

↑ having to take a loss come on be honest
PSYCHOLOGY

ATTITUDE SURVEY

- ❖ Making money as a trader is primarily a function of analysis.
- ❖ I often find myself thinking there must be a way to trade without having to take a loss.
- ❖ I have trouble getting out of a losing trade.

How To Think Like A Professional Trader™

00:01:06 / 01:16:44 S/W

market may do next it's good to think

TRADING PSYCHOLOGY

ATTITUDE SURVEY

- ❖ Do you find yourself planning trades you never execute, and executing trades you never planned?
- ❖ There is always cost associated with finding out what the market may do next.

How To Think Like A Professional Trader™

00:02:29 / 01:16:44 S/W

yeah a few people in here that might

TRADING PSYCHOLOGY

ATTITUDE SURVEY

- ❖ If I were to thoroughly analyze my trading results, I would find that my average losing trade is much bigger than my average winning trade.
- ❖ It only takes one trader somewhere in the world to negate the positive outcome of any particular trade.

How To Think Like A Professional Trader™

00:02:53 / 01:16:44 S/W

put on a trade if I wasn't sure it was

TRADE PSYCHOLOGY

ATTITUDE SURVEY

- ❖ I wouldn't put on a trade if I wasn't sure it was going to be a winner.
- ❖ I always define my risk before I enter a trade.
- ❖ Sometimes I find myself blaming the market for what went wrong.

How To Think Like A Professional Trader™

00:03:32 / 01:16:44 S/W

talk about that in detail too the more

TRADING PSYCHOLOGY

ATTITUDE SURVEY

- ❖ The more a trader learns about the nature of the markets the easier it will be for him to execute his trades.
- ❖ To be a successful "technical" trader, you have to determine what the market is going to do next.

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00:05:50 / 01:16:44 S/W

the discipline to execute the plan no

TRADING PSYCHOLOGY

TRADING SKILLS

❖ **What skills are necessary to experience a winning trade?**

- Do you need an edge?
- Do you need a plan?
- Do you need the discipline to execute the plan?
- Do you need a good reason to enter a trade?

How To Think Like A Professional Trader™

00:11:11 / 01:16:44 S/W

TRA execute their plan without error ah
PSYCHOLOGY

TRADING SKILLS

❖ **What characteristics distinguish the pro from the typical trader?**

- Professionals plan their trades.
- They execute their plan without error.
- They can move in and out of their trades with an ease and effortlessness that would boggle the mind of the typical trader.

How To Think Like A Professional Trader™

00:14:02 / 01:16:44 S/W

The image shows a video player window titled 'Potplayer' with a file name 'MKV 2.mkv'. The video content is a slide from a presentation. At the top left of the slide, there is a logo with Persian text 'موسسه تخصصی تجارت' and the words 'TRADING PSYCHOLOGY'. The main title of the slide is 'TRADING SKILLS'. Below it, a question is posed: '❖ What do you need to achieve consistent results?'. A bullet point follows: '- Be able to identify an edge (trading method)'. At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom showing a time of 00:14:27 out of 01:16:44, and standard playback controls.

provides me how much is it gonna cost

TRADING PSYCHOLOGY

TRADING SKILLS

❖ **Components of “Consistency”**
(cont.)

- Have a trading plan on how to utilize the edge
 - Risk Parameters
 - Money Management (Position Size)
 - Profit Objectives

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00:14:41 / 01:16:44 S/W

The image shows a video player window with a dark theme. The video content is a slide from a presentation. At the top of the slide, there is a blue header with the text 'TRADING PSYCHOLOGY' and some Persian text. Below the header, the main title 'TRADING SKILLS' is displayed in large, bold, black letters. Underneath the title, the text '❖ Components of "Consistency" (cont.)' is shown. A bulleted list follows, with the first item being '– Be comfortable with trade execution', which has a sub-bullet: '• The ability to execute trades flawlessly so you can utilize your trading plan to its maximum potential.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom with a play button, a volume icon, and a close button.

things to do are they trade execution

TRADING PSYCHOLOGY

TRADING SKILLS

❖ Components of "Consistency"
(cont.)

- Be comfortable with trade execution
 - The ability to execute trades flawlessly so you can utilize your trading plan to its maximum potential.

