determined by the opening range of virtually any stock or commodity. This comprehensive guide details a widely used system that is profitably implemented by many computer and floor traders at major New York exchanges. The author's highly accessible teaching style provides readers of The Logical Trader with a full examination of the theory behind the ACD Method and the examples and real-world trading stories involving it. Mark B. Fisher (New York, NY), an independent trader, is founder of MBF Clearing Corp., the largest clearing firm on the NYMEX. Founded in 1988, MBF Clearing has grown from handling under one percent of the volume on the NYMEX to nearly twenty percent of the trades today. A 1982 summa cum laude graduate from the Wharton School of Business, University of Pennsylvania, Fisher also received his master's degree in finance and accounting from Wharton. New technology and the advent of around the clock trading have opened the floodgates to both foreign and domestic markets. Traders need the wisdom of industry veterans and the vision of innovators in today's volatile financial marketplace. The Wiley Trading series features books by traders who have survived the market's ever changing temperament and have prospered-some by reinventing systems, others by getting back to basics. Whether a novice trader, professional or somewhere in-between, these books will provide the advice and strategies needed to prosper today and well into the future.

The Mind of a Trader will explore the trading philosophies, behaviors and tactics of the world's top traders, identifying successful strategies and winning ways in the markets.

Overcome psychological obstacles to increase trading success Successful traders need to be well-versed and skilled in a wide range of business and economic areas. But now, in addition to effective trading strategies and sound money management techniques, traders need to possess the know-how to handle the mental and emotional challenges of working in a highly volatile environment. Trade Mindfully is a unique resource that applies cutting-edge psychological techniques to trading skills, allowing readers to improve their mental outlooks and maximize the potential of their trading strategies. This book draws upon recent psychological research in behaviorism to teach new approaches that call for better focus, more confidence, and more positive perspectives and outcomes. One of the key concepts covered in the book is mindfulness, a state of mind traditionally touted in the East for its ability to reduce stress and increase perspective, useful qualities for traders looking to rise above emotional obstacles and the poor results they cause. The author also discusses the importance of High Value Trading Actions (HVAs), specific actions that are under a trader's control. With this

guide, trading professionals will be able to form solid strategies based on a combination of these notions and practices, leading to higher levels of trading performance. Applies sound psychological practice and evidence-based research to the trading profession Covers the psychological perspectives and mental skills needed to succeed in today's trading world Focuses on key concepts that lead to deliberate practice, specific trading activities, and increased awareness and focus Designed to help traders deal with the emotional challenges that come with uncertainty and risk Trade Mindfully touches on the most essential concepts for anyone intrigued by what trading psychology has to offer, and delivers the best strategies for achieving the right mental skills for peak performance.

This book explores how fear or impulsivity blocks the potential of the trader you could be. But more than just explaining HOW your fears and impulsivity negatively impact your trading, this book explains what you can DO about it. Through the use of real life vignettes, Rande tells the stories of traders like you who have wrestled with their psychological demons and conquered them. From the paralyzing hesitation of the fear of pulling the trigger to the demoralizing disaster of impulse trading to make up for prior losses, you will see how they overcame their self-limiting beliefs and achieved a disciplined, patient, impartial, and courageous mindset the Trader's State of Mind. Rande explores how these traders used Mindfulness as part of a process to develop an edge that led them to peak performance trading. In this book you will learn how to disrupt old self limiting beliefs that block you from your potential and awaken the potential of the Inner Trader living within you.

