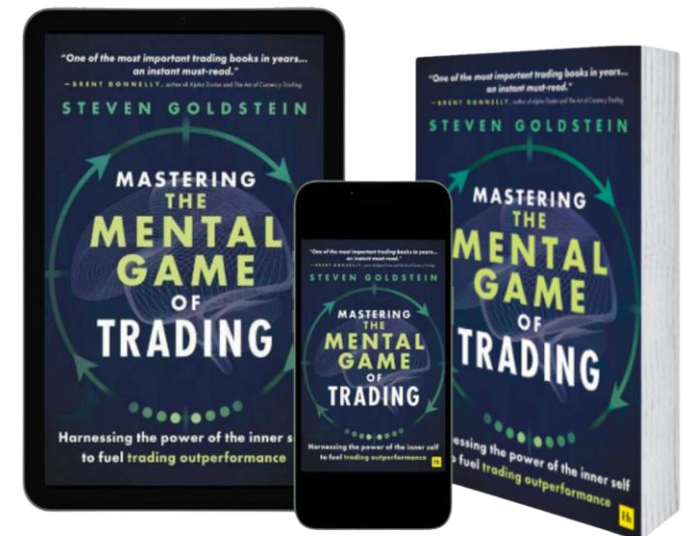


Optimizing Your Performance Cycle: Strategies for Peak Productivity

By Steven Goldstein
Author of 'Mastering the Mental
Game of Trading'

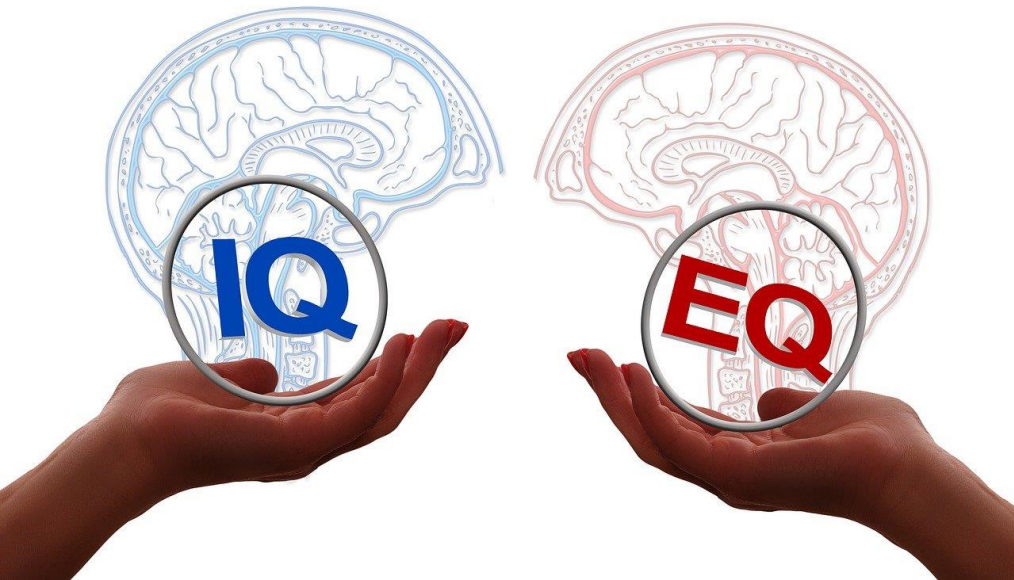
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Purpose

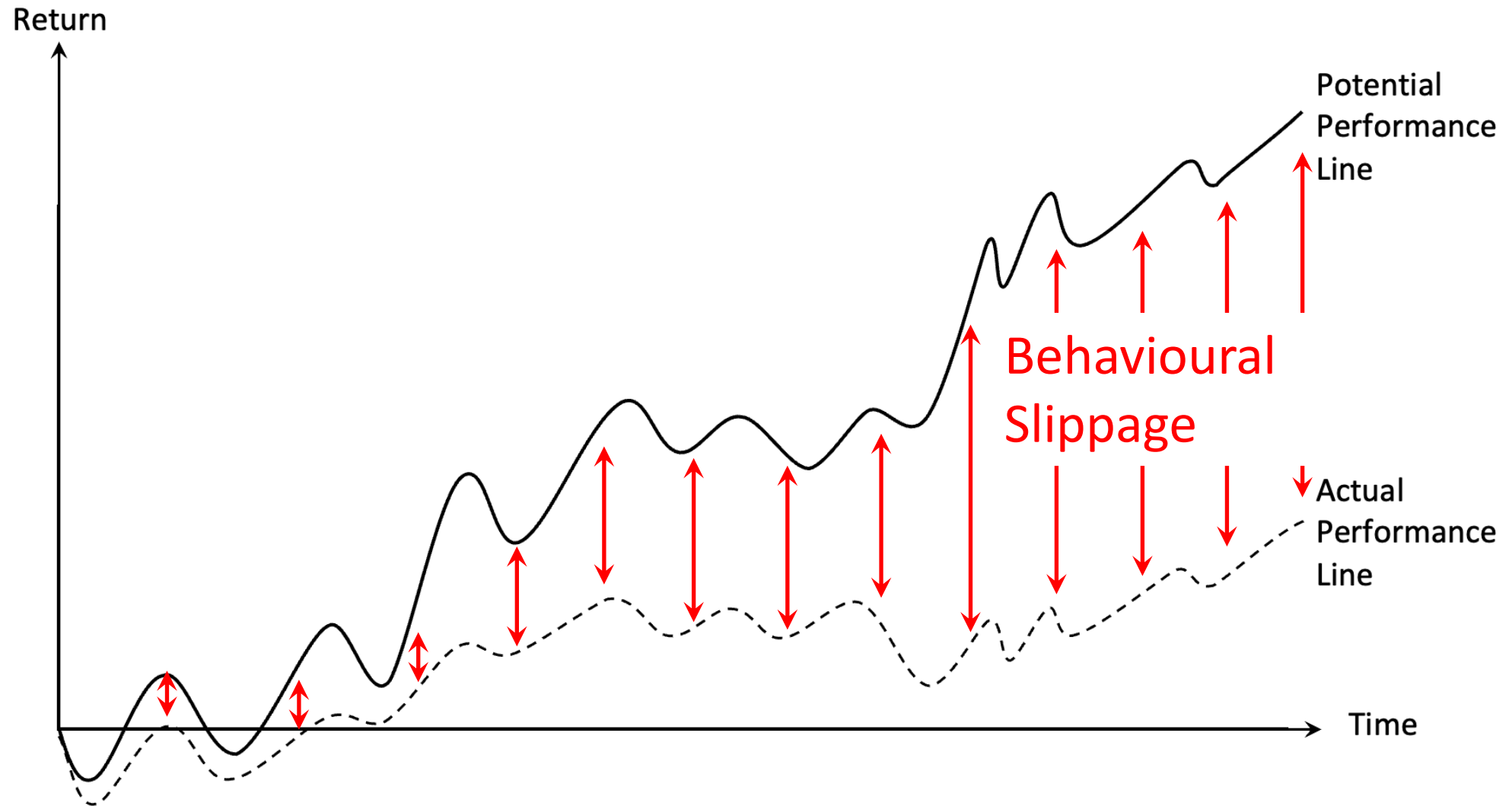
The purpose of this talk is to encourage you to think about your what you can do when engaging in your Outer Game, to support your Inner Game, so that Your Outer Game is Stronger.

"The key to trading success is emotional discipline. If intelligence were the key, there would be a lot more people making money trading."



