

Welcome to KSEP Stock Market  
Analyst Program, Future Market  
Leaders!



# Shared Value

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- To have a focused group in analyzing Indonesia's stock market.
- To gain capital whether individually or jointly funded from trading in stock market.
- To share stock market related knowledge between members.

# Key Components

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1. Trade Analyst <https://www.businessresearchguide.com/faq/what-is-a-trade-analyst/>
2. Investment Analyst <https://marketbusinessnews.com/financial-glossary/investment-analyst/>
3. General Secretary
4. Head of Trade
5. Trade Analyst Mentor
6. Head of Investment
7. Investment Analyst Mentor

# Ground Rules

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1. ***Knowledge sharing*** for ***every individual*** in the group to achieve balance in knowledge between members is a must
2. Each ***trade analyst*** has to ***have access and/or initiate their own account in a security*** and ***execute trade when needed***
3. Each ***investment analyst*** are suggested to make at least ***an investment paper*** in ***three months***
4. Each ***member*** has to commit by at least attending every group meeting (once a week) or have a solid reason in not attending one.
5. Each ***member*** will be granted certification from KSEP ITB after attending at least 75% of the program and special recognition for outstanding performance.

# Outcomes

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1. For investment analyst group : produce ***minimum 5 investment papers*** during the program duration and ***publish it to the group and public***
2. For investment trader group : create ***trades analysis each week*** and ***share it to the group***
3. Engage in all feasible trades to produce capital gain (individually or jointly).
4. All members must have their own investment account.
5. All members should be well-experienced in stock market analysis at the end of the program (measured by knowledge and experience evaluation).

# System

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1. ***Investment analysts*** create papers regarding macroeconomy, companies conditions, market review, etc
2. ***Trade analysts*** analyses current market condition at least once a week, decide whether to take trades or not using consistent system and create reports based on excel (format will be given)
3. ***Head of trade*** manages the activity of trade analysts activities, making sure everything is progressing
4. ***Head of investment*** manages the activity of investment analysts activities, making sure everything is progressing

# System

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5. ***Trade analyst mentors*** give guidance through topics and learning resources to trade analysts
6. ***Investment analyst mentors*** give guidance through investment papers examples and current market condition
7. ***General secretary*** makes sure the system is working without obstacles through connection, strategic development, and resources. ***General secretary also collaborate with head of trade and head of investment*** to make knowledge and experience evaluation at the end of the program

# Timeline

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## First Meeting:

- Program Introduction
- Introduction to Stock Market



25 August 2019

18 August 2019

## Third Meeting:

- Trading System Analysis and Improvement
- Valuation Method.

8 Sept 2019



1 Sept 2019

## Second Meeting:

- Technical Approach
- Consistent Trading
- Paper Structure Analysis



## Final Meeting:

- Trading System Presentation
- Paper Presentation
- Awarding



# Commitment & Reward

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## Commitment

- Proactive and are not afraid to be wrong
- Completing projects that contribute to the purpose of the program
- Commitment fee Rp. 50.000 (fully-refund if you attend every meeting and fulfill the commitment).



## Reward

- Knowledge transfer.
- Official certificate.
- Special recognition for outstanding participants.
- And many more..

# Step by step trading

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1. Open Account
2. Bid
3. Offer
4. ???
5. Profit

# Step by step trading - Buka akun

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## Open account



- You can open account with required application documents as follows,
- 1 Visit our headquarter or OE (open gallery and education).
  - 2 Schedule an appointment and we will visit you (Jakarta Area Only)
  - 3 Send the required documents to us by mail (nationwide)  
In this case, we will make a video call (yahoo messenger/skype) with you  
to comply with the regulation V.D.10



# Application Documents for Individual

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- Opening Account Form \*)
- Investor Account Form \*)
- Copy of ID Card (KTP or Passport)
- Copy of Tax Registration Number
- Copy of Bank Account Cover

# Step by step trading - Bid & Offer

21:45 0,08K/d 4G+ 3%



Home

IHSG

6,286.657

▲ 29.071 0.46%

6,290,632

15:06

19/08/16

09:58

10:56

14:22

15:20

DOW JONES

25,886.010

▲306.620 | 1.20%

NASDAQ

7,895.990

▲129.380 | 1.67%

S&P 500

2,888.680

▲ 41.080 | 1.44%

USD-IDR

14,206.250

▼ 46.500 | 0.32%

EUR-USD

1.111

▼ 0.000 | 0.01%

USD-KRW

1,210.800

▼ 1.900 | 0.16%

Forum

NAGA

pernah kepergok mbah @li...

