

STA in association with Alphamind

High Performance Trader Programme

The programme delves deep into the realms of trading, market dynamics, and risk management to enhance your trading and risk performance and capability.

The purpose of this unique and innovative programme is to provide traders with a deep understanding of the trading mindset, behavioural, and mental challenges inherent in navigating their engagement with the complexity and uncertainty of markets.

The programme empowers traders to enhance their ability to tackle the challenges of risk-taking confidently and proficiently, through the use of powerful frameworks and engaging shared learning with fellow traders.

The AlphaMind programme is designed for retail and professional traders alike and seeks to foster learning through immersion in the syllabus, self-reflection, and interaction with facilitators, peers, and course materials. Here's a glimpse into what each session entails:

Session 1: Introduction Session 'Let's start with the end in mind'.

Session 2: Markets, The Inner Game, and The Performance Process Cycle

Session 3: The Two Trading Approaches

Session 4: You, Your Playbook, and the 3 P's of High Performance

Session 5: The Performance Process Cycle Part 1 – Being

Session 6: The Performance Process Cycle Part 2 – Production

Session 7: The Performance Process Cycle Part 3 – Performance

Session 8: Full Contact: Enhancing Risk Mastery in the Performance Phase

Session 9: The Performance Process Cycle Part 4– Letting Go

Session 10: The Fertile Void – Resetting and Returning to Being

Each session is meticulously crafted to enhance trading mindset, developing risk skills, and foster resilience in the face of market uncertainties.

There are no exams on this programme since it's results will be determined by their performance themselves in their own work.

All sessions are 120 minutes in length and conducted via Zoom. The Sessions plans in detail follows:

Session 1: Introduction Session 'Let's start with the end in mind'

Introduction - 30 Minutes

It's not the Markets We Conquer, Its Ourselves: Our goal is not to conquer the markets, but to conquer ourselves so we can effectively navigate the markets.

Programme Purpose Examined:

- What the workshop is looking to accomplish?
- What is it that we want you to get from the workshop?
- What will the structure look like?
- How will it unfold?
- What we expect from you
- Who are we, who are you, what's important for you

Part 2 Behavioral Slippage: The Ego, The Self, and our Relationship with Markets, Risk, and Uncertainty - 30 Minutes

- Introduction to Behavioral Slippage
- Exploring how our inner dynamics affect decision-making and behavior in trading
- Interactive exploration in pairs with guided questions

Part 3 Follow-up Discussion and Personal Introductions – 45 Minutes

- Sharing thoughts and reflections on Behavioral Slippage and the Ego vs. Self
- Participants' personal introductions

Part 4 15 Minutes Self-Improvement Takeaway.

- Harnessing the power of journaling for personal growth
 - Introduction to the 331 Journaling Process
(Participants will be provided with a Physical Journal by AlphaMind)
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Session 2: Markets, The Inner Game and The Performance Process Cycle.

Introduction - 15 Minutes

Trading as a Performance Activity - Understanding how adopting a perspective of trading as a performance activity, encompassing the Outer Game, Inner Game, and Mental Game, enhances our chances of success.

Part 2 The Outer Game, The Inner Game and The Performance Process Cycle. - 45 Minutes

- A guided tour through the Performance Process Cycle and its foundational principles

Part 3 Break out exercise in Groups Discussion, with prompted questions for each group - 15 Minutes.

- Participants form small groups to delve into prompted questions relating to their personal trading experiences, building upon the insights gained from the Performance Process Cycle exploration

Part 4 Group Discussion. - 30 Minutes

- Revisiting the main discussion points and further exploring emergent topics from the group exercises, fostering deeper engagement and understanding

Part 5 15 Minutes Self-Improvement Takeaway

- Recommendations for reading materials and podcasts related to discussed themes
 - Reviewing and refining personal journaling processes for continued growth
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Session 3: The Two Trading Approaches.

Introduction - 10 Minutes

Recap of key themes a reminder of programme purpose.

Part 2 Fooled by Randomness: Understanding Market Randomness: Its Impact on Behavior and Performance – 20 Minutes

- Investigating the unpredictable nature of markets and its influence on decision-making
- Examining the psychological effects of uncertain outcomes on traders
- Analyzing system randomness and the volatility of profit and loss (P&L) within the framework of a Positive Expectancy Process

Part 3 Introduction to The Two Trading Approaches Theory. – 30 Minutes

- Exploring the relevance of The Two Trading Approaches Theory in understanding both trading methods/systems and mindset/behaviors
- Understanding how this theory informs trading strategies and attitudes towards trading

Part 4 Group Discussion: Exploring Trading Styles and Approaches -45 Minutes

- Engaging in small group discussions prompted by questions related to trading styles and approaches within the context of The Two Trading Approaches Theory
- Sharing reflections, discussing insights, and expressing personal views within the group.

