Contents

Acknowledgments xi
Introduction 1

CHAPTER 1 Intellect, Instinct, and Guts: Understanding the Psychological Profile 7

- A History of Success 14
- The Ability to Take Risk 15
- Creativity and Originality 16
- Self-Awareness, Self-Control, and Resilience 17
  Teaching Traders Self-Assessment and Self-Control 18
- Teamwork and Leadership 19
- Putting It All Together 21
- Case Study on Finding the Right Candidate 21
  Job Requirements 21
  Potential Candidates 22
  The Bottom Line 25
- The Perfect Candidate? 26
- Chapter in Review 27

CHAPTER 2 Planning for Action: The Importance of Goal-Directedness 29

- Making a Plan 30
- Case Study on Setting a Goal 31
- Case Study on Having a Variant Perception 35
CONTENTS

Personality Factors and Goal-Setting 42
Recognizing Goal-Directed Individuals 44
Case Study on Recognizing Goal-Directedness 47
  Fred’s Strengths: The Three Cs 47
  Fred’s Weaknesses: The Three Is 48
Goal-Directedness in Turbulent Times 50
  Own Your Stuff 51
  Review the Game Films 51
  Switch Gears? 52
  Be Realistic 52
  Stay True to Your Strengths 52
  Maintain Focus 53
Chapter in Review 54

CHAPTER 3 “Fire in the Belly”: The Ability to Take Appropriate Risk 57

A Picture of Successful Risk Management 57
  Trading Philosophy 59
  Handling Drawdowns 59
  Head versus Heart 60
  Reviewing Risk Statistics 60
  Examining Personality Factors 63
Learning to Upgrade Your Performance 71
Chapter in Review 77

CHAPTER 4 Thinking Outside the Box: The Importance of Ingenuity 79

Case Study on the Satisfaction of Creative Thinking 80
The Strategic Thinker 81
Case Study on Learning to Be Creative 82
Idea Construction 88
Developing a Variant Perception 88
Case Study on Creative Thinking 89
  Idea Evaluation Checklist 92
Defining Expectational Analysis 94
Contents

Case Study on Knowing the Business 95
Case Study on Expectational Analysis 100
  Raising Your Conviction 103
Idea Velocity 105
Idea Timing 105
Idea Completion 106
The Psychological Dimension 109
Case Study on Communicating Effectively 111
Chapter in Review 114

CHAPTER 5  Separating Emotions and Decisions: The Ability to Be Self-Aware 117

Case Study on the Emotion of Drawdowns 118
The Source of Fear 121
Case Study on Trading Stress 123
Self-Esteem and Self-Discipline 125
Learning from Drawdowns 128
Case Study on Self-Assessing During Drawdowns 129
Getting Comfortable with the Uncomfortable 131
Case Study on Being Comfortable with Discomfort 132
  Teaching Traders Self-Assessment and Self-Control 136
Managing Stress Well 136
Chapter in Review 140

CHAPTER 6  Nurturing Team Players: Listening, Learning, and Working Together 143

Characteristics of a Team Player 144
  Responsible 144
  Positive and Encouraging 145
  Competitive 148
  Coachable 149
Finding Complements to Your Team 151
Case Study on a Comparison of Traders 153
The Importance of Communication 155
Chapter in Review 159
CHAPTER 7  Leadership: Directing Success  161

Empowering a Culture of Change  162
   Case Study on Creating a Culture of Change  162

Encouraging Responsibility  171
   Case Study on the Challenges of Responsibility  173

Exploring Potential Leaders  176
   Case Studies on Finding Potential Leaders  177

Endeavoring for Success  183
   Case Study on a Failure to Lead  184

Index  191