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The essence of trading psychology pdf

The essence of trading psychology in one skill. The essence of trading psychology in one skill pdf download. The essence of trading psychology in one skill pdf download. The essence of trading psychology in one skill pdf download.

YVAN BYEAJEE has been negotiating for its own account since 2007. In the beginning, he began to do this on a part-time basis and in mid-2009 he had transferred to a full-time. He said this way, he may sound like a hole way - it was not! Yvan passed diam surveys © said significant - both financial and emotional - before he was able to return consistent profits from their commercial operações. All these years of interacting and getting involved with the markets allowed him to see what makes a good approach to negotiation. Good negotiation is not a function of intelligence. If it were, every rocket scientist outside, would become million-business trading in the markets. Therefore, it is something else. The proven tip and a risk management technique are important but psychology - self-knowledge, self-regulation, and adaptability - is what cola all together. Most Yvan work centers around to help marketers with this. Yvan is an Amazon Best-Seller author. He was also highlighted in Dr. Burett Steenbarger, Psychology Business 2.0, where he shares his best deals of negotiations. Dr Steenbarger is the author of various classic best-sellers as it is the coach daily negotiation, etc. These days when it is not negotiation, etc. These days when it is not negotiation, etc. These days when it is not negotiation, etc. By YVAN BYEAJEE Copyright © 2016 www.tradingcomposure.com Includes referÃancias at the end of the book. Cover by Miguel Carlos. Copyright image Freepik 2016 by Yvan Byeajee All rights reserved. No part of this publicaçà £ o can be reproduced distribuÃdo, or transmitted in any form or by any means, including fotocópia, recording the £, or other means or measure electrA³nicos ¢ nicos without prA © via the written Editor, except in the case of brief quotations incorporated into chortic comments and some other non-commercial uses permitted by law. For permission, direct orders for the publisher. The Distribution £ o this book without the prA © via autorizaA§A £ the author A © illegal and therefore punÃvel by law. I dedicate this book to all the new and fighting merchants outside. I hope you find in it a source of inspiration and motivation to help you evolve into the type of person you need to become in order to build the career of negotiação That you want and deserve it. About the author My name is Yvan Byeajee and I am the creator of trading negotiation, a blog where I share the many lessons I learned about negotiation, attention, success, happiness, motivation, attention, attention, success, happiness, motivation, attention, attent significant only financial and emotional surveys. My repeated failures in the markets pushed me to question my role in the kind of results I was designing for myself mÃas, year aft year. Through this simple act of reflection and self-analysis emerged a new entire paradigm. Said this way, it may seem like it was good to sail from the à ‰ wasnà ¢ t! But gradually (and eventually), I began to become more and more consistent. 2013 was my first profitable year as a merchant. This is the year where I also came in second in a competition of live negotiação. I started the negotiation composure to share the failure lessons and suffering taught me, and today I help people to change their commercial results through my writings. Thank you for acquiring this book. I hope you find within you concrete answers to your struggles in the markets. The essence of psychology negotiation in one skill is a reflection on its potential own for greatness. This means that you can raise the In your own limitations, if you dare to make it A ¢ and I sincerely hope you do! Introduction Imagine this: You are right in the middle of a profitable commerce, and you are worried about the donation back some gems not realized. You are right in the middle of a profitable commerce, and you are worried about the donation back some gems not realized. You are right in the middle of a profitable commerce, and you are worried about the donation back some gems not realized. You are right in the middle of a profitable commerce, and you are worried about the donation back some gems not realized. You are right in the middle of a profitable commerce, and you are worried about the donation back some gems not realized. You are right in the middle of a profitable commerce, and you are worried about the donation back some gems not realized. You are insisting on unpleasant relegation they are currently and you are worried about the donation back some gems not realized. You are insisting on unpleasant relegation they are currently and you are worried about the donation back some gems not realized. money you do not have and need. You think about the bills, the mortgage, the things you could afford if yo a common thing for you? I know how you feel. Trying to create consistency in