Praise for *Chronicles of a Million Dollar Trader* "Focus, tenacity, self-analysis, and intensity. Don Miller conveys the essence of trading in such a compelling and down-to-earth manner—the reader literally eats, sleeps, and breathes Don's moments of triumph and exhaustion. Don clearly nails the most pertinent points in this business: add to your position when you have a strong hand, fight to dig yourself out of the inevitable abyss, and don't trade when you are tired. This book is what professional trading is TRULY about!" —Linda Raschke, President, LBR Group, Inc. "My career as a broker with some of the largest futures brokerages in the world has put me in a unique position to evaluate traders. I've been able to observe many of the best futures traders in the industry over the past twenty years. And what I can state with certainty is that Don Miller is one of, if not the, best futures traders I've seen. Great traders are able to recognize and adapt to changing market environments. They take their mistakes and use them to become better traders. Great traders possess the unique discipline to manage a losing trade as well as a winning one. These are the qualities I have witnessed Don Miller master. The fact that Don has agreed to share his experiences and insights makes this book an invaluable doctrine to all traders and investors alike." —Patrick Lafferty, President, Capital Trading Group "I've had the good fortune of watching Don Miller trade profitably in front a live group of full-time traders over a two-day period of time. The methods Don teaches are solid, and more importantly, as you will see here in his book, they've been consistently successful. This book goes further than most trading books because you get to live with Don day by day, seeing both his actual trading along with his mind frame. If you want to learn from someone who has mastered day trading, and has successfully done so for years, then this book is must reading. Highly recommended!" —Larry Connors, founder, TradingMarkets.com; author of *How Markets Really Work* "I have personally seen Don trade for several years, and he is candidly one of the best. His book is enlightening and helpful in understanding the mindset of a successful trader." —Steve Demarest, President, MB Trading "A true story of sacrifice, hardship, and success. Don Miller shares his story to make \$1 million in one year in real time, real trading records, and real life." —James L. Koutoulas, Esq., CEO, Typhon

Way of the Trader offers a fresh perspective on a mysterious art - trading the financial markets. Over 15 compelling chapters, Ian Murphy unpacks the world of a private trader, providing a wealth of practical tools for those wishing to make a living from the markets. In Part A he

examines the job of a trader and their relationship with the market - and how to survive where so many others have failed. In Part B he reveals the habits of serious professionals. These include essential procedures such as the Eight Checks and the Nine Filters which should be employed by all traders before a single penny is placed in the market. Most important of all, Ian explains how the Five Limits of Risk allow us to embrace the dangers at the heart of trading, so we can face the market with confidence and clarity. In the Six Edges chapter, psychology - the key to trading success - is closely examined and we see how the concept of a trading edge is overrated and misunderstood. We also learn how Buddhist techniques for working with the mind can be profitably employed in the market. In Part C the author shares three consistently profitable trading strategies which expose opportunities inherent in the market and demonstrates how to leverage those opportunities. These strategies are explained in great detail with the aid of annotated charts and backtested results. *Way of the Trader* is a must read for anyone thinking of trying their hand at trading. It's also an indispensable tool for experienced traders who are unable to remain profitable over the long run and need to introduce order and structure to their daily routine. Murphy doesn't claim to be another market guru or promise to make you millions. He's the guy up the street who figured out how to become profitable after years of frustration and confusion. Based on his own experience and that of other professional traders, he systematically demonstrates how patience and perseverance, when coupled with an open mind and hard work, offer a path to a lifestyle which is financially independent and free. If you have the courage to take that path, this book is the first step on the way.

Your brain is your biggest barrier to success in the markets. It doesn't have to be this way. Discover ingenious techniques to overcome fear, greed, and the cognitive biases that are sapping your profit potential. Trading should be easy, but sometimes our brains make it tough. It's not our fault, evolution has hard-wired human beings to fail in the markets. Fear, greed, and other destructive emotions harass us into making poor decisions. Most trading teachers will tell you to "run your winners and cut your losses early," and "banish fear and greed if you want to succeed." Great advice, but let's face it, it's about as useful as saying "if you want to quit smoking, stop putting cigarettes in your mouth". If only it was that easy! Anyone who trades knows it can be hard to take a loss or to run a winner. That's because your brain is actively working against you when you trade. Fear and greed are two of its biggest weapons, and it won't hesitate to deploy them against your best efforts to turn a profit. But what would happen if, instead of hampering your trading, your fear and greed worked for you? What if you could harness their power and energy and use them for good? Trading would become stress-free, and bigger profits would follow. In this groundbreaking new book, Harvey Walsh goes further than ever before in deconstructing the evolutionary developments and learned behaviours that have programmed us for failure in the markets. Armed with that information, he has developed a series of brain hacks - simple yet powerful tricks and techniques anyone can use to turn around their built-in disadvantages and use them to supercharge their trading. Here's just some of what you'll discover when you read *Brain Hacks For Traders*: - How to make your trading stress-free by subverting your fear-engine. - Ingenious brain hacks to boost your performance and profit by commandeering your inbuilt cognitive biases and heuristics. - How to harness the awesome power of addiction and have it improve every single trade you take. - A simple but smart tactic that will trick your mind into revealing what's really on a chart. - What a racing driver's pants can teach us about human fallibility, and how that same weakness can become our saviour. - How to slay the monsters that haunt every trader, and build an impenetrable shield against self-doubt. - The one document every trader needs to improve their entry selection exponentially. - What cheat-heuristics are, why they're good for you, and how to use them ethically. - How trading less can mean you make more money. - Five different ways to beat the boredom and keep yourself focussed. You can't profit from a