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00:15:56 / 01:16:44 S/W

TRADING PSYCHOLOGY

confidence into a state of euphoria you

TRADING SKILLS

❖ **Components of “Consistency”**
(cont.)

- Develop the ability to recognize if you have crossed the threshold from normal self-confidence into a state of euphoria.

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00:34:59 / 01:16:44 S/W

but but the ability not to choke okay

TRADING PSYCHOLOGY

TRADING SKILLS

- ❖ Trading without fear is a “learned” mental skill.
 - Examples of mental skills

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00:48:36 / 01:16:44 S/W

The image shows a video player window titled 'Potplayer' with a file name 'MKV 2.mkv'. The video content is a slide with a blue background and white text. At the top, there is a header in Persian: '300 راهکار روانشناسی معامله گران'. Below this, the word 'PSYCHOLOGY' is written in white. The main title of the slide is 'TRADING SKILLS' in large, bold, black letters. The text on the slide reads: '❖ Learning to trade without fear, hesitation or internal conflict is a function of:'. Below this, there is a bullet point: '- Believing that you don't have to know what is going to happen next on a trade-by-trade basis to win or make consistent money.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom with a play button, a stop button, a play/pause button, a volume icon, and a full screen icon. The time displayed is '00:48:46 / 01:16:44' and 'S/W' is shown in the bottom right corner.

300 راهکار روانشناسی معامله گران

PSYCHOLOGY

TRADING SKILLS

❖ Learning to trade without fear, hesitation or internal conflict is a function of:

- Believing that you don't have to know what is going to happen next on a trade-by-trade basis to win or make consistent money.

How To Think Like A Professional Trader™

00:48:46 / 01:16:44 S/W

The image shows a video player window with a dark theme. The video content is a slide with a blue background. At the top left of the slide, there is a logo with the text 'TRADING PSYCHOLOGY' and some Persian text. The main text on the slide is in white and black. The video player interface includes a title bar with 'Potplayer', 'MKV', and '2.mkv'. At the bottom, there is a playback progress bar and control buttons.

and say expectations in relationship to

TRADING PSYCHOLOGY

TRADING SKILLS

- ❖ **Thinking, Assuming or Believing you know what will happen next creates an unrealistic expectation in a specific outcome.**

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00:50:13 / 01:16:44 S/W

definable component parts we break the

PSYCHOLOGY

TRADING SKILLS

- ❖ **Unrealistic expectations cause us to define/interpret and therefore perceive market information as threatening.**
 - Being Wrong
 - Losing
 - Missing Out
 - Leaving Money on the Table

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00:53:22 / 01:16:44 S/W

probably been to I'm sure that you have

PSYCHOLOGY

TRADING SKILLS

❖ **Typical trading errors that the professional has evolved beyond:**

- Don't define the risk in advance of putting on a trade.
- Define the risk, but don't take the loss and it turns into a bigger loss.

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00:56:56 / 01:16:44 S/W

hesitate because you don't think the

TRADE
PSYCHOLOGY

TRADING SKILLS

❖ **Trading Errors:**

- Hesitate – getting in too late.
- Jump the gun – get in too soon where the signal never actually develops.
- Get out of a winning trade too soon – leave money on the table.

How To Think Like A Professional Trader™

01:02:19 / 01:16:44 S/W

The image shows a video player window with a dark theme. The video content is a slide with a blue background and white text. At the top, there is a title in Persian: 'دوره آموزشی روانشناسی معامله گری'. Below it, the word 'PSYCHOLOGY' is written in white. The main text on the slide reads: 'back in your favour in other words what'. Below this, the title 'TRADING SKILLS' is displayed in large, bold, black letters. Underneath, the section '❖ Trading Errors:' is followed by two bullet points: '- Let a winning trade turn into a loser without having taken any profits.' and '- Move a stop closer to an entry point, get stopped out, and the market trades back in your favor.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom with a play button, a timestamp of '01:06:23 / 01:16:44', and a volume icon.

Potplayer - MKV - 2.mkv

زیر لوگو: نهایت در اجارت
TRADING
PSYCHOLOGY

TRADING SKILLS

- ❖ The benefit of thinking in probabilities becomes evident when you understand the relationship between how prices move and the mathematical formulas and price patterns that make up a trading methodology. This understanding helps you quantify that price movement into tradable edges.

