



**ENGINEERED
TRADING
MINDSET**

FOR SUCCESS

**FOUNDATION
WORKBOOK**

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RightMindTrader.com Academy

Engineered Trading Mindset

Foundation - Understanding Fear

Session 1 - Getting Acquainted with Your Trading Emotions

Inner Truth Mechanism (ITM)

Discover your own ITM by becoming aware of how your ITM 'talks' to you. The following exercise is designed to put you in touch with your ITM.

Exercise #1 - My ITM Signals

Your ITM will function the same way every time but the signals will not always have the same level of 'emotional intensity'.

The level of intensity of the signals can depend on how much you care about a particular situation or about the person (or people) you are currently interacting with.

Step 1. Go and tell a 'lie' to someone **you don't know** (or don't care about emotionally).

Before telling the lie:

- a) When you think of the lie notice how it makes you feel.
- b) Notice also any thoughts or 'inner voice' activity you have in your mind.
- c) Fill in the corresponding boxes in table #1 below.

After telling the lie:

- d) Repeat a, b, and c from above to complete the table.

Step 2. Now go tell a lie to someone you really care about emotionally using the same process as in Step 1 and complete table #2.

Step 3. Analyse your thoughts and feelings in the two tables as these are the 'signals' used by your ITM to communicate with you.

Become very aware of these signals so you know exactly how to recognise your own ITM. Notice also the level of intensity of the emotions/feelings you experienced and the different types of thoughts you had.

Step 4. In this example it is quite likely that the emotional reaction from your ITM was unpleasant, especially when lying to someone you care about.

Now repeat the exercise but this time say something honest and pleasant to the recipients and notice how your ITM reacts when you are being honest and pleasant. Become familiar with the thoughts and feelings generated by your ITM.

In this way, you will learn and become familiar with when your ITM is telling you something is good for you and when something is not.

Learn to trust your ITM!

Ex 1. Table #1 - Lying to someone I don't care about	
What thoughts/Inner Voice did I have/hear?	What did I Feel?
1.	1.
2.	2.
3.	3.
4.	4.

Ex 1. Table #2 - Lying to someone I really care about	
What thoughts/Inner Voice did I have/hear?	What did I Feel?
1.	1.
2.	2.
3.	3.
4.	4.

Exercise #2 – Thinking Creates Emotion

“The world's a stage, and all the men and women merely players; they have their exits and their entrances, and one man in his time plays many parts...”

Spoken by the melancholy Jaques in William Shakespeare's 'As You Like It'

Professional actors are taught to create different emotional reactions or moods as the demands of the character they are playing, in whatever scene they are in, requires.

In real life we do the same; we create the emotional reaction we want for the situation we are in. For example, anger when in a row with your partner, or patience when teaching your children something new, or fear even when there is no danger present.

Researchers believe this ability or skill to be unique to human beings; the ability to create emotion, and especially fear, just by thinking is not found in other animals only in humans.

This is important to fully grasp because it proves that the ‘emotional roller coaster’ of trading is created only by your mind AND NOT by the markets!

Let’s me prove to you that you have this skill in the next simple and quick exercise.

- Step 1.** Before we start and just to relax and become calm, take 5 slow, gentle deep breaths. Count to 5 as you breathe in and as you breathe out for 5 allow your shoulders to drop a little more each time.
- Step 2.** Now, think strongly about something frightening, something you know scares you. Think about your deepest fear for about 5-10 seconds.
- Step 3.** Assess how you reacted. Did your heart rate increase, your breathing get quicker and shorter, your skin tingle or ‘crawl’, etc.? Notice the physical change you created simply by thinking about the emotion of fear!
- Step 4.** Return to a ‘normal’ state by now thinking of the most pleasurable thing you can remember in your life. What made you really enjoy that experience? Think of another nice experience, one that makes you *smile right now*.

This exercise shows just how well developed your skill of ‘thinking yourself into fear’ has become – because you have had lots of practice! A practiced skill is easy to use and you now are aware of how good you at this and how easily you do it – even without realising it!

Exercise #3 – Identify Triggers

You now know that *triggers* are an unconscious mechanism for activating *behaviours* so in this exercise you will identify some of the triggers in your life.

- Step 1.** Connect with something you do every day but that you don’t really think about e.g. getting a drink of water, answering the telephone, etc.
Make a list of just 5 of these routine daily activities in the table below.

Step 2. Really think about each of these activities and focus in on what needs to happen for that behaviour to start. Go right to the start of the activity and then a few seconds before the start and notice what happened, what you saw, heard, or felt that led you to do the action. This is the ‘trigger’ so make a note in the table of the trigger for each of your 5 example behaviours.

Ex 3. – Triggers of Routine Actions	
Routine behaviour	Trigger (see, hear, feel)
I do...	And the trigger is...
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.

Exercise #4 – Identify Anchors

You now know that *anchors* are an unconscious mechanism for activating *internal thoughts and feelings* so in this exercise you will identify some of the anchors in your life. Use the tables to record your results.

Step 1. Think about someone you don’t really like; see them clearly in your mind.

How does that ‘image’ make you feel right now?

