



# The Intuitive Trader: Developing Your Inner Trading Wisdom

By Robert Koppel

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## The Intuitive Trader: Developing Your Inner Trading Wisdom By Robert Koppel

Cultivate the skills necessary to follow your business intuitions

No matter how much background and training a trader or investor has, intuition remains the key personal asset to attaining financial success. Success depends on refining your intuition to a level that allows you to take the next step with unshakable confidence. But bringing yourself to this level is a daunting challenge--one that often requires you to override the logic of your acquired knowledge. With insights from industry success stories, exercises, and analysis from psychologists and psychiatrists, The Intuitive Trader shows traders and investors how to capitalize on their powerful intuitive skills so that they can take their trading to a new level.

- \* Interviews with preeminent psychologists and psychiatrists about developing intuition
- \* Extensive exercises that show the reader how to use intuition to enhance trading performance
- \* Words of wisdom from successful traders and investors, including Tony Saliba, Linda Raschake, Paul Tudor Jones, Jimmy Rodgers, and George Soros

ROBERT KOPPEL (Chicago, Illinois) is President of Future Skills, a Chicago-based consulting firm that works with individual traders, CTA's and brokerage firms. A former member of the Chicago Mercantile Exchange, he is a partner in Skylane Trading, a clearing firm backed by Daiwa Securities. Koppel is the author of The Inner Game of Trading and The Outer Game of Trading, and he frequently lectures on the psychology of sound investing.

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## **The Intuitive Trader: Developing Your Inner Trading Wisdom** By Robert Koppel Bibliography

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### **Editorial Review**

From the Publisher

An in-depth examination of what makes top traders and investors successful. Provides a blueprint which enables readers to identify and learn how to cultivate the skills necessary to develop the intuitive sense. Extensive exercises offer readers actual techniques to use whether they are trading on the floor of an exchange, in front of a computer or through a broker. Features interviews with well-known market wizards including Thomas Belsanti, Linda Leventhal, Charles Faulkner and Howard Abell who explain how they apply intuition on a regular basis for their own trading.

From the Back Cover

Some are born with it. Others acquire it. Everyone wants it. It's the ultimate market wisdom, and your key personal asset on the road to financial success--it's intuition. In *The Intuitive Trader*, Robert Koppel draws on his extensive knowledge of the markets--culled from decades of frontline experience, as well as insightful interviews with top traders--to lay out a fascinating, practical "blueprint" for developing and honing intuitive trading skills.

Success depends on refining your intuition to a level that allows you to take the next step with unshakable confidence. But bringing yourself to this level is a daunting challenge--one that often requires you to override the logic of your acquired knowledge. It begins with self-awareness, a notion that many traders resist, looking instead to black-box trading systems and the expertise of self-proclaimed "gurus." Koppel explains why relying solely on empirical reasoning can actually inhibit your trading performance. He demonstrates why you need to combine the deductive with the inductive--integrating the intellect with the intuitive.

Along with penetrating analysis by psychologists and psychiatrists, *The Intuitive Trader* is filled with industry success stories from the likes of:

- \* Linda Leventhal, the independent trader and current member of the Chicago Mercantile Exchange who discusses the thrills and dangers of trading in the pit;
- \* Howard Abell, equally at home trading on the floor or in front of a computer screen, who recalls a lifetime of lessons in the importance of understanding--and loving--the process;
- \* Thomas Belsanti, the interest rate, stock option, foreign currency, and livestock wizard who explains how he stays motivated and confident day in, day out;
- \* Charles Faulkner, the strategies expert whose extensive writings on the science of success explore how and why people succeed in the market.

With extensive exercises that will show you how to use intuition to enhance your trading performance, *The Intuitive Trader* provides the insights and techniques you need to take your trading to a new level.

Advance praise for *THE INTUITIVE TRADER*

"*The Intuitive Trader* is an indispensable addition to a trader's library. Bob Koppel has clearly identified how traders can distinguish true intuitive trading impulses from market hunches. I highly recommend *The Intuitive Trader*."--John F. Sandner, Chairman Chicago Mercantile Exchange

"Koppel has opened the door for those willing to do the work. He has done a superb job with this difficult

subject."--John R. Conheaney, Jr. Chicago Board of Trade

"The Intuitive Trader is well-written...and clearly presented. Throughout his writing runs the thread of simple common sense. The Intuitive Trader is an important book that will remain fresh years into the future when the trading system you bought no longer works..."--from the Introduction David Silverman, Director Chicago Mercantile Exchange

"Koppel cuts new ground in the exploration of intuition...that most traders will find as relevant and as indispensable as a quote screen. The Intuitive Trader is a must read for both the veteran and aspiring trader."--from the Foreword William J. Brodsky, President Chicago Mercantile Exchange

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#### About the Author

ROBERT KOPPEL is President of the Innersgame Division of Rand Financial Services. He is the coauthor with Howard Abell of *The Inner Game of Trading* (Irwin, 1993) and *The Outer Game of Trading* (Irwin, 1994). He holds advanced degrees in Philosophy and Group Behavior from Columbia University. Bob was a long term member of the Chicago Mercantile Exchange.

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