Part 5 15 Minutes Self-Improvement Takeaway

- Reviewing personal journals and integrating The Two Trading Approaches Theory into the 331-review process for enhanced self-awareness and growth
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Session 4: You, Your Playbook, and the 3 Ps of High Performance.

Introduction - The 3 PS of High Performance – 20 Minutes

Delving into the critical aspects of Purpose, Process, and Presence within the realms of risk management, market dynamics, personal behaviors, and human nature.

Part 2 We are all Blind to our own Biases. – 30 Minutes

- Examining biases and their detrimental impact on decision-making, perception, and judgment

Part 3 The Trader's Playbook – 20 Minutes

- Introducing the concept of the Trader's Playbook: defining its significance in shaping your method and approach to risk-taking
- Personal Alignment: Ensuring your playbook reflects your personality, preferences, and trading style

Part 4 The Great, Good, Fooled Model - 25 Minutes

- Identifying your core strengths, trading styles, and areas where you might be susceptible to being misled
- Integrating insights into your 331 processes for ongoing improvement

Part 5 - 15 Minutes Self-Improvement Takeaway –

- Reflecting on your purpose as a trader and your reasons for engaging in trading
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Session 5 - The Performance Process Cycle Part 1 – ‘Being’

Part 1 Starting with your Purpose as a Trader – 30 Minutes.

- Highlighting the significance of understanding the purpose behind any trading cycle before initiation
- Inviting participants to openly share their individual purposes as traders with the group

Part 2 The Being Phase – PowerZone 1 - 30 Minutes.

- Delving into the 'Being' Phase: Embracing ‘Detached Curiosity’ and ‘Optimal Sensing’ and Immersion
- Sensitizing yourself to the markets

Part 3 Breakout Exercise in small groups of 5 - 30 Minutes

- Facilitating small group discussions with prompts tailored to each group, fostering diverse perspectives and insights
- Each group presents their findings to the wider group, encouraging collaborative learning and exchange

Part 4 Cultivating Trader Mind Fitness - 30 Minutes

- Introducing the mindset and methodologies employed by notable figures like Ray Dalio, Novak Djokovic, and the U.S. Military to maintain sustainable clarity and resilience amidst high-pressure situations
 - Establishing the groundwork for a robust operating system to interpret market opportunities effectively
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Session 6 The Performance Process Cycle Part 2 – Production

Introduction – Triggering Sensemaking – 15 Minutes

Delving into the critical aspects of Production, the first activity phase of the Performance Process Cycle.

- Taking us from the Sensing of the Being Phase to the Sensemaking of the Production Phase
- Sensemaking - How we form Ideas, Views and Narratives
- Intuition: Unveiling the power of intuitive knowing beyond conscious awareness

Part 2 Analysis and its role in the Trading process. – 30 Minutes

- Group discussion on the different analytical methods and approaches used by the participants in their trading, and how it helps them

Part 3 From Analysis to Action: Aligning with Your Playbook. – 30 Minutes

- Analysis as a distinct yet interconnected activity within trading
- Where automated systems fit in the Trading Process Cycle
- Progressing from analysis towards execution

Part 4 Preparing for the Act: – 30 Minutes

- Equipping oneself for action and decision-making.
- Systematizing the pre-trade process and establishing robust risk management protocols
- Giving equal weight to your exit strategy, as you do to your entry strategy
- Preparing for the storm: 'Predicting rain doesn't count, building Ark's does.'

Part 5 Self-Improvement Takeaway - 15 Minutes

- The Pre-Mortem: Enhancing Trade Planning through Scenario Visualisation
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Session 7 The Performance Process Cycle Part 3 – Performance

Part 1 Performance Anxiety, Fear and Risk: – 45 Minutes

- Understanding Performance Anxiety: What it entails, its origins, and its impact on trading
- Sharing Personal Narratives: Reflecting on our own experiences with the Performance Phase and the stress and anxieties inherent in it
- Delving Deep: Engaging in a group discussion to explore this critical topic comprehensively

Part 2 Risk Management and Psychological Safety – 15 Minutes

- Recognizing Risk Management's Dual Role: Safeguarding both Physical and Mental Capital
- Fragility of Mental Capital: Understanding why mental resilience can deteriorate under the pressures of the Performance Phase