0

2019/08/17 21:38:57

POSA

kalo minggu kmrin jd publi...

Fast Order

Stock Order

Stock Price

Chart

Run...

Trade

21:45 0,11K/d 4G+ 3%

X Login Here >



HOME



SETTING



EXIT

Quick Menu

Menu Search

Stock

Stock

Stock Price

Stock Info

Chart

Order

Index Chart

Portfolio

Running Trade

Customer Service

Watchlist

Setting

Stock Info

Recent

Stock Ranking

Stock Recommendation

Foreign

IHSG

21:45 0,17K/d 4G+ 3%

X Login

Ver 5.1.3



Password



Remember ID

Login

Get Free Trial | Open Account

MTS Guide



21:51 0,23K/d 4G+ 2%

21:51 0,23K/d 4G+ 2%

X GIAA



S M D margin 20%

535

15 Close:520

2.88% 478,290

Price

News

Chart

Daily >

Seller

DH

CC

YP

Buyer

DX

CC

NI

9,10

9,44

6,60

2,857

13,153

## Identification

Choose Account

Enter PIN Number

Cancel

Confirm



## X Login Here >



HOME



SETTING



EXIT



Quick Menu

Menu Search

Stock

Order

Stock Order

Fast Order

Automatic Order

Non Regular Order

Portfolio

GTC Order

Order Booking

Setting

Order List

Recent



## GIAA



margin 20%

## GIAA



margin 20%

Buy	Sell	Amend/ Withdraw	Order List
-----	------	--------------------	------------

Price	Chg (%)	535	
555	6.73%	▲ 15	2.88%
550	5.76%	Max Limit Buy	245 Lot
545	4.80%	Max Cash Buy	245 Lot
540	3.84%	Price	535
535	2.88%	Vol	0 Lot
530	1.92%	<input checked="" type="checkbox"/> Prevent same order	
525	0.96%	Max Limit	Max Cash
520	0.00%	Total	0 ⓘ
515	0.96%		
510	1.92%		

Buy

Fast Order	Stock Order	Stock Price	Chart	Running Trade
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Buy	Sell	Amend/ Withdraw	Order List
-----	------	--------------------	------------

Price	Volume	535	
555	11,446	▲ 15	2.88%
550	44,029	Max Sell	0 Lot
545	47,773	Price	535
540	12,643	Vol	0 Lot
535	12,836	<input checked="" type="checkbox"/> Prevent same order	
530	9,109	Max Sell	
525	9,446		
520	6,603		
515	2,857		
510	13,153		

Sell

Fast Order	Stock Order	Stock Price	Chart	Running Trade
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21:46 0,40K/d 4G+ 3%