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01:07:50 / 01:16:44 S/W

have to learn to create consistency well

TRADING PSYCHOLOGY

TRADING SKILLS

❖ **The 3 Development Modes of Trading:**

- The Mechanical Stage:
 - Rigid criteria defines your "edge."
 - All execution decisions are made in advance of market activity.
 - The market either conforms to the definition or not.
 - Execute based on your plan.

How To Think Like A Professional Trader™

01:08:19 / 01:16:44 S/W

execute that edge in the problem with

TRADING PSYCHOLOGY

TRADING SKILLS

❖ **The 3 Development Modes of Trading:**

- The Mechanical Stage (cont.)
 - By limiting your variables you are better able to find out what does and doesn't work.
 - You also find out if your personal psychology is consistent with your objectives.

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01:09:49 / 01:16:44 S/W

that's the I mean it's but most people

TRADING PSYCHOLOGY

TRADING SKILLS

❖ **The 3 Development Modes of Trading:**

- The Subjective Stage:
 - This is a broader, more flexible mode of trading where you use everything you have learned about the nature of price movement to determine your edges.

How To Think Like A Professional Trader™

01:13:13 / 01:16:44 S/W

The image shows a video player window titled 'Potplayer - MKV 2.mkv'. The video content is a slide with a blue background and white text. At the top, there is a logo with the word 'TRADING' in large letters and 'PSYCHOLOGY' below it. The main text on the slide reads: 'of the market giving you a sense of the'. Below this, the title 'TRADING SKILLS' is displayed in large, bold, black letters. Underneath the title, the text '❖ The 3 Development Modes of Trading:' is shown. This is followed by a list of trading stages: '– The Intuitive Stage:' and two bullet points: '• This is the most advanced mode of trading. It would be the equivalent of getting a black belt in martial arts.' and '• It is when you find yourself "In the Zone," tapped into the collective consciousness of the market. This gives you a sense of the flow.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom with a play button, a timestamp of '01:14:47 / 01:16:44', and a volume icon.

of the market giving you a sense of the

TRADING SKILLS

❖ **The 3 Development Modes of Trading:**

- The Intuitive Stage:
 - This is the most advanced mode of trading. It would be the equivalent of getting a black belt in martial arts.
 - It is when you find yourself "In the Zone," tapped into the collective consciousness of the market. This gives you a sense of the flow.

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only way that prices move it doesn't

TRADE PSYCHOLOGY

THE DYNAMICS OF PRICE MOVEMENT

❖ **How Prices Move (Cont.)**

- All price movement has to result from an imbalance in the degree of conviction between the traders who believe prices are going up and those who believe the prices are going down.

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00:08:50 / 01:12:58 S/W

TR
PSYCHOLOGY

intent to move prices now think about

THE DYNAMICS OF PRICE MOVEMENT

❖ **The Passive Players (cont.)**

- They are typically drawn into trades based on an opinion about the attractiveness of the price, or stampeded out because of fear.
- The passive technical trader's objective is to find himself in a winning trade without any intent to move prices.

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00:55:13 / 01:12:58 S/W

understanding about how dynamic traders

PSYCHOLOGY

THE DYNAMICS OF PRICE MOVEMENT

❖ **The Passive Players (cont.)**

- The typical passive technical trader is expecting other dynamic traders to make him a winner when they usually have little or no knowledge, insight or understanding of how dynamic traders operate.

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00:55:46 / 01:12:58 S/W

↑ the world to negate the positive outcome

PSYCHOLOGY

THE DYNAMICS OF PRICE MOVEMENT

❖ **The Passive Players (cont.)**

- The typical passive trader does not realize that it only takes one dynamic trader somewhere in the world to negate the positive outcome of his edge.

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00:55:56 / 01:12:58 S/W

because I explained the the underlying



THE CHARACTERISTICS OF TECHNICAL ANALYSIS

❖ **Technical Indicators and Price Patterns (cont.)**

- The patterns are observable, quantifiable (meaning they can be measured) and repeat themselves with statistical reliability.