negotiation, even more a life worth living, when overwhelmed by these states and the range of outpaging thoughts and emotions that characterize them. As a result, 5 years in negotiation and yet it was not able to engineering consistency in my results. One day, almost by mistake, I began to realize that it was, in essence, he was refrained by my own thought. All this time, I got stuck in a cage that is open, and I never knew there was an alternative for that. Sometimes when we are more captured by fear, we are forced to react blindly to new possibilities. We feel boxed in these feelings that gives rise to rigid states of resistance. So we often hear pieces of advice such as: â € "When you negotiate, leave your emotions. The reality, however, is far from being so simple and such advice does not always sound. Thoughts and emotions are part and portion of our human experience. We can never separate with them, but we can definitely find a way to work with them. So, my suggestion is that we have to learn how to use our congratulations in a way that engines less resistance and better psychologic satisfaction. With practice, We can learn this! It is possible to choose to respond from our highest and rational mind, instead of being sent by our primitive mind. It only requires that we gain awareness that some of our believers, values and therefore thoughts and emo Are skilled while others are not. The negotiation can be a very pleasant experience, we only need to bring N This quality of discernment. In Zen's mind, the mind of the beginner, Suzuki Roshi really captured the right attitude to adopt with this quotation: â € "Leave the front door open. Let the thoughts come and go It is only a very powerful analogy to explain the kind of consciousness that it is necessary to make it as a consistently profitable marketer. In other words, do not We are pushing or fighting at all. We are just watching and "Letting Be Be. "Yvan à ndice about the author Introduction to NDEX 1. Identifying the problem 2. The Nature of Thoughts 8. The basis for Awareness 9. Farming your mental advantage 10. Let go of negotiations and BÃ'nus references 1. Identifying the problem "a mind that is attached, © a mind that suffers. Let's cut the pursuit! The root of all our problems as merchants is found in our inability to separate from our survival history. This is not an opinion, it is a fact. I first realized this in the laboratory of my own life as I failed, in a fairly pica, repeatedly over the years. And I also noticed this in the duct of merchants I trained and watched. Can it be so simple? Yes! But to better conceptualize this answer, imagine a lion in a savannah. Maybe he's sitting on a bush and wearing his sharp eyes to look for food. Maybe you have already found your prey and to chase it. In any case, the animal lives totally at the moment, completely in your current movement. Imagine for a second if this dialogue passed by your mind: $\hat{a} \notin Mhat \tilde{A} \oplus Mhat \tilde{A}$ And so on. Just let this settle picture in your mind for a moment. Now, what do you think we do as marketers? I see it all comes down to what estÃ; going on in our minds. Our constant attachment to certain beliefs errÃ'neas, grandiose expectations, desires in the £ solved, Ã © what produces our business results. You can have a proven advantage, tÃ © cnica of risk and the Gesta £ efficiently money, sufficient commercial capital Å his £ Array in to give him a fair chance, the best software of the Negotiation £ Å your disposià £ §Receiving§ the one confiança broker with large comissões, a | but regardless of who benefits, if you still sà £ engineering mediocrity for yourself, £ Enta the few deep mudanças in thinking need to be considered. Day aft day, his state of spirit determines its ability to abide by the rules and act consistently in the markets way. And if you do the £ aware of its internal process of thinking, thoughts of an uncertain future and Memories of a painful past will manufacture anxiety, stress, dúvidas and autocratic in the present, and those will dictate behavior. And if you think that the strength of will A © a well esgotA; vel. Like a battery, it depletes over time and needs to be recharged. So if you Cana t find a way to deal trustworthy way, day aft day, with that voice inside your head that A © always worrying, complaining and express their opinia £ o, the Negotiation £ o for life on the £ will be an option the game to apply a template to the letter. He said this way, it certainly seems simple. But simply doesn⠢ t mà © dio easy! This à © a battle that difficult to win. Unless you have an account with 100 million dollars in a hurry £ to realize, to sustain life, to pay accounts If left on the managed £ à © precisely what irÃ; affect their behavior in markets. As human beings, we have cà osophisticated rebros. We can reason the £ create philosophy, ciÃancia, art, etc.. Enta £ o, we will definitely have more skills and more going on than a LEA £ o. But having a human mind A © one two-edged sword. These cA © sophisticated rebros our sA £ o £ the reason why we are the top of the evolutionary chain,