Victor Sperandeo
'Trader Vic' - Market
Wizards

Behavioural Slippage



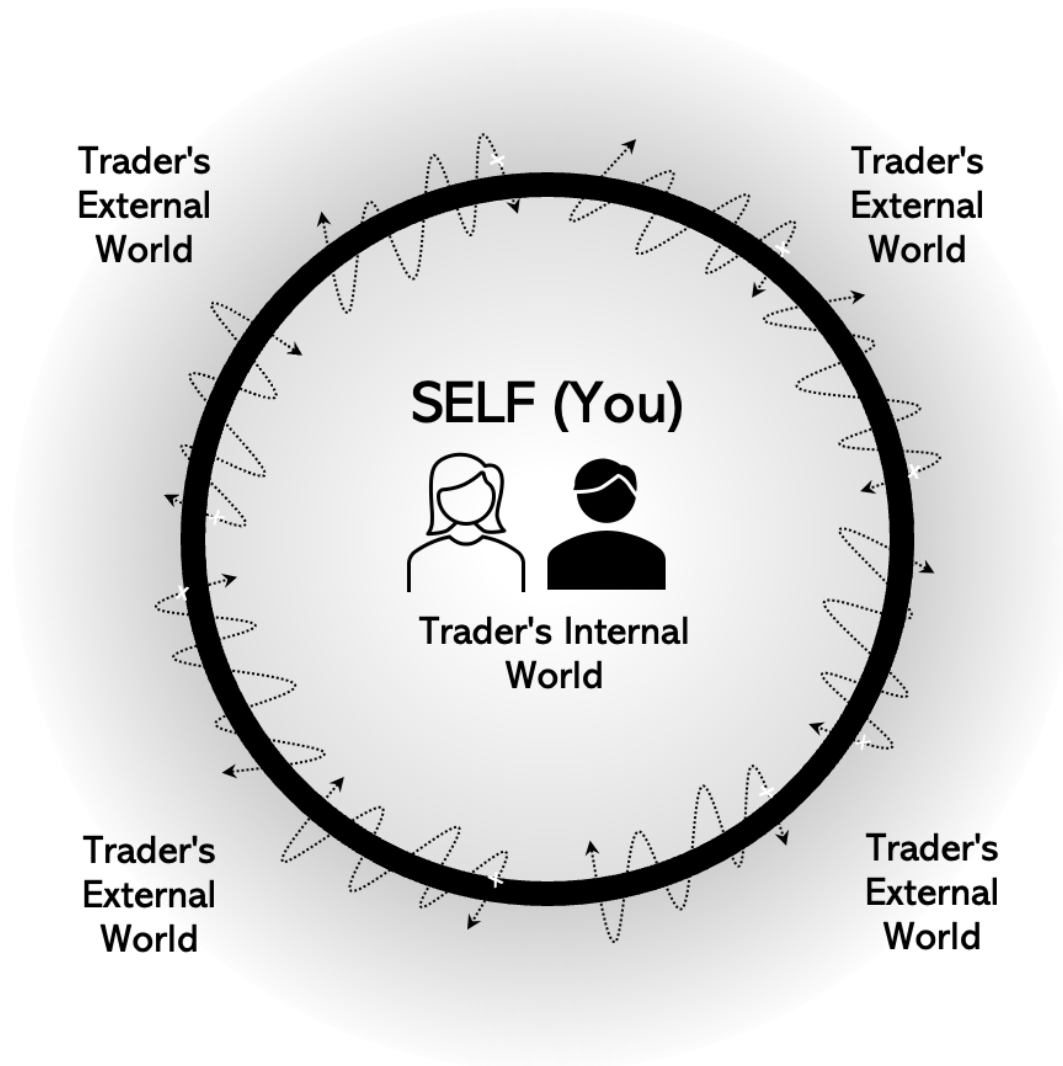
The Poker Analogy



The Battle Between Your Self and Your Ego

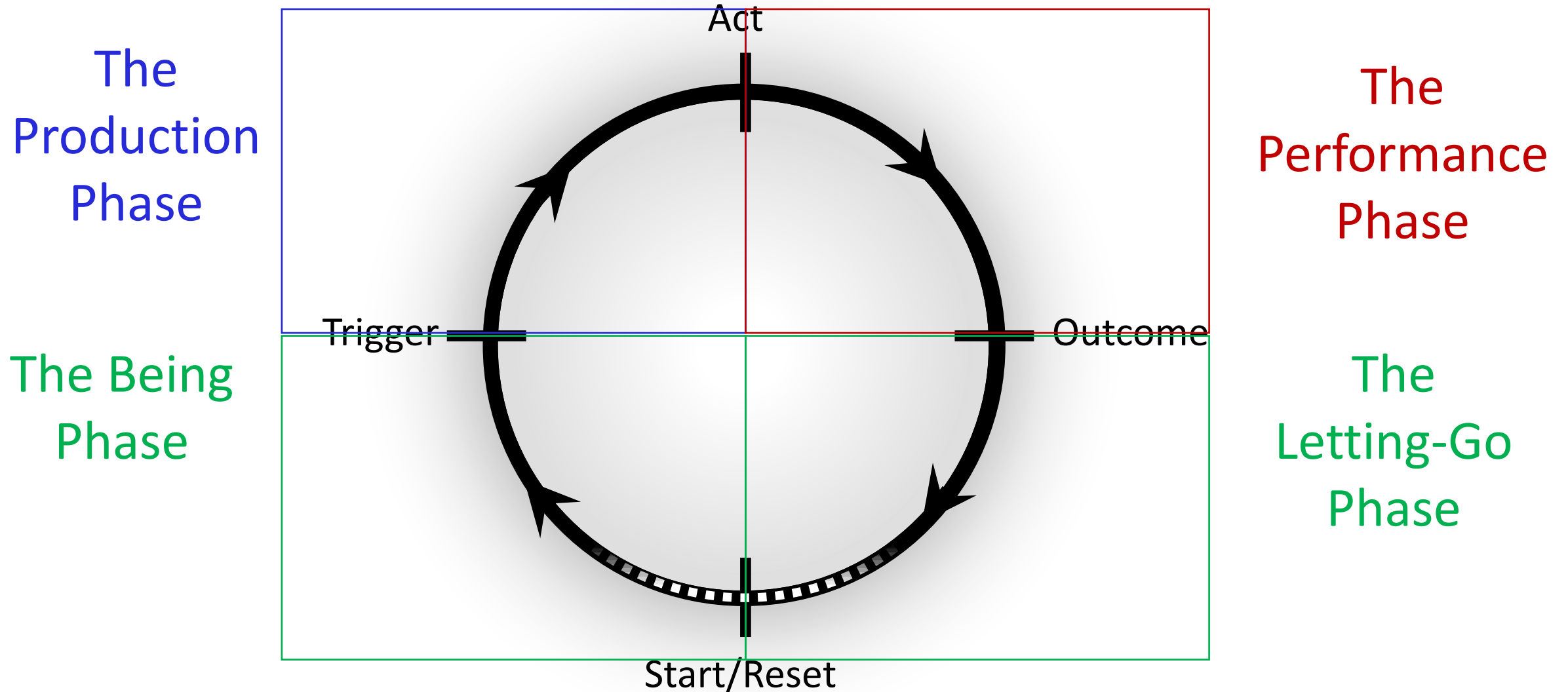


The 3 Systems of a Trader's World

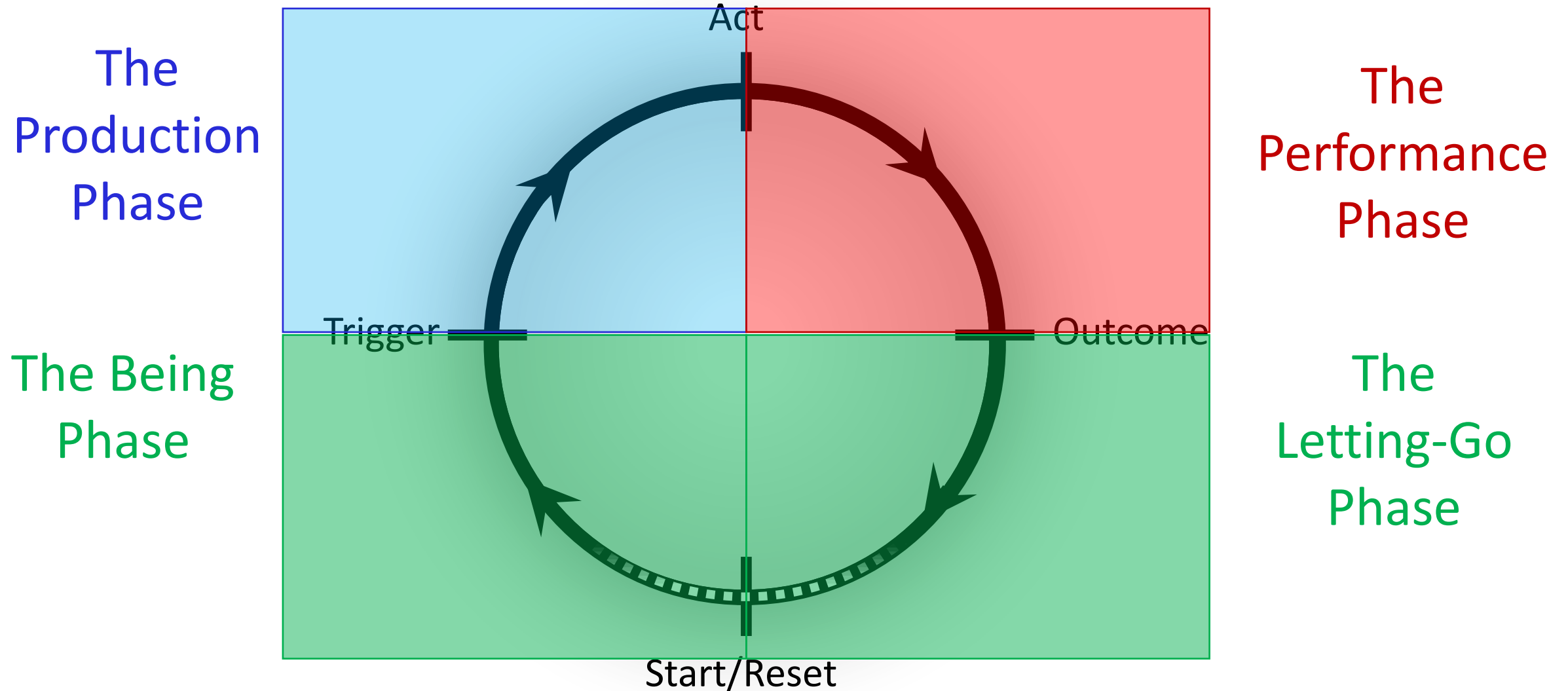


- External System – Where the trader plays their **Outer Game** against their External World
- Internal System – Where the trader plays their **Inner Game** against their Self
- Process System – Where the Trader plays their **Mental game**, through the medium of their process, as they engage jointly with their External and Internal worlds.

The Performance Process Cycle



The Performance Process Cycle



The Trader's Death Spiral

The Prod
Phas

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The Being I

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se



This is not Trading Psychology, It's Trading Performance