trade you missed, so make sure you don't miss any. *Brain Hacks For Traders* is perfect for traders working in any market and any time frame. Scalpers, day traders, and swing traders will all benefit. The techniques in the book apply to any instrument too, be it stocks, futures, forex, options, or commodities. Give yourself an edge: hack your brain and take your trading and your profits to the next level. Because trading needn't be tough.

Seize the advantage in every trade using your greatest asset—"psychological capital"! When it comes to investing, we're usually taught to "conquer" our emotions. Denise Shull sees it in reverse: We need to use our emotions. Combining her expertise in neuroscience with her extensive trading experience, Shull seeks to help you improve your decision making by navigating the shifting relationships among reason, analysis, emotion, and intuition. This is your "psychological capital"—and it's the key to making decisions calmly and rationally during the heat of trading. *Market Mind Games* explains the basics of neuroscience in language you understand, which is the first tool you need to manage the emotional ups and downs of the trading. It then provides you with a rock-solid trading system designed to take full advantage of your emotional assets.

A step-by-step system for mastering trading psychology. Think about your most costly and recurring trading mistakes. Chances are that they're related to common errors, such as chasing price, cutting winners short, forcing mediocre trades, and overtrading. You've likely tried to fix these errors by improving your technical skills, and yet they persist. That's because the real source of these mistakes is not technical—they actually stem from greed, fear, anger, or problems with confidence and discipline. If you are like most traders, you probably overlook or misunderstand mental and emotional obstacles. Or worse, you might think you know how to manage them, but you don't, and end up losing control at the worst possible time. You're leaving too much money on the table, which will either prevent you from being profitable or realizing your potential. While many trading psychology books offer sound advice, they don't show you how to do the necessary work. That's why you haven't solved the problems hurting your performance. With straight talk and practical solutions, Jared Tendler brings a new voice to trading psychology. In *The Mental Game of Trading*, he busts myths about emotions, greed, and discipline, and shows you how to look past the obvious to identify the real reasons you're struggling. This book is different from anything else on the market. You'll get a step-by-step system for discovering the cause of your problems and eliminating them once and for all. And through real stories of traders from around the world who have successfully used Tendler's system, you'll learn how to tackle your problems, improve your day-to-day performance, and increase your profits. Whether you're an independent or institutional trader, and regardless of whether you trade equities, forex, or cryptocurrencies, you can use this system to improve your decision-making and execution. Finally, you have a way to reach your potential as a trader. Now's the time to make it happen.

Douglas uncovers the underlying reasons for lack of consistency and helps traders overcome the ingrained mental habits that cost them money. He takes on the myths of the market and exposes them one by one teaching traders to look beyond random outcomes, to understand the true realities of risk, and to be comfortable with the "probabilities" of market movement that governs all market speculation.

"*Reminiscences of a Stock Operator*" is the most widely read, highly recommended investment book ever. Generations of readers have found that it has more to teach them about markets and people than years of experience. This is a timeless tale that will enrich your life - and your portfolio.