## X Login Here >



HOME



SETTING



EXIT

Quick Menu

Menu Search

Stock

Order

Stock Order

Fast Order

Order

Automatic Order

Portfolio

Non Regular Order

GTC Order

Customer Service

Order Booking

Setting

Order List

Recent

Trade History

IHSG

DOW J

25,886

▲306.620

USD-IDR

EUR-USD

USD-KRW

Forum

NAGA

POSA

Fa

21:52 0,00K/d 4G+ 2%

## Automatic Order

0  
Cash on T+

Port

Open Order

Automatic Order

Order History

Create New Order

Delete All

All On

All Off

SELL

1,815



COND: Last Prc <= Rp1,970

⌚ 2019/01/08 | OFF

Edit

Delete

Detail

SELL

1,910



COND: Last Prc <= Rp2,190

⌚ 2019/01/08 | SEND

Edit

Delete

Detail

SELL

2,440



COND: Last Prc <= Rp4,250

☰ Fast Order Stock Order Stock Price Chart Running Trade

21:52 1,52K/d 4G+ 2%

## Create Setting

GIAA



535

▲

15

2.88%

BUY

SELL

1. Valid Date

2. Auto Sell

⌚ 2019/08/17

Basic Auto Sell



3. Set Condition

>Last Price

>=



Done Volume

>=



4. Set Order

Order Qty

Lot

Rp



Order Price

Last Price

Rp



Done

21:52 1,48K/d 4G+ 2%

## X Create Setting

GIAA 535 ▲ 15 | 2.88%

BUY SELL

### 1. Valid Date

2019/08/17

### 2. Set Condition

Last Price ▼ <=

Done Volume >=

### 3. Set Order

#### Order Qty

Lot  Rp

#### Order Price

Last Price ▼  Rp

Done

21:53 0,17K/d 4G+ 2%

BBCA 29,800 ★

D W M 5 m 1 T

BBCA Day MA 5, 20, 50, 100, 200



21:54 0,05K/d 4G+ 2%

BBCA 29,800 ★

D W M 5 m 1 T

BBCA Day MA 5, 20, 50, 100, 200



# Step by step trading - Tips

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Diversification !

Cut-loss

Support &  
Resistance

# Stock Market Psychology and Risk Management

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| **THE MANAGEMENT RULE**  
**controlling hope and fear**

## CONCEPT

Take the “small” money the market makes available, or hold until the real target is reached. But do not – and I repeat, *do not* – make “in-between management.”

# Stock Market Psychology and Risk Management

**“** *The speculator's chief enemies are always boring from within. It is inseparable from human nature to hope and to fear. In speculation, when the market goes against you, you hope that every day will be the last day--and you lose more than you should had you not listened to hope--the same ally that is so potent a success-bringer to empire builders and pioneers, big and little. ..And when the market goes your way, you become fearful that the next day will take away your profit, and you get out-too soon.*

*Reminiscences of a Stock Operator*

# Stock Market Psychology and Risk Management

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“

*Fear keeps you from making as much money as you ought to. The successful trader has to fight these two deep-seated instincts. He has to reverse what you might call his natural impulses. Instead of hoping, he must fear; instead of fearing, he must hope. He must fear that his loss may develop into a much bigger loss, and hope that his profit may become a big profit. It is absolutely wrong to gamble in stocks the way the average man does.*

*Reminiscences of a Stock Operator*

# Stock Market Psychology and Risk Management

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## Managing Your Emotions

*No matter how you look at it,  
trading is 100% psychological.*

*When the trader is operating out of fear...*

# Stock Market Psychology and Risk Management

## THE MANAGEMENT RULE

How Most Traders Manage Their Trades

*The insidious thing about fear is that it narrows our attention unto the object of fear so that we end up doing the same thing we are trying to avoid.*



# Stock Market Psychology and Risk Management

## THE MANAGEMENT RULE

### Chart Reading

*Let's say you went long the Buy Setup but the Buy Setup failed...*

*When you get out of the trade, you feel petrified that you never noticed the downtrend.*

*Again, fear limits our perception unto the object of fear, making most everything else invisible.*



# Stock Market Psychology and Risk Management

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## Managing Your Emotions

*This is why it's often said that  
traders eat like birds and crap like elephants*

# Stock Market Psychology and Risk Management

“

Solution...

**Understand thoroughly how fear and hope cause a lot of problems:**

- Prevent you from reading market information objectively
- Make you act on impulse rather than hard logic
- Lose self-confidence to always act in your own self-interest
- Many more issues...

**Accept the risk before putting on a trade**

- Not accepting the risk is how the vicious cycle begins for most traders



**Stop perceiving market information as either painful or happy**

**Maintain an objective state of mind...**

- By monitoring your stream of thoughts (video recording your trades can be helpful)

**Know that your losses are the result of your psychology**

# Stock Market Psychology and Risk Management

*“When an archer shoots for nothing he has all his skill. If he shoots for a brass buckle he is already nervous. If he shoots for a prize of gold he goes blind. He is out of his mind! He sees two targets. His skill has not changed. But the prize divides him. He cares. He thinks more of winning than of shooting and the need to win drains him of power.*

*Tranxu*

# JESSE LIVERMORE'S TRADING RULES

NOTHING NEW EVER OCCURS IN THE  
BUSINESS OF SPECULATING OR INVESTING  
IN SECURITIES AND COMMODITIES.