Trading is A Performance
Activity

The 3 'P's of High Performance

Every Trader must seek to remain Present
to that Purpose and their Process as they
complete the Cycle

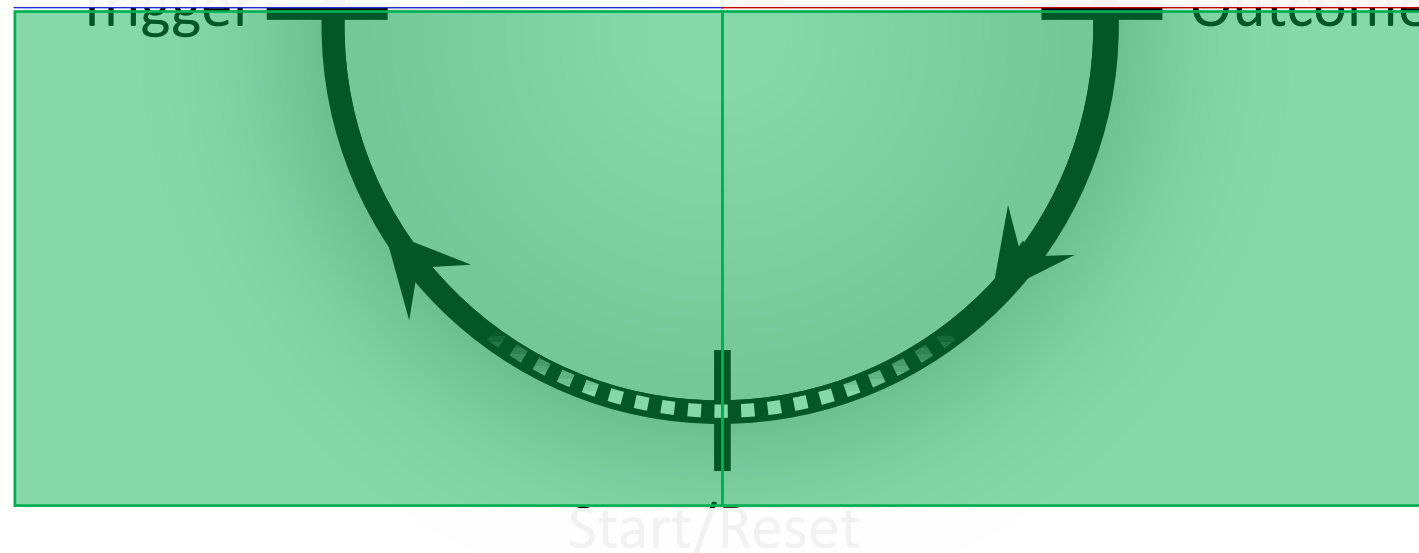
The Key Areas of Performance Development

The Performance Process Cycle

The lower half of the cycle underscores the pivotal role of human performance factors, serving as the cornerstone for achieving mastery in risk performance.

👉 Ultimately, trading is the art of mastering risk and navigating the accompanying uncertainty, a task often at odds with the impulses of your ego.

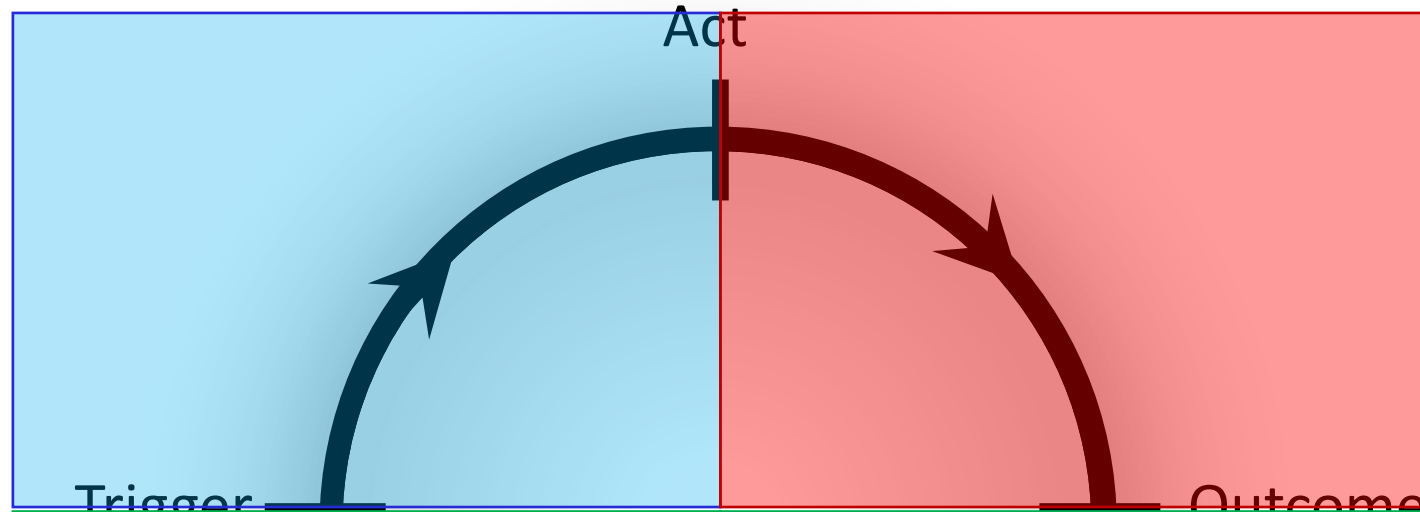
The Being
Phase



The
Letting-Go
Phase

The Performance Process Cycle

The
Production
Phase



The
Performance
Phase

The upper half of the cycle represents the activity aspects of trading, the pre-trade work, and then the execution and trade management, where the trader is in full contact with the markets.