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mind meaning all of the actions all of

TRADING PSYCHOLOGY

THE CHARACTERISTICS OF TECHNICAL ANALYSIS

- ❖ **Technical Indicators and Price Patterns (cont.)**
 - The patterns basically measure the collective mind of the market, indicating when there is a higher probability of one thing happening over another, represented as a edge.

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01:00:53 / 01:12:58 S/W

The screenshot shows a video player window with a dark blue background. At the top left, there is a small logo with Persian text 'ژانر تکنیکال و اجازت' and the word 'PSYCHOLOGY' below it. The main content is a white rectangular slide with the following text:

↑ identify show up in every timeframe from

THE CHARACTERISTICS OF TECHNICAL ANALYSIS

❖ **Technical Indicators and Price Patterns (cont.)**

- Because the patterns (edges) show up in every time frame, technical analysis turns the markets into an unending stream of opportunities to enrich oneself.

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At the bottom of the video player, there is a progress bar and control icons. The time displayed is 01:02:16 / 01:12:58 S/W.

is big guys this is it right here this

TRADE PSYCHOLOGY

THE CHARACTERISTICS OF TECHNICAL ANALYSIS

- ❖ **Technical Indicators and Price Patterns (cont.)**
 - Because the patterns (edges) show up in every time frame, technical analysis turns the markets into an unending stream of opportunities to enrich oneself. Not on a trade-by-trade basis, but rather as a percentage over a series of trades.

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01:02:48 / 01:12:58 S/W

The screenshot shows a video player window titled 'Potplayer - MKV 3.mkv'. The video content is a slide with a blue background and white text. At the top left of the slide, there is a logo with Persian text 'زود نویسن، معاینات، و مشاورت' above the words 'TRADING' and 'PSYCHOLOGY'. The main title of the slide is 'THE CHARACTERISTICS OF TECHNICAL ANALYSIS'. Below this, there is a sub-heading '❖ Technical Indicators and Price Patterns (cont.)'. A bullet point follows: '- Technical analysis does not, nor can it, get into the minds of any particular individual trader who has both the financial and psychological resources to either move prices or defend certain price levels.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface at the bottom shows a progress bar at 01:09:46 / 01:12:58 and various control icons.

the answer to that well what does the

TRADING PSYCHOLOGY

THE RELATIONSHIP BETWEEN THE MATH AND THE MOVEMENT

- ❖ Is it reasonable to expect the fixed criteria that make up a mathematical formula to stay consistent with a dynamic event that's in perpetual motion, on a trade-by-trade basis?

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01:10:07 / 01:12:58 S/W

The screenshot shows a video player window titled 'Potplayer' with a file name '3.mkv'. The video content is a slide with a blue background and white text. At the top left of the slide, there is a logo with the Persian text 'آموزش تخصصی تریدینگ' and the word 'TRADING' in large letters, with 'PSYCHOLOGY' written below it. The main text on the slide reads: 'the typical passive trader trades their' followed by a large bold title 'THE RELATIONSHIP BETWEEN THE MATH AND THE MOVEMENT'. Below the title is a bullet point: '❖ Especially when that motion is being caused by traders worldwide who have differing beliefs, objectives and agendas.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface at the bottom shows a progress bar at 01:10:37 / 01:12:58 and various control icons.

TRADE PSYCHOLOGY

the typical passive technical trader

THE RELATIONSHIP BETWEEN THE MATH AND THE MOVEMENT

- ❖ There is no way of determining the intentions of all traders. Yet the typical passive trader executes his methodology as if he is being told what those intentions are—the professional does not.

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01:10:48 / 01:12:58 S/W

The screenshot shows a video player window with a dark blue background. At the top left, there is a logo for 'TRADING PSYCHOLOGY' with Persian text 'زودرنویس، معاملات و تجارت' above it. The main content is a white rectangular slide with the following text:

**THE RELATIONSHIP BETWEEN
THE MATH AND THE MOVEMENT**

- ❖ This is the primary characteristic that separates the professional from the non-professional trader.