but they Tamba © m sA £ o the cause of all the problems we have. With its interminA; vel flow of thoughts, feelings and impulses, they often help us achieve precisely the opposite of what we desire in life. If we are ever to find a soluçà the £ to a problem, we have to identify the problem first, wouldnâ ¢ t you agree? And identify the root of our padrões of problemáticos behavior inside or outside the markets, comes atravà © s comprehension of a £ simple: the mind has a prone £ o cling to what à © enjoyable or common, and repudiate that does £ â ©. So if we want different results, we must change the way we respond to this call for the behavior of a we will have to learn to relax this mechanism. This A © the basis of all Negotiation psychology books £ lA; the outside, however complex words and terms esotA © rich who contAam. It comes down to this very important truth about the mind. Throughout this book, I am going to discuss how and why this happens attachment. And as WEA verÃ; this isnâ ¢ t serving us well, so I will show you a simple way to discontinue, or largely reduce this automotive process. Behind the complexity of the Brainer's S, it is a fairly primitive form of operation. Your basic function is survival, so it naturally wants to prevent us from repeating painful experiences. He deduces he has to hold to survive. By doing so, for his logic, he is leading us away from danger. But today, the world has changed, and with it the quality of our lives. Men are on earth for millions of years. But only in the last hundred years, the science made great advances ", particularly in medicine and technology. Statistically, we live in the safest time of history, and the life expectation of human life has expanded. Collectively improved our knowledge of the unknown and exploited the limits of our limitations. We now have a certain degree of control over our environment, and what was already considered dangerous is not more. However, in the midst of all Progress, our re-embrace is still delayed in some aspect. Definitely evolved from various ways, but its basic survival functions do not have. The changes that us, we pass through collectively And changes always happen on an individual level first, and if we want to become a generation of merchants, it advanced not only in terms of knowledge, but emotional fortress, it is important we learn to relax this process of clinging to what is Known and comfortable. $\tilde{A} \notin a \notin a \notin b$ experiences. We know it involves stepping out of our comfort zone and put aside the things that They serve us well - whatever they are. We know maximize desirable emotions - such as happiness, contentment and how to minimize the painful as sadness, despair, etc. We know how to do it as a common sense issue, but reality is that common sense is not so common. There is a great difference between knowing something in intellectual level and really doing this in practice. By example, cutting off your losses and let your winners are executed, are acts that are known to provide results not only better, but also better psychological satisfaction. However, why do we find Difficult to do? Simply put, the mentality is away from danger. And sometimes it is taken away, putting undue limitations in our behavior. As merchants, we have to learn the process of accepting and allow the change to happen to go beyond our limitations and approach our goals. If you have not learned to transcend your instinctive response based on survival that prevents your ability to join your business methodology, it is likely that you do not be very consistent in your behavior and therefore Your results. To succeed in * Apparently * Esotética de negotiation to live, you have to abandon your attachment to many patterns of unproductive habits, fixed crenes and expectations. Regardless of how unproductive or dysfunctional these are, they came about to support all this instinctive survival process. So your goal is not to push them or even punish themselves for them. Your goal is to accept and observe yourself without feeling identical to your internal dialogue, relaxing as well as the entire process of action and reaction. We're going to go deeper at it. $\tilde{A} \ c \ a \$ expectations that nAjfA ± serve us well. So we can clearly see how important a negotiate ability is - much less in life. However, the resistance most Traders feels to this idea is unprecedented. For example: we tend to keep many expectations for us. We emphasize why we want markets to get a certain way for our business results to fit into the boxshaped vision we have for them. When things are inevitably nAfâ € £ o In sadness, anger, frustrating and other limiting states of the mind. We cling to the pain of previous losses. We are angry with our our Because they make us feel losers. But, they also access the accumulated painful experiences that we had as a result of predicted losses. We cling to the past and the future, and repudiated the present. This à © what happens in our cabeças: Ã ¢ â,¬ ". What is this wholesal © commerce was pusendo, end up being a loser f. a signal. My last comment was a loser, this