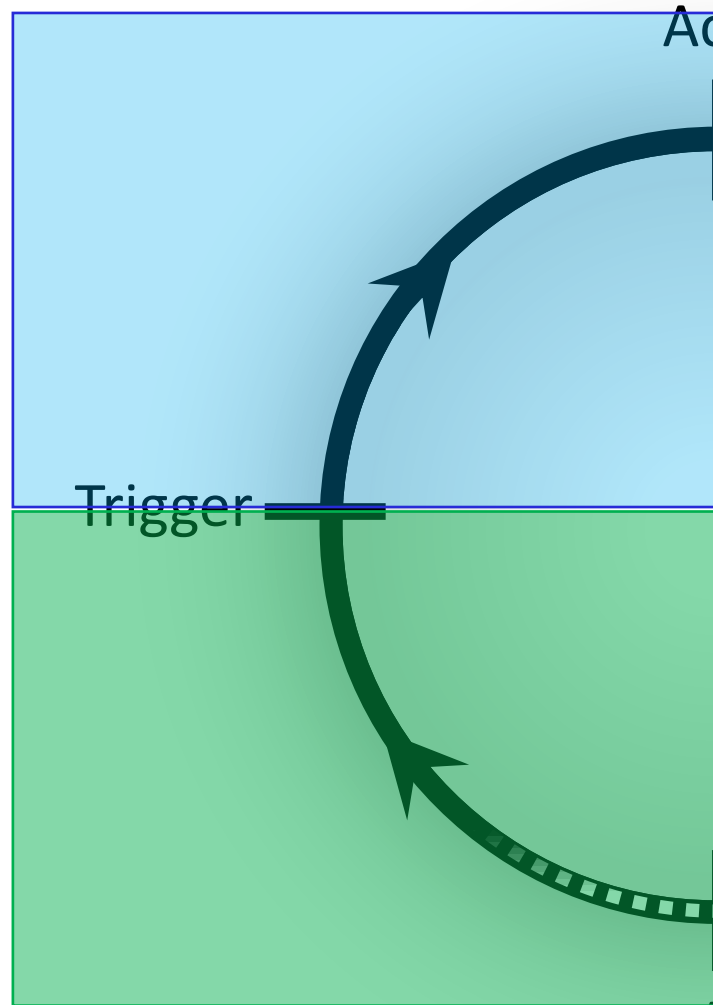
👉 This is where you engage with the uncertainty of markets and take risk through a series of actions.

Start/Reset

The Performance Process Cycle

The
Production
Phase

The Being
Phase



The left half of the cycle embodies the preparatory phases, encompassing analysis, planning, and strategizing for individual trades or a portfolio of trades ahead of you taking risks.

It is also about preparing to be mentally, physically and Spiritually optimal for the engagement with risk and uncertainty which is what trading is ultimately about

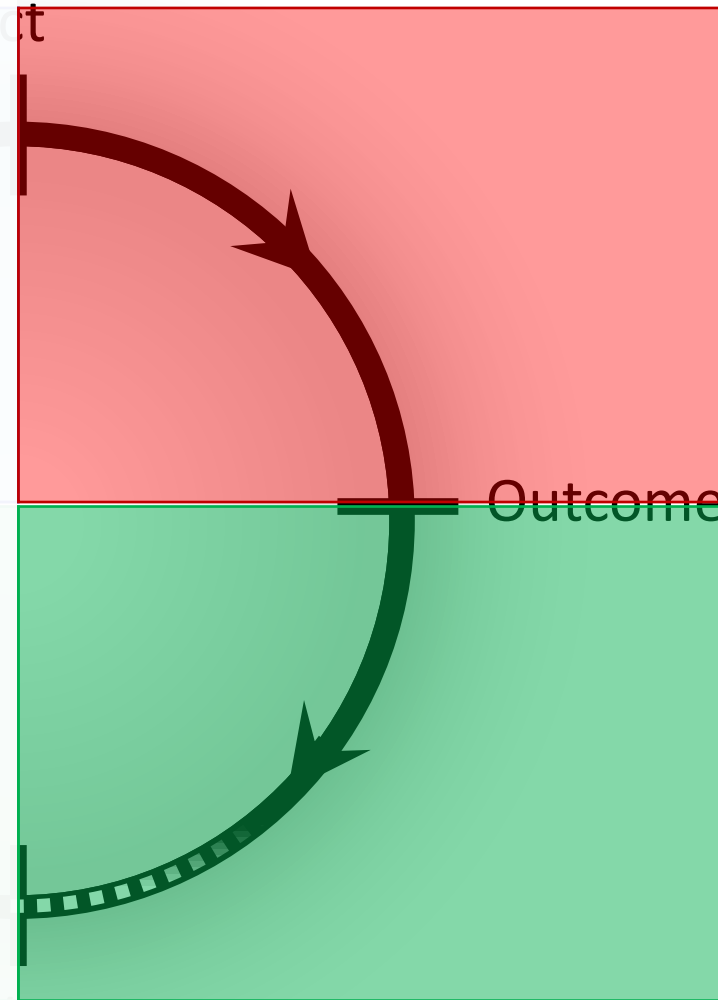
Start/Reset

The Performance Process Cycle

The right half of the cycle signifies the 'RISK' phase..

☞ Trading is ultimately about the art of taking and skillfully managing risk within the context of market uncertainty.

Therefore, no matter how thorough the analysis or extensive the research, its true value manifests only when successfully translated into action during the risk phase.

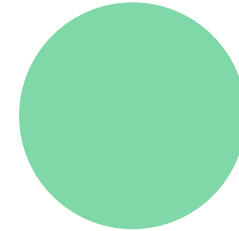
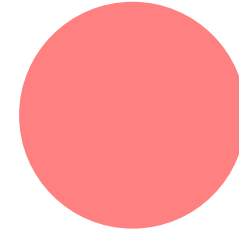
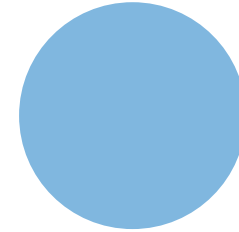


The
Performance
Phase

The
Letting-Go
Phase

The 3 Key Area of Performance Development

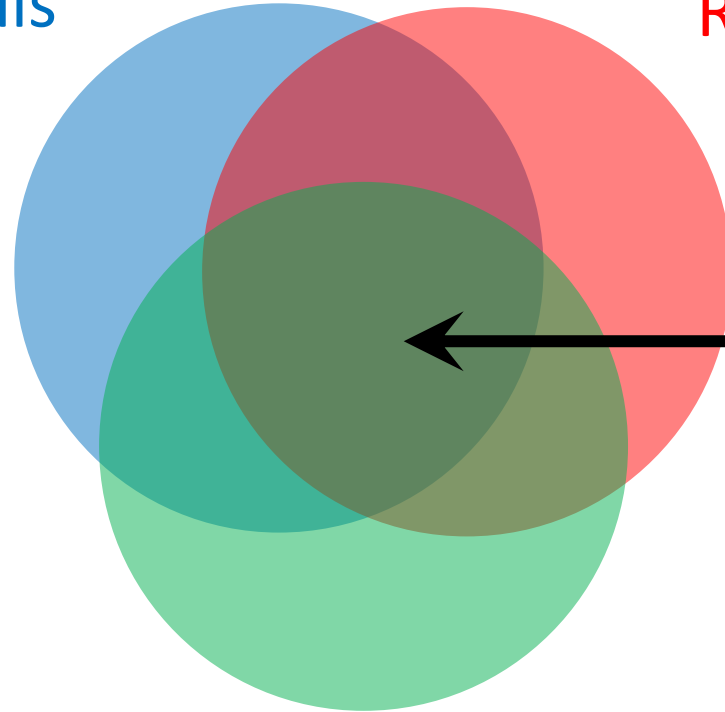
- Analytical Skills and Abilities
- Risk Taking Skills
- Interpersonal (Self) Skills



The 3 Key Area of Performance Development

Analytical Skills
& Abilities

Risk Taking Skills



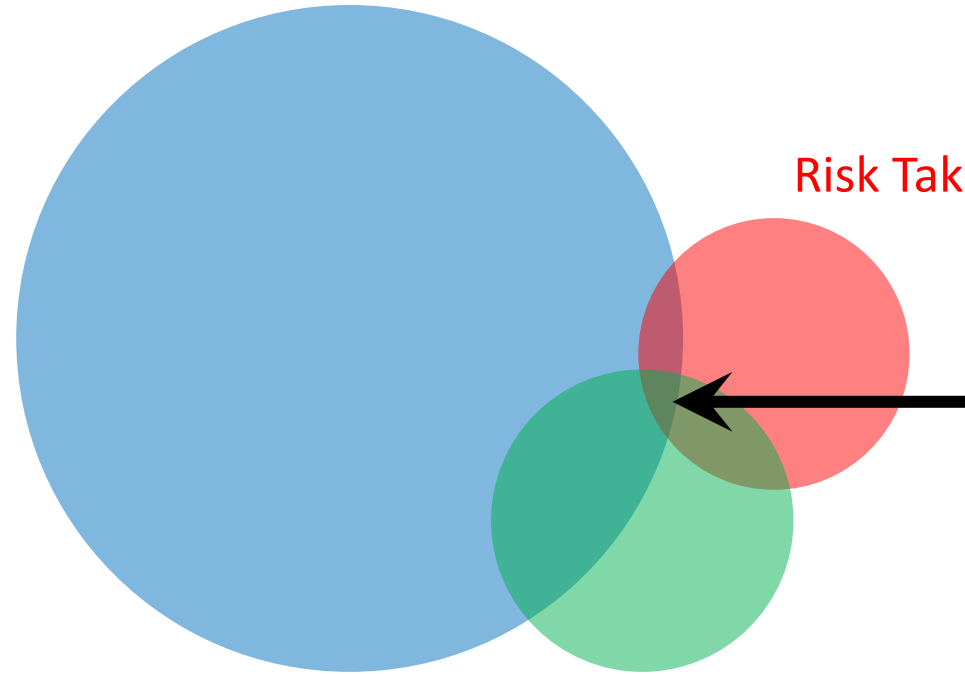
ZONE OF HIGH PERFORMANCE
Strong, well-balanced, highly
integrated skill-set.