At the bottom of the slide, it says 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar at the bottom with a play button, a volume icon, and a settings icon. The time displayed is 01:12:47 / 01:12:58 S/W.

lot of ways to define states of mind you

PSYCHOLOGY

THE DYNAMICS OF CONFIDENCE AND FEAR

- ❖ How we feel (our state of mind) in any given situation is always real and the absolute truth.
- ❖ However, the particular perspective (belief) that got us into that state of mind may be completely erroneous relative to the conditions.

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00:28:43 / 01:52:48 S/W

The image shows a video player window with a slide from a presentation. The slide has a blue header with the text 'function of desire when you get right' and 'TRADING PSYCHOLOGY'. The main content is on a white background with the title 'EVOLVING INTO A PROFESSIONAL MIND-SET' in large black letters. Below the title, it says '❖ How do we change:' followed by a bulleted list: '- All change is a function of desire.' and '• Brice Mellen'. At the bottom of the slide, it says 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar at the bottom showing 00:36:42 / 01:52:48 and various control icons.

of changing which are really saying is

TRADING PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ How do we change:

- The degree to which we change is a function of "CLARITY OF INTENT."
 - Degree of conflict
 - How sure are we?
 - What are we giving up?

How To Think Like A Professional Trader™

00:43:27 / 01:52:48 S/W

The image shows a video player window with a dark grey title bar containing the text 'Potplayer - MKV - 4.mkv'. The main content area displays a slide with a blue header and footer. The header contains the text 'از روانشناسی معاملات و تجارت' above 'TRADING PSYCHOLOGY'. The main body of the slide has a white background with the title 'EVOLVING INTO A PROFESSIONAL MIND-SET' in large, bold, black letters. Below the title, it asks '❖ How do we change:' followed by a list: '- "Sincerity"' and '• Lip service'. The footer of the slide reads 'How To Think Like A Professional Trader™'. At the bottom of the video player, there is a playback control bar with a progress indicator and a timestamp '00:48:28 / 01:52:48 S/W'.

highest level unless I think I know what

11
PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ How do we change:

- "Degree of Conviction"
 - How much energy is behind your desire
 - Energy moves prices in the market
 - Focused thought will move the energy out of dysfunctional beliefs

How To Think Like A Professional Trader™

00:53:23 / 01:52:48 S/W

The image shows a video player window with a slide from a presentation. The slide has a blue header with the text 'I can accomplish in any given moment in other' and 'PSYCHOLOGY'. The main title is 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below the title, it asks '❖ How do we change:' and lists 'Self-Discipline' as a key concept. A bullet point explains that self-discipline is making a conscious commitment to pay attention to what you are thinking, saying, or doing in relationship to what you are trying to accomplish at any given moment. The footer of the slide reads 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar and playback controls at the bottom.

I can accomplish in any given moment in other
PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ How do we change:

- “Self-Discipline”
 - Self-discipline is simply making a conscious commitment to pay attention to what you are thinking, saying or doing in relationship to what you are trying to accomplish at any given moment.

How To Think Like A Professional Trader™

best you can okay so so basically like I

TRADER PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ How do we change:

- "Self-Discipline" (cont)
 - If and when you realize that you are not appropriately focused on your objective—meaning you notice you are either thinking, saying or doing something that is inconsistent with what you are trying to accomplish—you deliberately refocus your attention on your objective or goal.

How To Think Like A Professional Trader™

01:04:29 / 01:52:48 S/W

The image shows a video player window with a slide from a presentation. The slide has a blue header with the text 'TRA... PSYCHOLOGY' and 'doing it consciously we focus your'. The main content is on a white background with the following text:

**EVOLVING INTO
A PROFESSIONAL MIND-SET**

- ❖ **Resolve To:** “Stop Analyzing” or trying to figure out if the current opportunity to put on a trade is going to work.
 - As a passive technical trader, you are dependent on the behavior of other traders to make your trade a winner. And you’re using a mathematical formula or price pattern to predict what they will do.

At the bottom of the slide, it says 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar at the bottom showing 01:05:01 / 01:52:48 S/W.

The image shows a video player window titled 'Potplayer' with a file named '4.mkv'. The video content is a slide from a presentation. At the top left of the slide, there is a logo for 'TRADE PSYCHOLOGY' with Persian text 'روانشناسی معاملات و تجارت' above it. The main title of the slide is 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below the title, there is a section header '❖ Stop Analyzing (cont.)' followed by two bullet points. At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom showing a time of 01:05:32 / 01:52:48 and standard playback controls.

particular trade worked or not there's

TRADE PSYCHOLOGY
روانشناسی معاملات و تجارت

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ Stop Analyzing (cont.)

