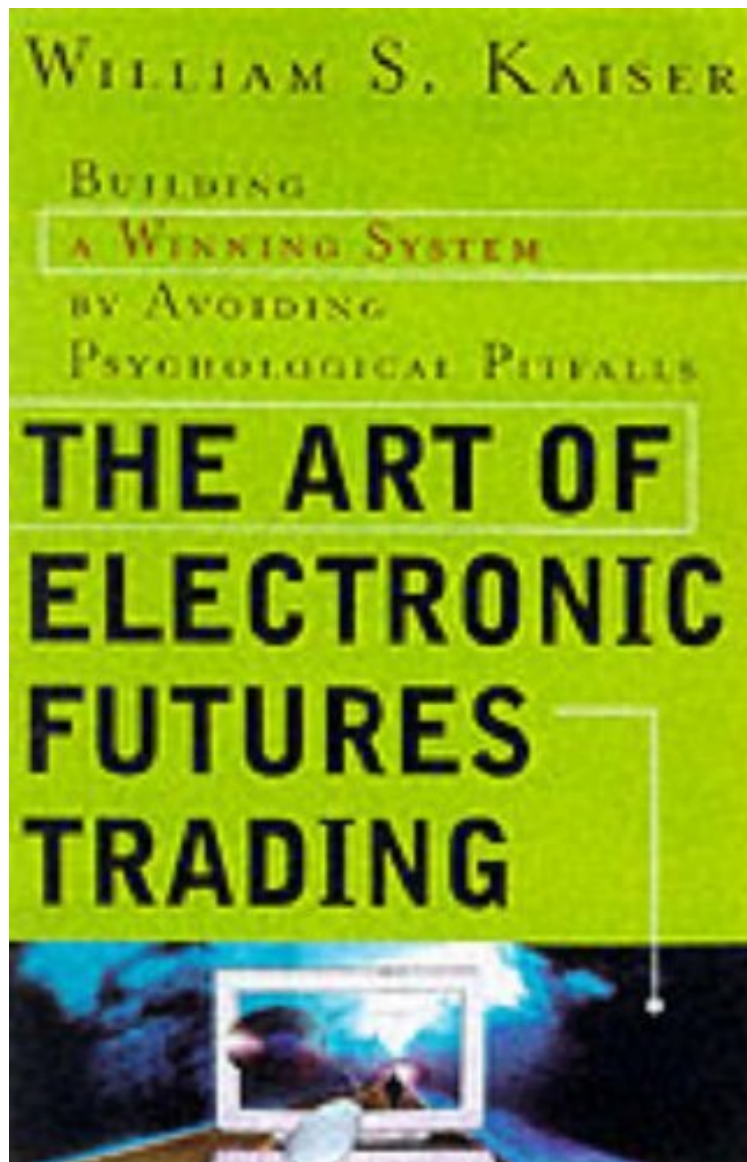


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The Art of Electronic Futures Trading: Building a Winning System by Avoiding Psychological Pitfalls

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covers the beginning of electronic trading in the futures industry from the perspective of the authors who first introduced electronic trading to the futures industry. It covers the fears that sweep the futures industry as electronics threatens to close the traditional open outcry method of trading futures. The interviews with the original developers of the software really puts in perspective how far we have come in the past few years. The book also helps you rate your personality and help you decide what system might be right for your psychological profile. With that in mind it is then time to design a system that is right for me. I found the book very informative and made me feel at ease knowing that the system I designed for myself even though not guaranteed to make money, will make me feel comfortable about trading it. 8 of 9 people found the following review helpful. Understand the basics and yourself By A Customer This book hit the nail on the head for me. I have always doubted whether I knew enough and could trust myself enough to risk my own money trading. Trading is a lonely endeavor and Kaiser and Green laid out the plan for me and helped me understand that it is o.k. not to have all the answers and if I know enough about myself to trust my own decision making. I took their test (several times) and confirmed that I am an emotional second-guesser and that an off the shelf black box system won't work for me. I need to be involved, win, lose or scratch. Their discussion of basic market analysis and useful tools was clear and, again, helped me feel comfortable using my own analysis to make my own decisions. I recommend this book to anyone who wants to trade and feel confident that their decision making is as valid as anyone else's. 3 of 5 people found the following review helpful. Know yourself before you trade By A Customer Finally a book that prepares you mentally as well as technically before you begin to trade. I like the way that the book gave you a test on what type of personality traits you have and then recommended two specific categories subjective and objective. Once into one of these categories I felt comfortable in what Kaiser and Green were saying on how to develop a system that is right for my personality. I have actually tested and traded the system that I developed with the books help. Not only did the system test out well, but when I started trading it, it traded exactly as tested. Thank you, Thank you Kaiser and Green