Interpersonal (Self) Skills

BUT

The 3 Key Area of Performance Development

Analytical
Skills &
Abilities



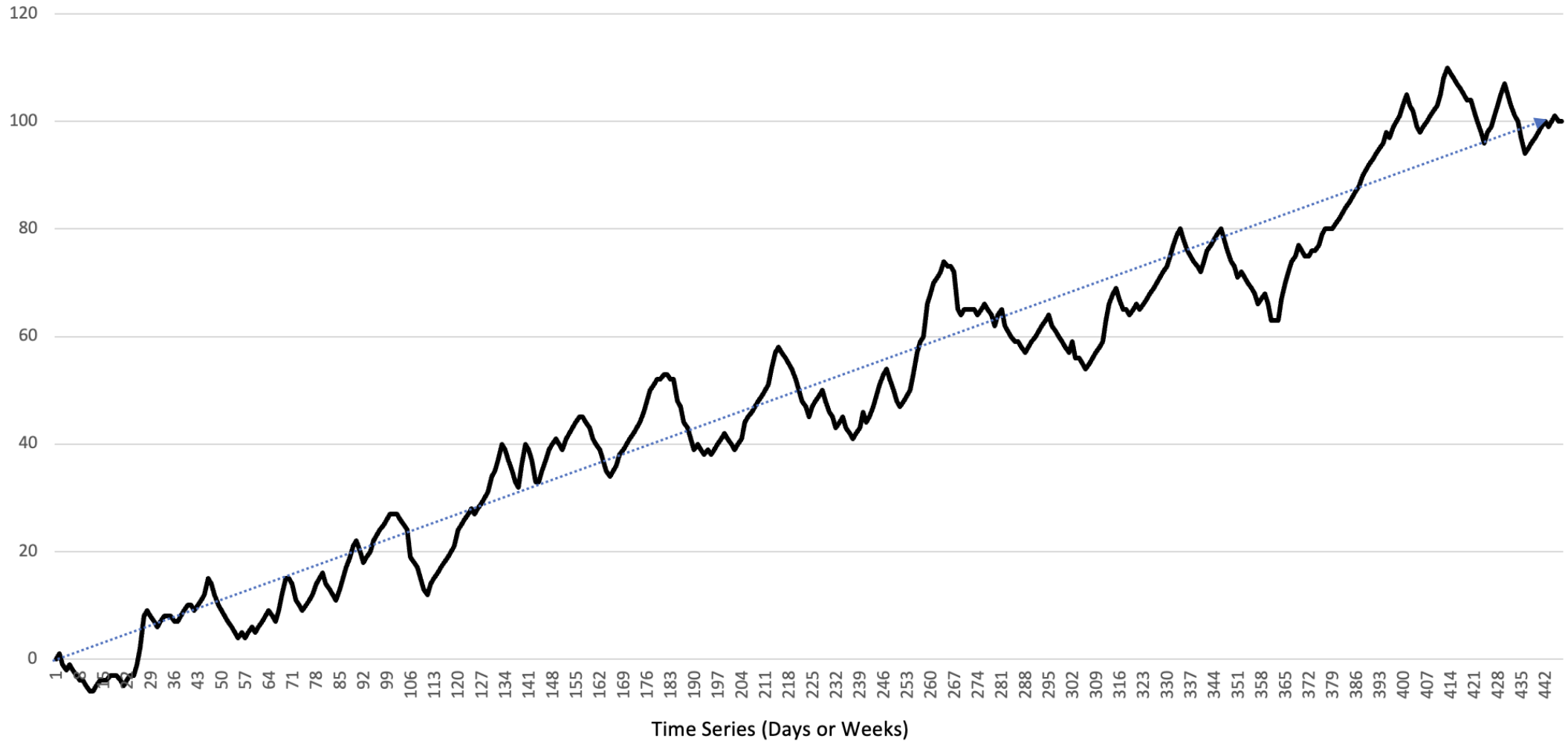
Risk Taking Skills

ZONE OF HIGH PERFORMANCE
Unbalanced, lop-sided, poorly
integrated skill-set.