- Math formulas or price patterns don't know the intentions, objectives or the reasons why the individual traders who are capable of moving prices behave the way they do.
- As a result, you will almost never know the "real" reason why any particular trade worked or did not work.

How To Think Like A Professional Trader™

01:05:32 / 01:52:48 S/W

The image shows a video player window with a slide from a presentation. The slide has a blue header with the text 'of a trade by trade perspective anything' and 'PSYCHOLOGY'. The main content is on a white background with the following text:

**EVOLVING INTO
A PROFESSIONAL MIND-SET**

- ❖ **Resolve To:** Learn the skill of "trading without fear."
 - Manage your expectations by discarding the trade-by-trade approach in favor of a "series of trades" approach.

At the bottom of the slide, it says 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar and playback controls at the bottom.

The image shows a video player window titled 'Potplayer - MKV 4.mkv'. The video content is a slide with a blue background and white text. At the top left, there is a logo for 'TRADE PSYCHOLOGY' with Persian text 'روانشناسی معاملات و تجارت' above it. The main text on the slide reads: 'behaviors that could lead to a', followed by a large heading 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below this is a sub-heading '❖ Pitfalls of a trade-by-trade perspective:' and a bullet point: '– Anything you do, for any reason, could result in a winning trade. The problem is, many of the things you could do that result in a winning trade could also reinforce trading behaviors which could lead to a catastrophic loss.' At the bottom of the slide, it says 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar at the bottom showing a time of 01:07:59 / 01:52:48 and standard playback controls.

The image shows a video player window titled 'Potplayer' with a file name '4.mkv'. The video content is a slide from a presentation. At the top left of the slide, there is a logo for 'TRADING PSYCHOLOGY' with Persian text 'روانشناسی معاملات و تجارت' above it. The main title of the slide is 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below the title, there is a section header '❖ Pitfalls (cont.)' followed by a bullet point: '- Losing streaks can easily cause one's attitude to deteriorate into a negative spiral.' At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom showing a time of 01:08:10 / 01:52:48 and standard playback controls.

trade by trade perspective you can't

TRADE PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ **Pitfalls** (cont.)

- From a trade-by-trade perspective, you are making a choice to pick what you think is an edge out of all the other possible trades you could have picked. In essence, you are saying, "I am picking this trade because I think it is going to work."

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01:08:20 / 01:52:48 S/W

The image shows a video player window titled 'Potplayer' with a file name 'MKV 4.mkv'. The video content is a slide from a presentation. At the top left of the slide, there is a logo with the text 'TRADING PSYCHOLOGY' and Persian text 'روانشناسی معاملات و تجارت'. The main title of the slide is 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below the title, there is a section header '❖ Pitfalls (cont.)' followed by two bullet points. At the bottom of the slide, the text 'How To Think Like A Professional Trader™' is visible. The video player interface includes a progress bar at the bottom showing a time of 01:09:18 / 01:52:48 and standard playback controls.

educated guess this is what we do is

TRADING PSYCHOLOGY
روانشناسی معاملات و تجارت

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ Pitfalls (cont.)

- The reality is, at a rational level, you don't know if any trade is going to work because you will never know for sure who is participating and what their intent is.
- You're guessing, but if you don't think you are guessing, you'll form a specific expectation of the outcome.

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01:09:18 / 01:52:48 S/W

you're right and if you lose you think

TRADING PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ **Pitfalls** (cont.)

- With a specific expectation of the outcome, any market information that doesn't conform to what you expect will be perceived as threatening.
- You will be trading with fear.

How To Think Like A Professional Trader™

01:10:12 / 01:52:48 S/W

The image shows a video player window with a slide from a presentation. The slide has a blue header with the text 'TRADING PSYCHOLOGY' and 'How To Think Like A Professional Trader™'. The main content of the slide is white with black text. At the top of the slide, there is a line of text: 'happens if you're right or you even or'. Below this is the title 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Under the title is a section header '❖ Pitfalls (cont.)' followed by two bullet points. The video player interface includes a progress bar at the bottom and standard playback controls.

happens if you're right or you even or

TRADING PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ Pitfalls (cont.)