*Trend Following Mindset* brings to life the timeless conversations between Tom Basso and Michael Coval originally featured on Michael's renowned *Trend Following* podcast. In these profound and enlightening exchanges, Tom shares with Michael his deep wisdom on trading, business, life, and the how and why of his mindset. Tom Basso, dubbed Mr. Serenity by Jack

Schwager, is one of the most experienced and knowledgeable trend-following traders in the world today—a trading legend who lives life to the fullest. Tom's most important trend following research papers are presented together for the first time, delivering a treasure trove of trading insights. Michael also pulls from Tom his perspective on: How to get started in trading; What trend following is, and how and why it works so well; Constructing your trading system; Position sizing and account management; The work-life balance of a trader; The transition from independent trader to professional money manager; and so much more. *Trend Following Mindset* will teach you the mindset of one of the great trend followers. Most important of all, it will show you how to do as Tom does ... and enjoy the ride.

If your heart's not in your business, why are you? In the flurry of everyday deadlines, fire fighting and all the pressing demands on our time, it's easy to forget the real reasons we started our own business in the first place. *Soul Trader* helps you connect with your personal mission, values and passion to create a 'stand out from the crowd' business that enriches you both financially and emotionally. Discover the seven essential principles that will help you build a business sensitive to today's economic and social realities, one that is profitable, customer-focused and in tune with your own beliefs, needs and goals. Rasheed Ogunlaru tears off the jargon and delves into the beating heart of what makes businesses really work. Throw your heart into your business, it will pay dividends.

How top traders made huge profits during the most momentous market events of the past century. Financial and commodity markets are characterized by periodic crashes and upside explosions. In retrospect, the reasons behind these abrupt movements often seem very clear, but generally few people understand what's happening at the time. Top traders and investors like George Soros or Jesse Livermore have stood apart from the crowd and capitalized on their unique insights to capture huge profits. Engaging and informative, *The Greatest Trades of All Time* chronicles how a select few traders anticipated market eruptions—from the 1929 stock market crash to the 2008 subprime mortgage meltdown—and positioned themselves to excel while a majority of others failed. Along the way, author Vincent Veneziani describes the economic and financial forces that led to each market cataclysm and how these individuals perceived what was happening beforehand and why they decided to place big bets, often at great risk and in opposition to consensus opinion at the time. Traders discussed include George Soros, Jesse Livermore, Paul Tudor Jones, John Templeton, and John Paulson. Provide contemporary traders and investors with insights on how great traders make great trades. Offers insights on market forecasting, mass psychology, and the importance of personal conviction in trading. At a time when many investors are looking to the past for answers to the future, this book brings important historical moments in the financial markets to life.

This book is the first to demonstrate the practical implications of an important, yet under-considered area of psychology in helping traders and investors understand the biases and attribution errors that drive unpredictable behaviour on the trading floor. Readers will improve their chances of trading successfully by learning where cognitive biases lead to errors in stock analysis and how these biases can be used to predict behavior in market participants.

Focusing on the three major types of bias—Belief-Formation, Quasi-Economic, and Social—the book provides a rigorous discussion of the literature before explaining how each of these biases plays out in financial markets. The author brings together the fields of philosophical psychology and behavioral finance to introduce "theory of mind," providing readers with tools to predict biases in others as well as using these predictions to form optimal trading strategies for themselves. Readers will also learn to understand their own behaviors, counteracting biases such as overconfidence and conformity—and the "curse" of their own knowledge—to strengthen trade performance. Pairing his skill and experience with an extensive research bibliography, *Short* positions the foundational sources of cognitive biases alongside concrete examples, experimental designs, and trader's anecdotes, helping readers to apply theoretical guidelines

to real-life scenarios. Shrewd professionals and MBA students will benefit from The Psychology of Successful Trading's intuitive structure and practical focus.