is a safe loser too. "I know that the stock will recover, I will keep the right and ignore my loss of parade. As a result, we become prisoners of helplessness, despair, despair, despair, fear, anxiety, stress, trivial concerns, quiet desperation, which are the distinct characteristics of the non-profitable trader. We have identified too much with our fears. The root of our problems as traders are the fear - of not having enough, of not being able to be able to - the root of fear is attached to how we want things to be. We concentrate much in cash and the vast translation of riches can offer us. For vain Rivers degrees, stress, fears of losing, worries around losing, disappointments and more, are all born of the obsession that we have about money - or the reward. We always do not realize this, but © truth. Do S wE DO NOT ACCEPT Uncertainty. Seguran Asae sure s £ o the results of Annex Rigid A kilo that It is known, and desperately tried to create those where they simply are not "and can not" exist ". This psychological resistance engineer and does infruption and exasperant. This is a brief sketch of what I will discuss in this book, but as you can see, it is difficult to exaggerate the case for detachment. It is an essential skill that can transform it into a better trader - and is a teachable! Changing, however, does not happen with a snap of fingers. Detachment is a process. Af © An organic cycle that needs to be cultivated. You have to know when you apply it and how. And almost always, your ego - you whose main in question is survival - will try to prevent you from doing so, since so expensive you believe that you have to stay surviving. In this brief but comprehensive book, we will see how you can develop and practice the ability. Everything you read here, from an empathy posture, does not only apply to negotiation. You can extrapolate you to other areas of your life. "A real teacher is not a real donor; he is a guide, a pointer to the truth that each student must find for himself. Before closing this first chapter, note that I'm talking about detachment, I'm using the term in a broader sense, which can imply acceptance and letting go. Therefore, I will replace the word \tilde{A} a \in $^{\text{m}}$ \neg "DeTachment \tilde{A} \Leftrightarrow a \in \Leftrightarrow a \in a finding the right balance is crucial. As detachment is a deeply personal choice, you will have to be your own teacher and guide. I can only argue with you what worked for me and show the way, however, you will have to walk that path you really. This is Your journey! 2. The right tool for work - if you use a hammer to pierce a hole, you will find it going anytime. My ego So strongly involved in the process that always proved wrong in my assumptions, I would feel hurt and betrayed. If this does not instill you to avenge the comment, I Just try to grab my positions until the markets would satisfy my ego and make me
complete again A ¢ doing me right. Unable to say this rarely happened! Keeping my motives and because it is not flexible, I would like to put myself in catastrophic positions. So, as I sit back and reflect on my journey as a merchant, where I was and where I am today, I can clearly point out these things that I did not hit at the moment. One of the fundamental lessons that I have learned and come to accept is that control in the markets is an illusion. I know this as a matter of personal experience born of observation through the 4300+ comments that I have put since the beginning of my career. A for the trained mind, the uncertainty is equal to Opportunity. As markets are determined chaos processes A there is a long variable chain â € - (some of them random and some not) that influenced the reality of your current condition. The markets reach aggregate stability when people have variable time horizons â € â € and expectations, imitating decisions from each other to buy, and a fall on the market occurs when they all "run to the skirt" at the same time. This is also often referred to as causality, or causality, but with a hint of ¢ noise, or randomness, because people are not always rational. Markets are fractal, so that this determined chaos behavior begins in a small incremental, top or down ticks, and progresses to higher deadlines, as well as a dominique effect. He said this way, predicting it certainly seems to be an easy game, but in the practice it can not be warned that it is not. Previous movements (especially short term) can be extremely difficult to predict due to the random component, therefore, the results often do not have any immediate relationship with each other. There is a constant battle happening between aversion momentums, fear, ganance, optimism, pessimisman ¢ | And us canna know for sure which one will prevail at any given time, thus affecting a tick and the posters, scaling the upper deadlines. If there was a way to gain perfect knowledge of all the parameters that can cause a specific market to move in a certain way, and if we had control over these parameters, we will be able to eliminate this randomity component, making markets practically predictable 100% of