Interpersonal (Self) Skills

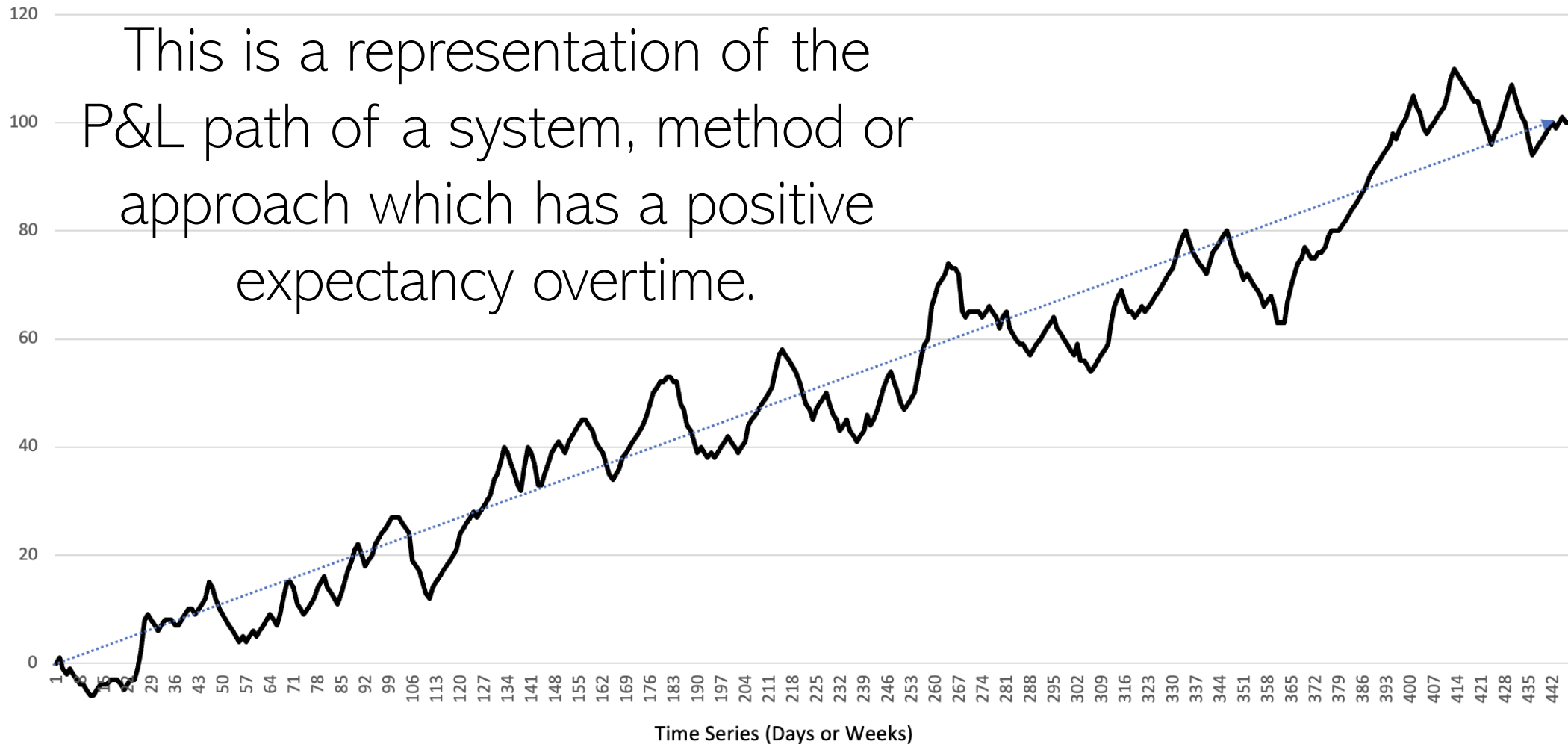
The Battleground

The Battleground

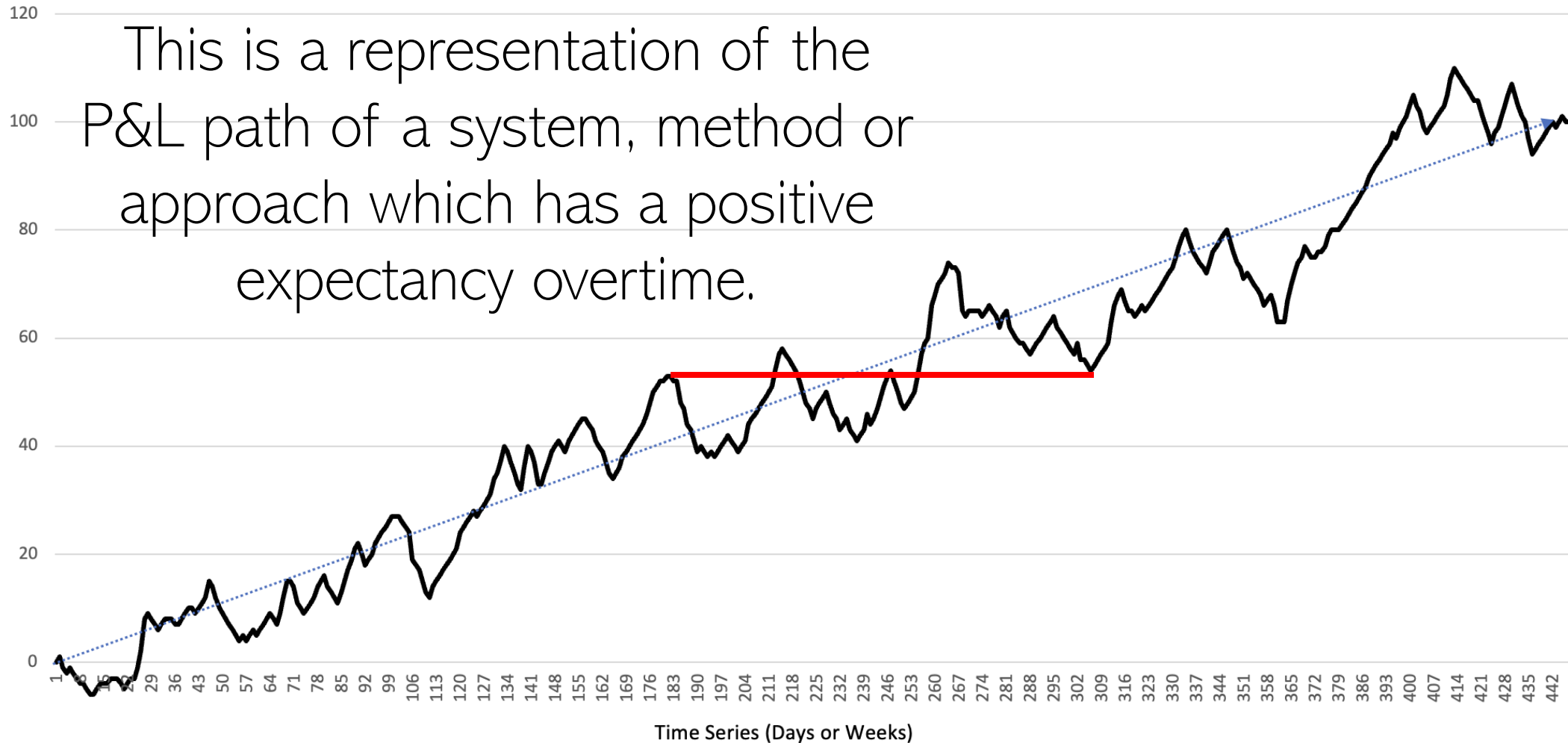


The Battleground

This is a representation of the P&L path of a system, method or approach which has a positive expectancy overtime.