Part 3 Breakout Groups: Actions During the Performance Phase - 20 Minutes

- Group Dialogue: Discussing how Trading or Investing Performance Anxiety manifests during Pre-trade, Execution, and Post-Execution phases. Prompted group with questions to stimulate insightful discussions

Part 4 Group discussion based on the responses to the Breakout Groups - 25 Minutes

- Delving Deeper: Exploring the insights and solutions unearthed during the Breakout Discussions on Performance Anxiety
- Extracting Key Learnings: Reflecting on strategies to mitigate the impact of anxiety on trading performance

Part 5 Self-Improvement Takeaway - 15 Minutes

- Empowering Performance Improvement: Introducing the Covey Matrix as a tool to enhance focus and productivity in trading endeavors
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Session 8 – Full Contact: Enhancing Risk Mastery in the Performance Phase

Intro: Radical Uncertainty and coping with the inevitability of losing and failing. – 30 Minutes

- Navigating Radical Uncertainty: Understanding the Intrinsic Nature of Markets
- Unveiling its Characteristics: Defining what Radical Uncertainty entails, its observable traits, and its emotional toll
- Examining its Influence: Exploring how Radical Uncertainty affects your process, behavior, and overall performance
- The Ego's Influence: Investigating the role of the Ego in distorting our readiness for and reactions to losses and failures
- Reinforcing Resilience: Emphasizing the importance of Risk Management and Psychological Safety in mitigating the impact of Radical Uncertainty

Part 2: Group Discussion on the Pain of losing and failing. – 30 Minutes

- Individuals sharing their personal experiences and insights into the challenges and lessons learned from losses and failures

Part 3: Developing your Personal Relationship with Losing and Failure. – 30 Minutes

- Cultivating vulnerability and humility as essential traits
- Implementing mind hacks and tripwires: Embracing strategies like “Profits are borrowed and Losses lent”, “Learning to love your losses,” “Next 1000 Trades,” “London Buses,” etc
- Reflecting on both losses and wins to gain valuable insights
- Returning to the process to disrupt the cycle of “Success seeds the next loss.”

Part 4: Mindfitness and Mind Management – 30 Minutes

- Cultivating practices and honing skills that foster resilience and fortitude, enabling effective management of your Mental Capital
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Session 9 The Performance Process Cycle – Letting-Go

Intro: Letting Go, Where the Game is won. – 20 Minutes.

- Defining Letting Go: Understanding its essence.
- The Power of Letting Go: Exploring its profound impact.
- The Vital Role of Letting Go in Trading Mastery: Why it's indispensable.
- The Dangers of Holding onto Euphoria: Recognizing its potential for future losses.
- Understanding the Challenge of Letting Go: Exploring its difficulty.

Part 2 Letting-Go Stories Shared – 30 Minutes

- Shared personal experiences of insights around Letting-Go, and lessons learned from those experiences.

Part 3 Getting Closure: The Stages of Letting-Go. – 20 Minutes

- Embracing Vulnerability and Self-Compassion
- Self-Critique not Self-Criticism, to detach from Ego.
- Cultivating a Positive Relationship with Yourself
- Practicing Self-Kindness and Cultivating Self-Appreciation

Part 4 What is holding you back? 35 Minutes

- Group Breakout Exercise. In prompted Question format. What do you feel you need to let go of in your trading, small and large.

Part 5 – 15 Minutes Self-Improvement Takeaway – The Circle of Concern, a valuable tool for identifying areas where you may experience anxiety about matters beyond your control.

Session 10 The Fertile Void – Resetting and Returning to Being

Intro: Embracing the Fertile Void -- 10 Minutes

- Exploring the concept of the Fertile Void as a space for resetting and returning to an ideal state of being.

Part 2 The Key Challenge – Integrating the lessons from this programme into your Trading Philosophy. – 20 Minutes

- Strategies for integrating new habits and thought patterns.
- Being intentional about personal development.
- Making growth and improvement a central focus.

Part 3 Taking Ownership of Your Journey -- 30 Minutes

- Group discussions with guided questions on how to sustain and nurture personal growth.
- Sharing insights and strategies within groups.

Part 4 Summary and Reflection - 30 Minutes.

- Identifying the most valuable insights and potential enhancements for the group.
- Formation of support groups for ongoing connection and mutual support.

Part 5 30 Minutes Self-Improvement Takeaway

- What will each participant commit to, to ensure their continued growth.
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