The classic book that introduced the investment industry to the concept of trading psychology. With rare insight based on his firsthand commodity trading experience, author Mark Douglas demonstrates how the mental matters that allow us function effectively in society are often psychological barriers in trading. After examining how we develop losing attitudes, this book prepares you for a thorough "mental housecleaning" of deeply rooted thought processes. And then it shows the reader how to develop and apply attitudes and behaviors that transcend psychological obstacles and lead to success. The Disciplined Trader helps you join the elite few who have learned how to control their trading behavior (the few traders who consistently take the greatest percentage of profits out of the market) by developing a systematic, step-by-step approach to winning week after week, month after month. The book is divided into three parts:

- An overview of the psychological requirements of the trading environment
- A definition of the problems and challenges of becoming a successful trader
- Basic insights into what behavior may need to be changed, and how to build a framework for accomplishing this goal
- How to develop specific trading skills based on a clear, objective perspective on market action

"A groundbreaking work published in 1990 examining as to why most traders cannot raise their equity on a consistent basis, bringing the reader to practical conclusions to go about changing any limiting mindset."—Larry Pesavento, TradingTutor.com

Alongside Laszlo Birinyi's stories from his more than forty years of trading experience, the book provides guidance on critical trading and investment issues, including: What the market will likely do if Spyzers are up one percent in pre-trading Whether to buy or sell when a stock reports better than expected earnings and trade up to \$5 to \$50 The details behind group rotation and market cycles The seasonal factors in investing Indicators, explained: which are indicative and which are descriptive The importance of sentiment and how to track it The book will include chapters and details on technical analysis, the failure of technical analysis efforts, the business of wall street, trading indicators, anecdotal data, and price gaps. The Website associated with the book will also feature data sourcing and video.

Trading is a chaotic, complex, and loosely-structured game played by the smartest minds and most expensive computers in the world. It is the ultimate puzzle. Few can trade at an elite level for an extended period. The game is constantly changing and the rules, mechanics, and probabilities are difficult to observe and forever in flux. Just when you think you've got a plan: BAM. You get punched in the mouth. Trading attracts intelligent, driven individuals who see enormous financial rewards and few barriers to entry. But no amount of intelligence or skill is enough if you are irrational, undisciplined, or overconfident. The best analysis is useless if you keep reaching for the self-destruct button. How do you survive and excel in this high-stakes competition? How do you become an Alpha Trader? The answer is mindset, methodology, and math. ALPHA TRADER is not a behavioral economics textbook and it is not a boring, theoretical deep dive into trading psychology. It's a practical guide full of actionable information, exciting and relevant trading floor stories, concisely-distilled research, and real-life examples that explain and reinforce critical concepts. The book details the specific strategies, tactics, and habits that lead to professional trading success. It will help you become more self-aware, rational, and profitable. This book will make you a better trader. It will help you unlock more edge and it will motivate you to become an expert in your market. It covers practical and essential topics like strategy vs. tactics, microstructure, market narrative, technical analysis, sentiment, positioning and systematic risk management. It will explain the importance of adaptation, rational thinking, behavioral bias, and risk of ruin. Brent Donnelly, the author of ALPHA TRADER, has been a professional trader for more than two decades and has been writing about macro and markets for more than 15 years. His writing style is engaging, approachable, and entertaining and he has the experience and knowledge of a veteran

professional trader. His first book, *The Art of Currency Trading* is a bestseller and has received rave reviews. Brent has worked as a senior FX dealer at some of the biggest banks in the world. He has traded global macro for a Connecticut hedge fund, and he has day traded equities with his own money. He loves trading and he loves writing about it. *ALPHA TRADER* is for traders of every skill and experience level. Veterans and rookies alike will benefit as the book digs into topics like self-awareness, discipline, endurance, and grit. Learn the common traits of winning traders, the myriad sources of trader kryptonite, how to improve your decision-making, and how smart people do stupid things, all the time. Professional trading is a lifelong journey of self-improvement, struggle, adaptation, and success. This book will help you level up on that journey. Be rational and self-aware. Learn, adapt, and grow. Unleash the Alpha. Through his own trading experiences and those of individuals he has mentored, Dr. Brett Steenbarger is familiar with the challenges that traders face and the performance and psychological strategies that can meet those challenges. In *Enhancing Trader Performance*, Steenbarger shows you how to transform talent into trading skill through a structured process of expertise development and reveals how this approach can help you achieve market mastery.