Strategies to help electronic futures traders let intellect and instinct - not emotion and adrenaline - rule their trading Hot on the heels of electronic stock trading, electronic futures trading promises to be the next big wave. The Art of Electronic Futures Trading is the first comprehensive examination of the unique psychological aspects needed to successfully trade electronic futures - complete with real world feedback and pointers from actual traders! A multi-step personality test illustrates the four categories of trading style, pointing traders to the right style for their personalities. It then helps them build high-profit, personalized systems using elements that include: * A 5-step plan for successful electronic futures trading * Technical indicators to spot trending and sideways markets * How using pattern recognition can lead to more profitable, disciplined trading

From the Back Cover Innovative Tools for Success in Electronic Futures Trading Fully integrated electronic trading platforms now allow futures traders to enter orders, obtain quotes, manage multiple portfolios, and access thousands of dollars worth of research--and are forcing exchanges around the world to open their doors to computer traders. But it takes more than a computer to succeed in this fast-paced world. The Art of Electronic Futures Trading focuses on both the techniques and the mindset required for e-trading success. Futures traders just now embracing electronic trading--as well as those who are looking for hard, proven rules for mastery in this fast-moving marketplace--can turn to this timely book for: * A market-proven, 5-step plan for electronic trading mastery * The Personality Profile System for discovering your optimal trading style * Interviews with futures trading veterans including Jack Sandner and Leo Melamed To be successful on the screen, futures traders must first learn the new rules--then replace hard-to-overcome emotion and adrenaline with research-driven knowledge and technique. The Art of Electronic Futures Trading is the first comprehensive overview of the technical skills and psychological disciplines necessary for profitable electronic futures trading--and an essential book for anyone looking to become an effective screen trader. Open outcry futures trading, long the trading world's purest bastion of free enterprise and unlimited profit potential, is on its way out. Electronic trading has changed the game and, while fully integrated electronic trading is now a reality, the total transformation of the market has just begun. Over the next few years, technological innovations and advances will continue to change the rules of futures trading. Traders must begin to master the technologies, rules, and disciplines of electronic trading today--or risk being overrun tomorrow by the new, aggressive breed of e-trader. The Art of Electronic Futures Trading introduces you to a systematic method for electronically trading the futures markets, along with an in-depth evaluation of the psychological tools necessary to survive and thrive in this transformed marketplace. Starting with a concise, fascinating history of pit-based futures trading--and a review of the technological innovations that now make electronic trading the method of the future--this A-to-Z guidebook discusses how to adapt the psychology and discipline of successful futures trading to a rapid-fire, point-and-click trading environment. In addition, authors William Kaiser and James Green--recognized pioneers in the development of electronic futures trading--reveal a systematic way to adapt proven strategies and techniques of futures trading for use on the screen. This virtual encyclopedia of profitable screen-based futures trading discusses topics including: Oscillators * Momentum indicators * Stochastics * Relative strength index * Time filters * Percentage bands * High Low bands *

Breakout, Total Range, and Percentage filters * Crossover methods * Rubber band theory * Volume and open interest * Support and resistance levels * Money management techniques * Contract liquidity

The Art of Electronic Futures Trading gives you the first key to successful electronic futures trading--replacing unpredictable emotion with rational thought. It goes on to provide the second key, explaining how you can design personalized trading systems that mathematically define, quantify, and categorize past investor behavior to arrive at a systematic probability for future behavior. And the third key? It's unfolding, even as you read these words, on computer screens around the world. Prepare yourself psychologically and technologically for the next wave of futures trading, with the combination of hard-eyed analysis and market-tested experience found only in The Art of Electronic Futures Trading.