- If you win, you'll think you're right; if you lose, you'll think you're wrong. In either case, you will be setting yourself up to make a trading error on the next trade.
- Our minds have a natural tendency to connect the past with the present.

How To Think Like A Professional Trader™

01:10:22 / 01:52:48 S/W

Potplayer - MKV 4.mkv

now that that just is not the case if

TRADE PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ **Pitfalls (cont.)**

- If the trade was a winner, we are susceptible to:
 - Not predefining our risk.
 - Not letting ourselves get stopped out of a loser.
 - Jumping the gun.
 - Over-trading our position size.
 - Not booking any profits.

How To Think Like A Professional Trader™

01:10:45 / 01:52:48 S/W

The screenshot shows a video player window with a slide from a presentation. The slide has a blue header with the text 'the information that's necessary to make' and 'PSYCHOLOGY'. The main title is 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below the title is a section titled '❖ Pitfalls (cont.)' with a list of five items: '– If the trade was a loser, we are susceptible to:', '• Not predefining our risk.', '• Hesitating – getting in late.', '• Not getting in at all.', '• Taking profits too soon.', and '• Revenge trading - not booking any profits.' The footer of the slide reads 'How To Think Like A Professional Trader™'. The video player interface includes a progress bar at the bottom with a play button, a timestamp of 01:11:35 / 01:52:48, and a volume icon.

the information that's necessary to make

PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ Pitfalls (cont.)

- If the trade was a loser, we are susceptible to:
 - Not predefining our risk.
 - Hesitating – getting in late.
 - Not getting in at all.
 - Taking profits too soon.
 - Revenge trading - not booking any profits.

How To Think Like A Professional Trader™

The image shows a video player window with a dark grey title bar containing 'Potplayer', 'MKV', and '4.mkv'. The video content is a slide with a blue background and white text. At the top left of the slide, there is a logo with Persian text 'موسسه تخصصی آموزش بورس' and 'PSYCHOLOGY'. The main text on the slide reads: 'trading plan and not know exactly what', followed by 'EVOLVING INTO A PROFESSIONAL MIND-SET'. Below this is a section header '❖ The benefits of a "Series of Trades" perspective:' and a list of two bullet points. At the bottom of the slide, it says 'How To Think Like A Professional Trader™'. The video player interface includes a play button, a progress bar, and a timestamp '01:12:16 / 01:52:48 S/W'.

trading plan and not know exactly what

PSYCHOLOGY

**EVOLVING INTO
A PROFESSIONAL MIND-SET**

❖ **The benefits of a "Series of Trades" perspective:**

- You know exactly which behaviors do and do not serve your purpose.
- You are not picking individual trades; therefore, no one trade has any more or less significance than another.

How To Think Like A Professional Trader™

01:12:16 / 01:52:48 S/W

what works and what doesn't by truly

TRADING PSYCHOLOGY

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ **The benefits** (cont.)

- You will gain a sense of freedom to flow in and out of your trades without conflict because you are not "living or dying" on the outcome of any particular individual trade.
- By reducing the number of variables, you will be learning what works and what doesn't.

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01:12:57 / 01:52:48 S/W

TRADING PSYCHOLOGY

fear in a carefree state of mind now

EVOLVING INTO A PROFESSIONAL MIND-SET

❖ **The benefits (cont.)**

- By "truly accepting" that the outcome of this trade could be different than previous trades, you are positively managing your expectations. As a result:
 - You won't perceive market information as threatening.
 - You can eliminate the potential to make a trading error.
 - You will be aspiring to **"trade without fear."**

How To Think Like A Professional Trader™

01:16:58 / 01:52:48 S/W

Potplayer · MKV 4.mkv

TRADING PSYCHOLOGY

that true

EVOLVING INTO A PROFESSIONAL MIND-SET

- ❖ **Resolve To:** Commit the “Five Fundamental Truths” about the nature of trading as core beliefs of your trading personality.
 - Anything can happen.
 - Every moment is unique.

How To Think Like A Professional Trader™

01:44:58 / 01:52:48 S/W