

# 薪天教育处 XT ACADEMY



薪天课程表目录：  
**2D1Y CLASS CONTENTS :**

股票投资简介  
**INTRODUCTION TO INVESTING**

股市机制架构  
**STOCK MARKET MECHANISM**

态度与交易心理学  
**ATTITUDE & TRADING PSYCHOLOGY**

**M+PLUS TRADING PLATFORM**  
马六甲证券行(马) 有限公司 @交易平台

价与量趋势图  
**PRICE & VOLUME CHART PATTERN**

波段操作投资  
**XT-EOD TRADING PLAN**

资金管理  
**MONEY MANAGEMENT**

**Topic:**  
**Attitude & Trading**  
**Psychology**  
**态度与交易心理学**

# 为什么大多数人都做不好？

## WHY MOST PEOPLE CAN'T MAKE IT?



- ✓ They treat it like gambling 他们把它当作赌博
- ✓ They think winning is nothing but luck 他们认为获利是靠运气
- ✓ Didn't put the effort to even learn or understand  
不愿付出努力时间学习或理解.
- ✓ Underestimate themselves ("Only smart people can win")  
不认为自己可以 "认为那些人才可以"
- ✓ Wrong Expectation (Want to get rich quick)  
错误期望以为可以快速致富
- ✓ Whatever reason you can think of...不管什么原因都可以想想或思考...

# 为什么大多数人都做不好？

## WHY MOST PEOPLE CAN'T MAKE IT?



- ✓ Using same method with successful trader  
跟着成功的交易者, 使用相同的方法...
- ✓ Learn from successful trader  
向成功的交易者学习
- ✓ Other is winning 或学习其它获利因素...
- ❑ But, I can't profit...但, 还不能持续性获利...
- ❑ Why? 为什么 ?

分析后 = 自我/心理分析

# THE LAST ANALYSIS – SELF/MENTAL ANALYSIS



- ❑ Start Analyze Yourself Today. 立即开始分析自己。
- ❑ What's your weakness? 投资弱点是什么?
  - Greed 贪婪
  - Fear 恐惧
  - Hope 希望
  - Lazy 懒惰
  - Ignorance/Ego 无知
  - Temper 脾气
- These are human nature that can't be erased...  
But we can reprogram it...  
这些都是人类的本性,很难删除...但是可以重新编置。

# 危险:常见的陷阱交易

## THE DANGER: COMMON PITFALL IN TRADING



How these weaknesses going to lead us? 因这些弱点所导致.

- 1) Trade without Plan/Based on tips or news  
没有交易计划 / 基于听取所闻提示或消息.
- 2) Chasing High, Fear of Missing Out. 追高抢价,怕错失机会.
- 3) Poor Money Management. 资金管理不善.
- 4) Poor Trade Management (switching method in between)  
没有妥善的交易管理, 随心所欲的投资操作.
- 5) Unwilling to cut Losses. 不愿止损.

# 危险:常见的陷阱交易

## THE DANGER: COMMON PITFALL IN TRADING



- 6) Not monitoring when trade turned into losing.  
投资后没有跟进监督,导致盈变成亏.
- 7) Revenge Trading. (Over Trading after consecutively losing)  
复仇交易心态 (连续亏损后希望快快赚回来)
- 8) Averaging Down. (without planned)  
平摊价格 (没有策略)
- 9) Gambling trade 赌博交易
- 10) Expecting to win big in one single trade.  
希望一次过投资赚回全部的亏损

# 陷阱的原因

## THE CAUSE OF PITFALLS



### 1) Unwilling to create rules 不愿意创建规则

- Act on own feeling 根据自己的感觉行事
- Trade without plan 无计划交易

### 2) Failure to take responsibility. 未能承担错误的责任心态.

- Refuse to acknowledge mistake and learn from it  
拒绝承认错误, 并未能从中吸取教训.
- Blame other or market when losing.  
只会指责市场或其它因素导致.



# 陷阱的原因

## THE CAUSE OF PITFALLS



### 3) Addicted to random reward 沉迷获利其中

- Enjoy lucky winning 享受幸运获利
- Winning without having any effort (tips, betting)  
享受无需任何功课分析又能获利过程 (提示,投注)

### 4) External vs Internal Control 外在与内在自我掌控

- Expecting market to work in his way  
期待市场趋势随我欲...