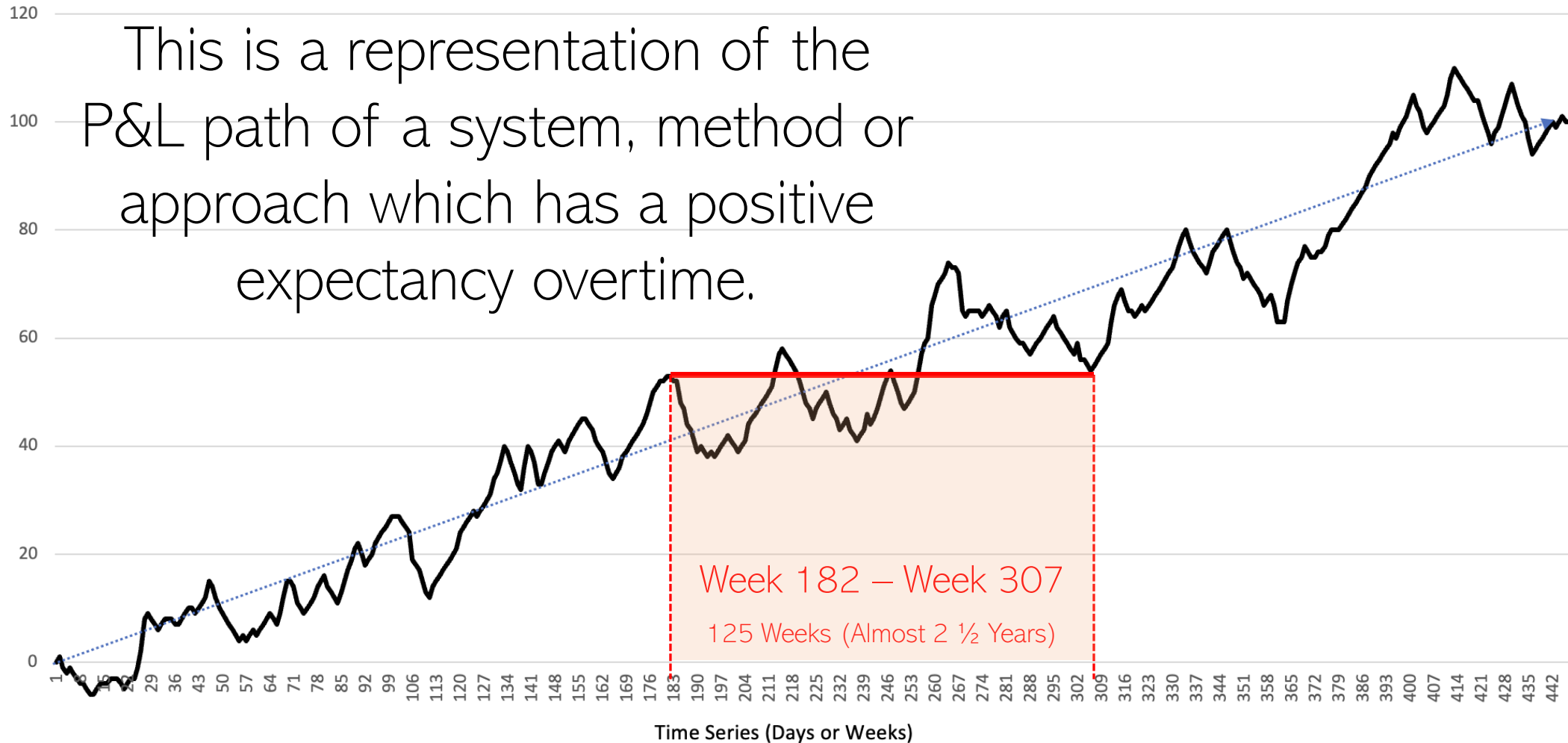


The Battleground

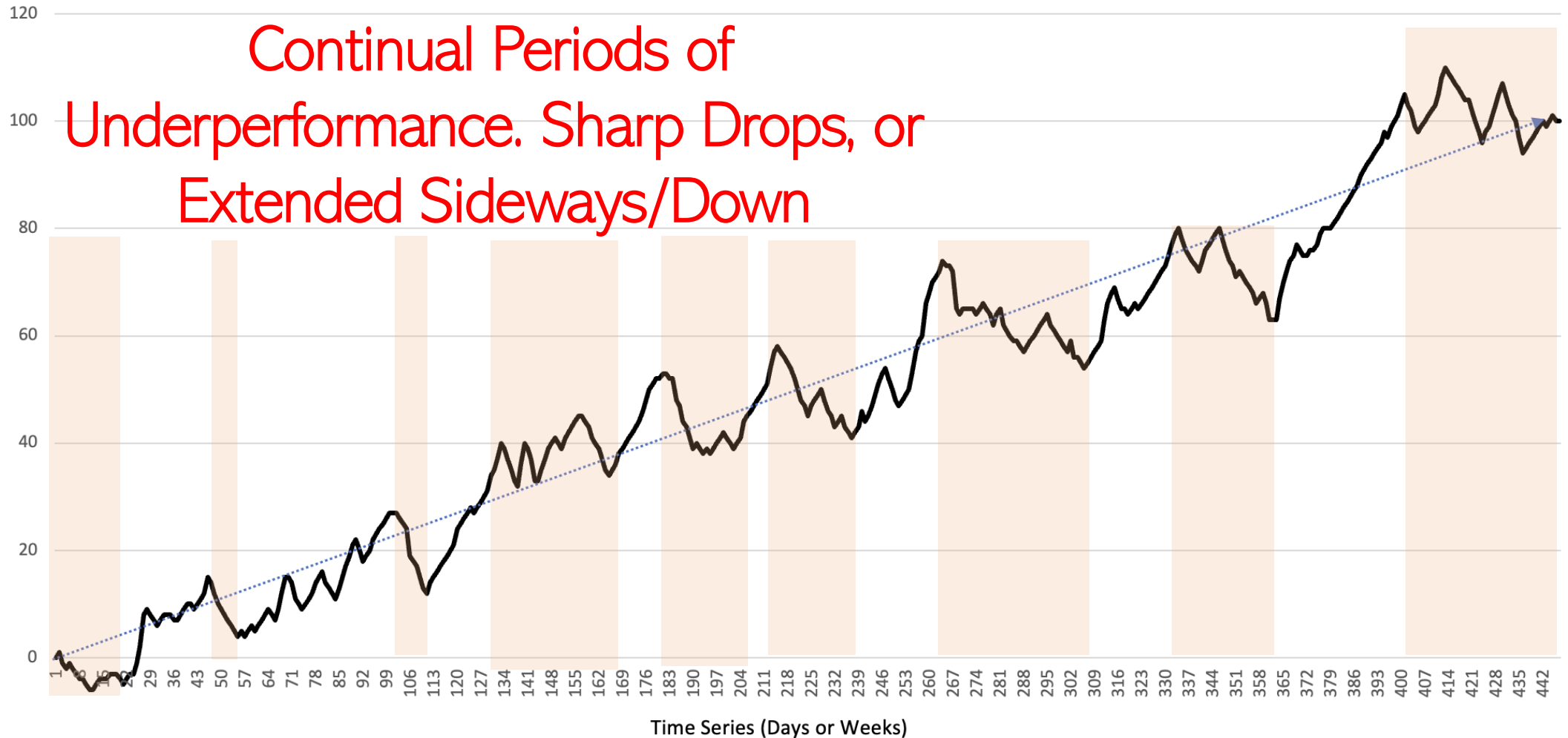


The Battleground

This is a representation of the P&L path of a system, method or approach which has a positive expectancy overtime.