A timely update to the book on using the Market Profile method to trade Emerging over twenty years ago, Market Profile analysis continues to realize a strong following among active traders. The approach explains the underlying dynamics and structure of markets, identifies value areas, price rejection points, and measures the strength of buyers and sellers. Unlike more conventional forms of technical analysis, Market Profile is an all-encompassing approach, and *Mind Over Markets, Updated Edition* provides traders with a solid understanding of it. Since the first edition of *Mind Over Markets*—considered the best book on applying Market Profile analysis to trading—was published over a decade ago, much has changed in the worlds of finance and investing. That's why James Dalton, a pioneer in the popularization of Market Profile, has returned with a new edition of this essential guide. Written to reflect today's dynamic market conditions, *Mind Over Markets, Updated Edition* clearly puts this unique method of interpreting market behavior and identifying trading/investment opportunities in perspective. Includes new chapters on Market Profile-based trading strategies, using Market Profile in connection with other market indicators, and much more Explains how the Market Profile approach has evolved over the past twenty-five years and how it is used by contemporary traders Written by a leading educator and authority on the Market Profile One of the key elements that has long separated successful traders from the rest is their intuitive understanding that time regulates all financial opportunities. The ability to record price information according to time has unleashed huge amounts of useful market information. *Mind Over Markets, Updated Edition* will show you how to profitably put this information to work for you.

After losing much of his money when the South Sea Bubble burst in 1720, English physicist and mathematician Isaac Newton stated, "I can calculate the motion of heavenly bodies, but not the madness of people." Even though Isaac Newton was a brilliant man, he did not realize that markets function in a way that is opposite to almost everything else we do. For example, if people are lining up around the block to purchase an iPad, it is a sign that it is a good product. If people are lining up around the block to buy a condominium, it is a bad sign for real estate. Markets do not always act in a rational or logical manner. *Mind, Money & Markets* explains why they act the way they do. It is critical for every person to understand this in order to make wise decisions

ranging from buying a home to operating a business. Expert advice is much less reliable than we expect it to be because no one can accurately predict the future on a consistent basis. Gigantic losses like the \$6.2 billion trading loss at JP Morgan in 2012 show that investors are not giving momentum (following the trend) the respect it deserves. *Mind, Money & Markets* offers a momentum filter—specifically, a screening tool from which every individual and professional investor should benefit. The book also provides a "circuit breaker" that enables investors to limit losses in case of an unexpected event in financial markets. Using powerful and poignant analogies from their life experiences, including Dave Harder's twelve years as a Search and Rescue volunteer, we provide readers with a simple discipline to preserve precious hard-earned capital during severe downturns and to outperform benchmarks when markets are in an uptrend. It is easier to know what to do than to actually do it. Psychiatrist Dr. Janice Dorn specializes in helping traders and investors deal with emotions and aspects of human nature that hinder them from making astute investment decisions for stocks, bonds, real estate, currencies, or commodities. We have passed on many words of wisdom collected from market sages and great thinkers. We also highlight some major misconceptions about investing, and show the reader how to overcome them and prosper. With a compelling mixture of fascinating stories and more than 100 colored charts and photographs, this is truly a unique work about how human beings react to markets. The book helps individual as well as professional investors to be efficient with their time and energy by teaching them to focus only on a few factors which have the most significant impact on financial markets. The personalized strategies provided in these pages will enable readers to maximize gains, minimize losses, and have more time to spend on things that matter the most in their lives.