MONEY CANNOT CONSISTENTLY BE MADE  
TRADING EVERY DAY OR EVERY WEEK  
DURING THE YEAR.

DON'T TRUST YOUR OWN OPINION AND BACK  
YOUR JUDGMENT UNTIL THE ACTION OF THE  
MARKET ITSELF CONFIRMS YOUR OPINION.

MARKETS ARE NEVER WRONG –  
OPINIONS OFTEN ARE.

AS LONG AS A STOCK IS ACTING RIGHT, AND  
THE MARKET IS RIGHT, DO NOT BE IN A  
HURRY TO TAKE PROFITS.

ONE SHOULD NEVER PERMIT SPECULATIVE  
VENTURES TO RUN INTO INVESTMENTS.

NEVER BUY A STOCK BECAUSE IT HAS HAD  
A BIG DECLINE FROM ITS PREVIOUS HIGH.

NEVER SELL A STOCK BECAUSE  
IT SEEMS HIGH-PRICED.

NEVER AVERAGE LOSSES.

WISHFUL THINKING MUST BE BANISHED.

BIG MOVEMENTS TAKE TIME TO DEVELOP.

IT IS MUCH EASIER TO WATCH A FEW THAN MANY.

## Extra

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It is not good to be too curious about all the reasons behind price movements.

# Understanding the Market Intelligently

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"The most intelligent way to get one's mind attuned to market conditions and to be successful is to make a deep study of industries in order to be able to distinguish the good from the bad; get long of those which are in a promising position and get out of those which are not."

"In selecting securities. it is necessary for an investor to determine which industries are in the strongest position. which are less strong and which are comparatively weak. very weak. etc."

# Conclusion

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1. No “in-between management”
2. Fear and hope shouldn’t affect your decision in stock market
3. Maintain objective state of mind
4. Do a deep understanding in industries to understand stock market, select the strongest industries
5. Consistency is the core of trading, optimization is another part of it

# Trade Analyst: Phase 1 (Basic of Stock Market Trading and Risk Management)

1. What is a stock market? What moves the stock market? How does it work?  
Who are the players involved? <https://www.idx.co.id/investor/mekanisme-perdagangan/>
2. How do you access a stock market? What can you do in a stock market?
3. What is trading? How do you gain advantages off the market? How do you increase your capital and get return consistently?  
[https://www.youtube.com/watch?v=bRCtBRsLPmk&list=PLI\\_EHtw2h7QSPCKIDGme-kBgoCiFxUQ5Q&index=18](https://www.youtube.com/watch?v=bRCtBRsLPmk&list=PLI_EHtw2h7QSPCKIDGme-kBgoCiFxUQ5Q&index=18)
4. How should a trade be executed? What kind of psychology traits should a trader has? <https://www.youtube.com/watch?v=HVGr68RzkY0>
5. What are the bottom-up and top-down approaches to investment?  
<https://www.investopedia.com/articles/investing/092215/bottomup-and-topdown-investing-explained.asp>
6. What is a trading system? How do you build one? How do you evaluate your trading system(s)? [https://www.youtube.com/watch?v=lHhtVfeoCdQ&list=PLI\\_EHtw2h7QSPCKIDGme-kBgoCiFxUQ5Q&index=19](https://www.youtube.com/watch?v=lHhtVfeoCdQ&list=PLI_EHtw2h7QSPCKIDGme-kBgoCiFxUQ5Q&index=19)
7. How do you manage risks in stock market trading?  
<https://www.youtube.com/watch?v=QTVeQHmy8V0&list=PL9rwutMt9hFVdqETCHPUOMflj0B68st0K&index=3>

# Trade Analyst: Phase 2 (Technical Approach and Trading Consistently)

1. How to read research paper and use it to increase trading 'edge'?
2. What are resistances and supports?
3. What is a candlestick? How does it work? What does it represent? What are the common patterns?
4. What is a technical indicator? Give at least 5 examples of indicators and what do they represent? How to use them?
5. What are divergences? How to take advantages from them?
6. How to read news that affects stock market? How to speculate their effect to the market?
7. How to do stock screening?
8. How to trade consistently? TRAIN BROTHERS (or sisters): EAT, SLEEP, AND TRADE! \*ps: also train your psychology\*
9. How to enhance your trading system?