The Battleground



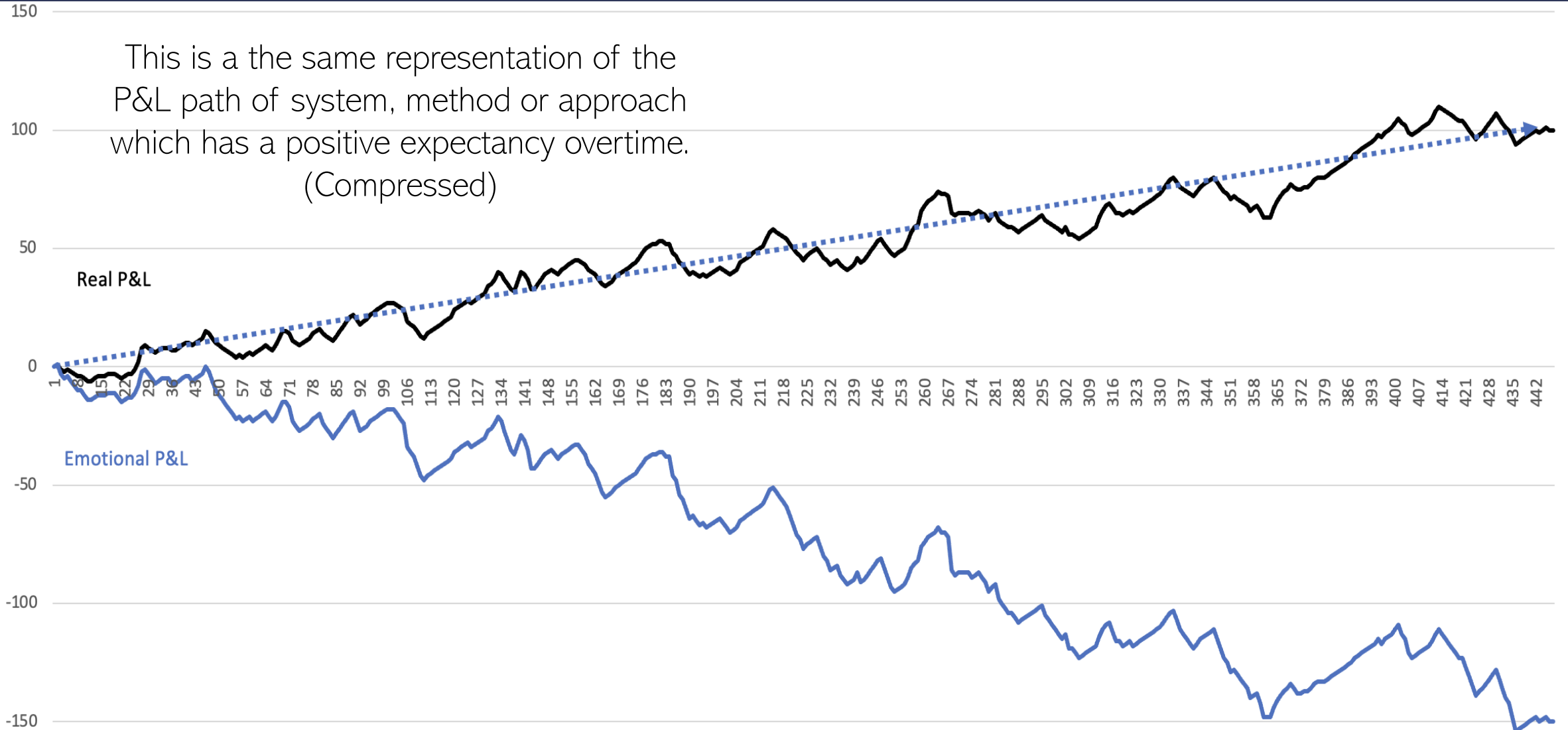
The Battleground

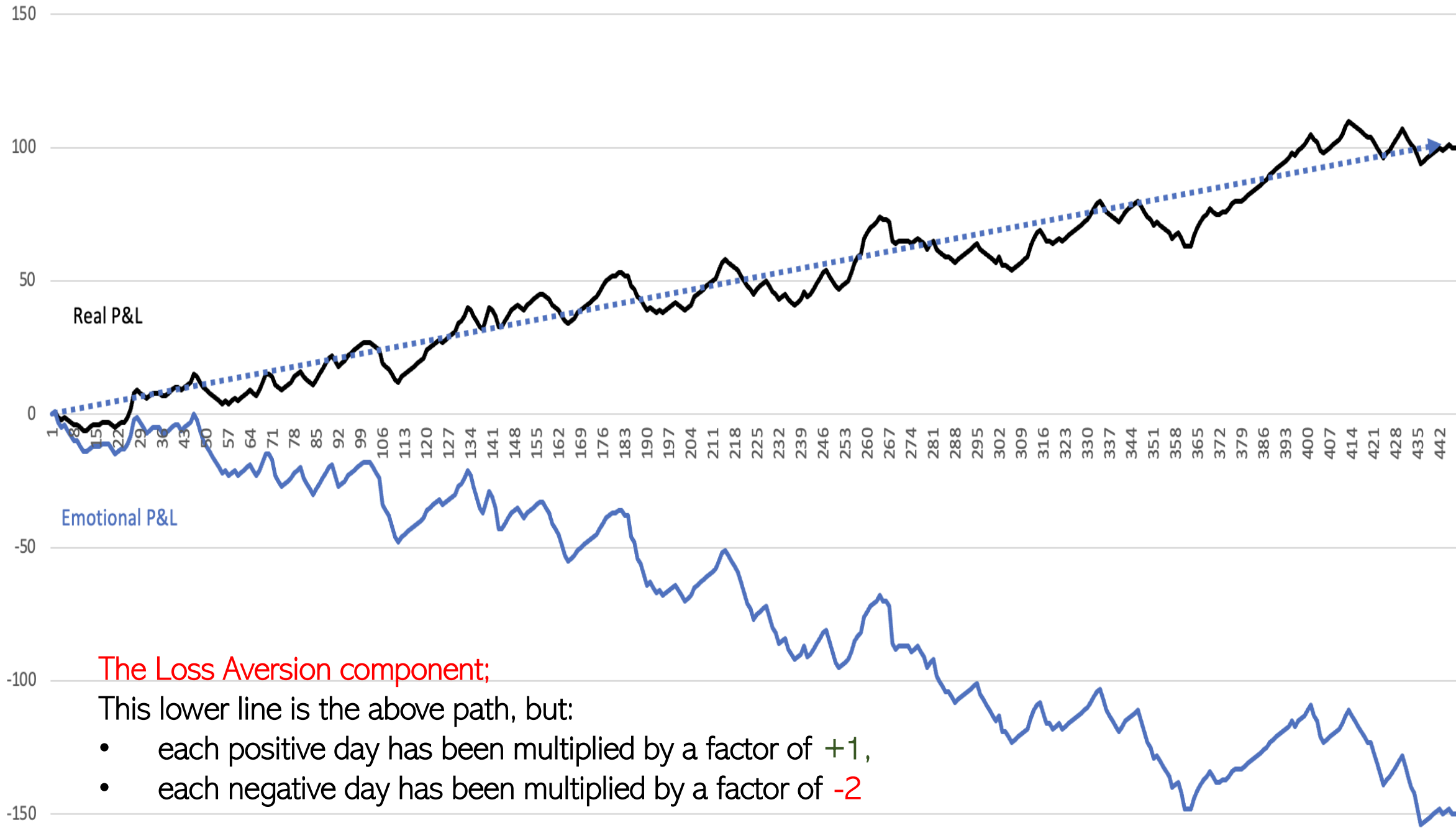
How do you think this is testing your ability to stay with what is a winning system???



The Battleground

This is a the same representation of the P&L path of system, method or approach which has a positive expectancy overtime.
(Compressed)

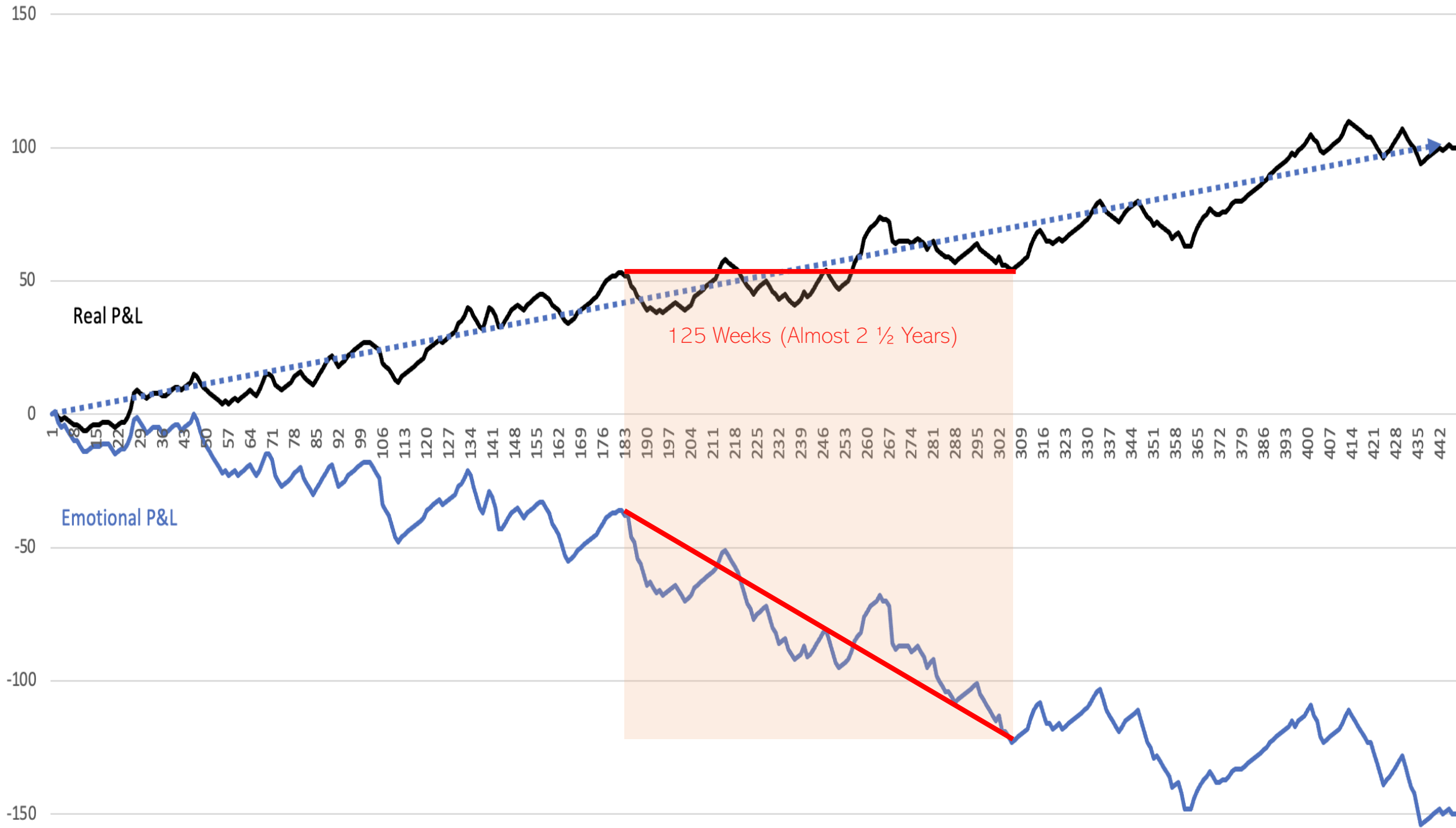




The Loss Aversion component;

This lower line is the above path, but:

- each positive day has been multiplied by a factor of **+1**,
- each negative day has been multiplied by a factor of **-2**



Real P&L

Emotional P&L

125 Weeks (Almost 2 1/2 Years)



That right here is your battleground.

This is the emotional drawdown of trading

125 Weeks (Almost 2 1/2 Years)

Real P&L

Emotional P&L

The Battleground

Capital comes in two forms, physical and mental.

Of the two, mental capital is far more precious and far more important.

When your mental capital disappears, your physical capital soon starts to follow.

Steven Goldstein

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Twitter: [@alphamind101](https://twitter.com/alphamind101). Websites: alpharcubed.com or alpha-mind.net

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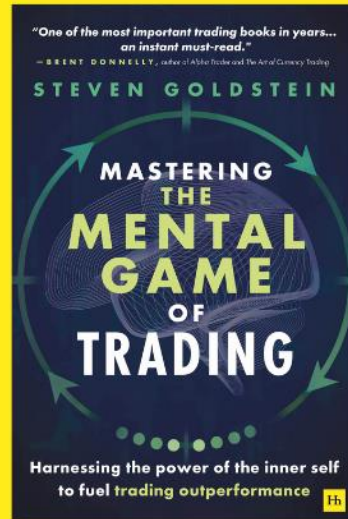
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