Step 2. What, specifically, is it about that person that makes you feel the way you are now as you imagine them in your mind?

This specific ‘thing’ is the *anchor* that creates the same reaction in you every time. It might be their face or a particular facial expression or ‘look’ (“You have that look on your face again.”), the way they dress, the tone of their voice, or something they say, it might be their general demeanour or ‘energy level’. Really try to identify the exact ‘thing’ (sight, sound, smell, or feeling) that gives you ‘that’ reaction.



Step 3. Now do the same thing for someone you really like or love, someone you really care about. How do you feel when you see them in your mind right now?

What specific thing is it that makes you have this reaction? Identify it; is it their smile, their eyes, their hair, the way they walk or talk. Some 'one thing' is giving you the exact reaction so what is it?

Ex 4. Someone I don't like - Anchors of Thoughts and Feelings	
Emotional Reaction	Anchors (see, hear, feel)
I think and feel...	And the anchor is...
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.

Ex 4. Someone I really like - Anchors of Thoughts and Feelings	
Emotional Reaction	Anchors (see, hear, feel)
I think and feel...	And the anchor is...
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.

Session 2 - Getting Acquainted with Your Fear

The following exercises will help you identify the origins of your trading fear (and any other fear you may have affecting your life – and most of us have them believe me!)

Exercise #5 – Origins of Fear

You know now that there are three main ways in which your fears can have originated so let's find out which have impacted on you.

The following exercise is in 3 parts and will identify any of this influence on your fear.

Method 1. Traumatic Experience

Step 1. Think back into your past and list in Table #1 below up to 5 of the most traumatic experiences you can remember that made you afraid.

This last point is important; a traumatic experience that made you sad, for example, is not the same as one that made you terrified.

Step 2. Now identify the specific fear that this experience created or reinforced.

Ex 5. Table #1 Sources of Fear –Traumatic Experiences	
Traumatic experiences	Name your fear
This happened...	And I am now afraid of...
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.

Method 2. Learned Behaviours

Step 1. Again, think back into your past and list in Table #2 below up to 3 *fear related* behaviours by *someone emotionally close to you* (someone you cared about or highly respected/regarded e.g. parent, sibling, best friend) that you can remember witnessing often.

Focus only on the behaviours and actions that involved fear or the person being afraid and that you saw *repeatedly*.

This last point is important!

Step 2. Think about your own behaviours in your life now when you feel fear or are afraid and compare them to what you witnessed in the past.

Are they similar in any way and if so how? Have you unconsciously adopted, and are continuing to copy, the other person's fear related behaviours?

Ex 5. Table #2 Sources of Fear –Learned Behaviours

Witnessed Fear Behaviour	Trigger/Cause of Behaviour	Similar Behaviours
1. I witnessed 'name' doing this...	1. This was caused by...	1. And now I am doing...
2. I witnessed 'name' doing this...	2. This was caused by...	2. And now I am doing...
3. I witnessed 'name' doing this...	3. This was caused by...	3. And now I am doing...

Method 3. Psychological Inducement/Indoctrination

Step 1. Go back into your past one more time and enter in Table #3 below up to 5 things you were repeatedly told by a care-giver that was meant to make you fear something or make you afraid.

You are looking for things said repeatedly and frequently designed to make you remember to fear something.

Step 2. Identify the specific object of the fear and rate how afraid you are of that same thing now.

Ex 5. Table #3 Sources of Fear – Psychological Indoctrination	
I was told to be careful of ‘X’ by ‘Y’	Object/Source of Fear
I was always told to be careful of...	And I am now afraid of...
1.	1.
by...	
2.	2.
by...	
3.	3.
by...	
4.	4.
by...	
5.	5.
by...	

Journeying Farther & Further - Journeying Together

For most traders, trading as an activity can be a singularly solo, and perhaps even lonely, journey toward your future dream of financial freedom and ultimate happiness.

The programme you have just taken will have moved you along on your trading development journey of discovery that will have a positive impact on your trading – and possibly on your entire life and those around you.

Most journeys have a point of departure and a point of arrival – or do they?

Certainly, the journey you have been on in this programme has a clear departure point – that is to increase your development as a trader - and it has a clear objective to provide the tools to help you...

...but it doesn't have a clear destination because it is but one positive stepping stone forward!

Why?

Because your trading psychology has many facets and needs and this programme is only one aspect – albeit a crucial aspect - of your whole trading psychology development to improve your daily trading experience.

Now African wisdom says:

“To journey far, travel with others.”

So, to travel farther and further with your trading I invite you now to continue our journey together towards a new objective and your own desired destination.

FREE 1-On-1 Coaching Session

Begin the next part of your success discovery trading journey now by setting your next big objective, which I strongly believe should be, to have a COMPLETELY FREE 30 minute...

[Trading Behaviour Strategy Coaching Session](#)

...directly with me.

This is the logical next step on your journey to realising your trading profit potential and creating the abundant life of your dreams.

Let me be your personal development guide on the next exciting exploration into your trading psychology.

To find out more about your next trading journey watch my complimentary '[TBA](#)' video that will explain how we will analyse your current trading behaviours to uncover any success blocks lurking in your unconscious mind.