Today's global financial markets are every bit as vicious psychologically, and sometimes even physically, as the battles the great warriors throughout history have faced. Just as the warriors of old rode out to battle with the confidence and knowledge to conquer new lands and foes, so do the warriors of the market who thrive on the battleground of the trading floor. In *Warrior Trading*, Clifford Bennett, one of today's leading currency forecasters, outlines a path to trading success by highlighting the characteristics, the knowledge and skills, and the psychological state of mind required to be a true warrior trader. You'll be introduced to some fresh and unique perspectives regarding the markets, by looking at fundamental and technical analysis, as well as discovering how best to trade within the markets as an individual. Most importantly, you'll learn how to take advantage of those moments when the perceptions of most traders (the herd) are at odds with the underlying reality—moments when fear, greed, and other emotions wreak havoc on the ordinary trader's ability to operate objectively. Divided into three comprehensive parts, *Warrior Trading* will show you how to develop the focus, attitude, and mental discipline of a top trader so that you can make the most out of your time in the markets.

Want to be a successful trader? It's not enough to master generic trading strategies: you must first know yourself. You must understand your own emotional predilections and psychological tendencies. You must learn how to match your strategies to your own personality. You must choose strategies that are sustainable over the long haul, that you can tolerate—and execute. Michael Martin's *The Inner Voice of Trading* explains why deep self-knowledge is so crucial to successful trading, helps you gain

that self-knowledge, and guides you in applying it. Drawing on interviews and discussions with great traders like Michael Marcus and Ed Seykota, he shows how to quiet your mind, develop an "inner voice" you can rely on, and make it your most important trading ally. As seen in Barron's, Minyanville.com and HuffingtonPost.com Win in the Stock Market without Losing Your Mind Learn how to identify and overcome mental challenges that could be limiting your trading success. Benefit from someone with more than 20 years experience Steve has done the research so you don't have to. Each of these fourteen principles are part of what has made him successful for more than two decades. Avoid stress and make money These principles will help you build a strong trading foundation and keep you from succumbing to stressful situations that will cost you money. Principles to help you overcome stressful situations This book is not just about principles. It provides actionable exercises that will change the way you live and trade. In this book you will learn: To identify stressful situations that may be costing you money How to deal with these situations in a productive way To profit more and stress less Become a calm trader Don't run the risk of ruin by ignoring these important stock market principles. Learn to win in the stock market and save your sanity!

The following is a chapter from Trend Trading for a Living. In it, author and founder of Befriend the Trend Trading, Dr. Thomas Carr gives you all the technical skills, market-trend knowledge, and trading confidence you need to "trade for a living." A self-made trader himself, Carr walks you through every step of the process, from selecting the right online broker and choosing the best supporting software to "eyeballing" real setups on stock charts and leveraging your portfolio with options.

Is intraday trading profitable? How do you apply market profile and order flow analysis for attractive intraday trade setups? How do you apply the practical concepts of Market Profile to live trading? Your search ends here. The subject and methodology given in this book are designed to create synergetic tools from market profile and order flow analysis perspective to make you a successful intraday and short-term positional trader. Mind, Markets and Money teaches you practical intraday trading methods to take trades in live markets. This is the first book that explains intensive, in-depth concepts of intraday trading along with tailor-made systems for Indian market conditions. If you want to understand the successful journey of becoming a successful intraday trader, then this is the book you're looking for.

The true untold story of a rogue trader, whose decision to right a wrong ignited a series of political maneuvering by American and Japanese officials, leading to the expulsion of a major Japanese bank from the U.S. Toshihide Iguchi, formerly an Executive VP and U.S. Government Bond trader at Daiwa Bank's New York Branch, was responsible for \$1.1 billion in unauthorized trading losses accumulated over a period of 12 years beginning in 1983. At 18, Toshihide Iguchi came to the U.S. with high hopes. Graduating from college in Missouri, marrying a St. Louis girl, and landing a promising job at Daiwa Bank in New York, he was ready to embark on his American dream. Unbeknownst to him, a storm of unprecedented financial deregulation on both sides of the Pacific was about to rage... Twelve years later, he found himself in the maximum security ward of a Manhattan jail, surrounded by Arab terrorists and a Mafia boss. The author looks back on his psychological struggles and redemption, which gave him valuable insight in helping others to prevent future billion dollar trading losses, tying in more recent rogue trading cases, discussing common misconceptions of rogue trading as well as operational risks that continue to exist in financial institutions today.

A bestselling classic (more than 200,000 copies sold in hardcover and paperback) that delves

into the minds of some of the world's most successful traders.