# 今天亏损塑造投资思维

## SHAPE YOUR MIND TODAY



TELL YOUR MIND 告诉你的想法

1) Stop Thinking You Can Control The Market 控制市场

- ✓ Subconsciously thinking about it 潜意识思维

2) Not Taking Unknown Trade 不懂就不要装懂

- ✓ Tips/news or feeling 提示/新闻或感觉

3) Understand & Accept The Risk 理解并接受风险

- ✓ Having stoploss does not mean you accept the risk  
有止损并不意味着能接受风险

- ✓ Cutting loss does not mean you accept  
做止损也并不意味着能接受风险

# 今天亏损塑造投资思维

## SHAPE YOUR MIND TODAY



TELL YOUR MIND 告诉你的想法

4) No Winning Expectation on Trade 不要对投资交易有获利期望.

- No overnight millionaire 投资是没有任何一夜成为百万富翁.
- No single trade can make you rich 投资也没有一次交易就致富.

5) React to Win/Loss 获利/亏损所做出的反应

- Losing streak, winning streak 连续获利,连续亏损
- Reaction should be the same 反应相同

6) The Entry and & Exit Trading should be as simple as  
“right entry & right exit”  
与对的方式做投资,“对的时机进 和 对的时机离场”

# 市场视角

## THE MARKET'S PERSPECTIVE



1) Market is random, anything can happen

投资市场是趋势,任何事情都可能发生.

- No one can predict the market 没有人能预测市场.
- Anything can happen in next moment 下一刻任何事都可能发生.

2) Every moment in the market is unique 市场每一刻都是独一无二的.

- What happen in the past, not necessary will happen in the future  
过去发生了什么,没有必要从复性的出现
- An uptrend can turn downtrend anytime 上趋势可转向下降趋势.

# 不确定性"原则

## THE "UNCERTAINTY" PRINCIPLE



Market is an uncertainty place, there is no 100% answer in every question. So if the market is so uncertain, and can't be predicted, the ability of our trading should be designed to suit the belief of "Anything can happen".

股票市场的走势是不固定, 没有**100%**确定答案, 既然市场如此不确定又无法预测, 所有的交易计划应该设计适合为“可能出现任何情况也能操作”的交易计划.



# 不确定性"原则

## THE "UNCERTAINTY" PRINCIPLE

- ❖ We must have the abilities to: 我们必须要有能力执行:
- ✓ Trade without fear or overconfidence  
在没恐惧或过度自信之下操作交易.
- ✓ Preceive what the market is offering to you from its perceptive  
根据股票市场的走势作为分析和判断.
- ✓ Stay completely focus in the "Opportunity of the moment"  
在操作交易时必须随时保持专注
- ✓ Spontaneously enter the trade and exit the trade  
自我调练提升交易的判断敏捷利和操作技巧

# 成功的交易者

## A SUCCESSFUL TRADER



They all have a “TRADING PLAN” "交易计划“

Trading Plan should includes these:-  
交易计划应包括:-

- 1) Trading Plan & Method 交易策略&方法
- 2) An Entry Method 进场方法
- 3) An Exit Method 出场方法
- 4) Risk Control 风险控制
- 5) Preparation Homework and After Review 作业记录和复习





# 成功的交易者的心态

## A SUCCESSFUL TRADER'S MINDSET



### 3) Control the “Known”, Embrace the “Unknown” 控制"已知",拥抱"未知“

- ✓ Known – is yourself, your emotion. 了解自己和情绪
- ✓ Trading Plan 交易计划
- ✓ Unknown – is the market, 未知 – 市场,

### 4) Random Outcome, Consistent Result 随机的结果, 持续性成绩

- ✓ Winning and losing may be random outcome 赢亏是随机的结果
- ✓ But over the long term, your result is still consistent  
但从长期来看,获利的成绩仍然到达持续性

# 知识+态度+技巧+习惯

## KNOWLEDGE + ATTITUDE + SKILLS + HABIT



“Knowledge is something you need to know when you start to do something” “获知识是准备在需要开始某事的时候采纳”

“Attitude is your key to success in stock market”  
“态度 = 调练领悟获得”

“Skills – Practice makes perfect” “技巧 = 磨练出来”

“Habit is just a behavior pattern regularly followed until it becomes involuntary” “习惯 = 简单的事从复的做”

KASH

# 态度与交易心理学

## ATTITUDE & TRADING PSYCHOLOGY



Q & A