**EARN SERIOUS TRADING PROFITS BY USING YOUR WHOLE BRAIN!** Legendary traders like Jesse Livermore, George Soros, Richard Dennis, and Steven Cohen use their full range of powers that encompass both instinct and analysis. That's how they made their fortunes—and that's how you can, too. In *Trading from Your Gut*, Curtis Faith, renowned trader and author of the global bestseller *Way of the Turtle*, reveals why human intuition is an amazingly powerful trading tool, capable of processing thousands of inputs almost instantaneously. Faith teaches you how to harness, sharpen, train, and trust your instincts and to trade smarter with your whole mind. Just as important, you'll learn when not to trust your gut—and how to complement your intuition with systematic analysis. You've got a left brain: analytical and rational. You've got a right brain: intuitive and holistic. Use them both to make better trades, and more money!

“Whole Mind” trading: the best of discretionary and system approaches  
How winning traders use analysis and disciplined intuition together  
How to profit from other traders’ “Wrong Brain Thinking”  
Understand other traders, without acting like them  
How to provide a firm intellectual framework for your trades  
What successful traders have discovered about the market’s structure and laws  
The unique value of intuition in swing trading  
Use your intuition to trade patterns that computer technology can’t recognize

Welcome to the world of Martin "Buzzy" Schwartz, Champion Trader--the man whose nerves of steel and killer instinct in the canyons of Wall Street earned him the well-deserved name "Pit Bull." This is the true story of how Schwartz became the best of the best, of the people and places he discovered along the way and of the trader's tricks and techniques he used to make his millions.

From the founder of the leading online trading education company *Pristine.com*, a simple technical method to trade or invest  
Many trading books present esoteric trading concepts and complicated indicators that may look good on paper when viewing the past, but prove ineffective in the real world.  
*Trading Tools and Tactics: Reading the Mind of the Market* doesn't just make investing look easy; it makes trading easy by teaching you not only how to identify price moves, but by helping you understand why prices move the way they do. Covers managing trades and setting entries and stops, and helps you view how failed trades or chart patterns of the past can become new opportunities  
Describes how to identify and understand supply and demand as it relates to resistance and support, as well as how to combine and read multiple time frames that offer the best opportunity to take profits  
Details both concepts and practical tools to use for life, not just the current market  
Investing is all about finding the right price patterns to profit from by understanding support, resistance, trends, and volume? as well as identifying the best time frames to trade.  
*Trading Tools* shows you how to do just this.

There are a lot of pre-education and pre-trading decisions you will need to make before you spend any money on trading or capitalizing an account to trade live with as a brand new self-directed trader. This book delivers a basic comprehensive guide to some of the tools and resources needed to help give you the best beginner information to make some of those hardest decisions and develop your trading edge as well as help you start to develop the “kill everyone” trader mentality needed to succeed in this business. The road to success in investing and trading as I always say is paved with the smoking blown up accounts of investors and traders. It does not have to be a long hard and expensive road though, it can be a road paved with gold and be fairly easy if you just take time to learn this business the right way from the start on your first day, keep it simple and it will be, *Traders Mind* is going to help you do just that. When you are done reading *Traders Mind* you will have an excellent basic explanation of what and what not to do before you even study anything or do any kind of education. The information in this book will put you on the fast track to becoming a successful self-directed investor and trader with very little money invested other than the cost of this book, learning it Harvard or Columbia business school would cost one hundred thousand dollars or more. The

professional advice I give you in Traders Mind will empower you to have confidence and zero fear of going in the live markets and accurately initiating a low risk high reward position with which you can have a high probability outcome from being a live market participant. Becoming a successful self-directed investor and trader is not nearly as difficult as one would think as long as they have the proper education and proper knowledge base right from day one, it takes a while but you can do it!

A Certified Trading Advisor (CTA) gives traders strategies for mastering the most important trading tool--their minds. Readers will find technical analysis and trading methodologies to help them trade more effectively as they develop certainty, intuition, and discipline. 15 illustrations.

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