the time. We would like to create security. The problem is that the price reflects the behavior of millions of people interacting within a specific market, and cancer possibly possibly enter each one and everyone's head to see what is motivating your behavior at any given time. And now, it's even computer software than buying and selling based on how they are scheduled for events and circumstances realize. So, as you see, ITA is a difficult issue. Of course, we can make informed decisions based on analysis and news, but these only tell us what it is likely to happen, it is never what will happen for absolute certainty. A negotiation effectively is about evaluating probabilities, not certainty. A negotiation effectively is about evaluating probabilities, not certainty. A negotiation effectively is about things we do not have power About, what can (and should) focus is to evaluate probabilities instead of certainties. It should also concentrate on finding thus opportunities and defining our risk before entry, because in the end, these are the only things we can control. The deterministic aspect of markets allows us to return and look at the past to see what happened when certain conditions were met, and which results were followed were. Based on the readings we obtain through statistical studies of these conditions, we can conceive of a to take advantage of it. If there is a reliable reading, then it is quite reasonable to assume that, by extrapolation for the future, the results should arrive close to this expected value more than a sufficient number of comments. LETA S Take a fast example. Suppose I give you a weighted coin, and and Ask you to turn. We know based on the law of great numbers that, if you continue to launch, the currency will end on the weighted side with more frequently than not. Let's assume, in this case, that you know (statistically) that 70% of the time, it will end on the weighted side. So you just have to continue launching the currency to see that expected value event. In the negotiation, this heavy coin is its objectively defined. " "As you continue to negotiate (insofar as you apply perfectly to your methodology that takes advantage of this border), your results will take care of yourself through the magic of the Law of Great Numbers - which states that if you create the Number of commercial occurrences, by pattern, you increases your profit probability. In my opinion, this is the less stressful way to continue negotiation. There is no place for subjectively defined with a set of rules "and - or". For example, any price broke the discharge of this 30-minute opening range or no o. Any price support, or not "you get the point. "ACCUITCHION is subjective; the achievement is objective. Do not know it is uncomfortable for the majority, then the ubiquitous uncertainty that reigns in the markets will often lead the merchants to analyze the subjective modes of analysis. These people usually base their decisions on triangle could be anything, but it will be very difficult to get a reliable reading as you keep launching, depending on how much weight you add or subtract. When you negotiate subjectively, this It is exactly what happens. Let's say, you assume that there is a definable advantage to be found in formations of grain I am. But since it is a graphical formation rests on a subjective interpretation of data (which can really describe with precision and objective what is a reliable head and must be, Right?), If you continue to negotiate, you never receive a trusted and representative value. of an objective reading of past data. Thus, with this type of negotiation, the rules of execution have to change because, in the absence in an objective way of looking at the past, the law of large numbers does not apply. As discretionary negotiation rests on abstract and highly subjective criteria (what looks like a headache and shoulder for you, it may seem completely different for me), you have to be selective in the negotiations you put. Quality on quantity becomes a greater on making your process of simple and straightforward negotiations. You have to give up the fun and emotion of subjective approach. I do not spend my time trying to make sense of graphics or try to see patterns where there is just not. I often failed precisely doing this, and with the kind of self-knowledge I got over the years, I know this way of negotiating is not for me. Nothing about the systematic business project implies believing things based on incomplete or biased evidence. Your $ilde{A} \ \epsilon \ ilde{\epsilon} \ ilde{\mathbb{C}}$ or $ilde{N}$ $ilde{A} \ \epsilon \ ilde{\mathbb{C}} \ ilde{\mathbb$ pseudo-sure, do the £ à © almost worthy of my time and energy. Ià ¢ prefer nA £ ¢ know the anythingà | Ià ¢ I am better. I am calmer, serene, I have more time for myself and my loved ones. And above all, my welfare doesn ¢ t hang any direçà £ result the market or wholesal © commerce, because I didnâ ¢ t put much time and esforço trying to find where theyâ ¢ are going or what a result will result in. My Negotiation £ the methodology and my expectations are in line with the £ how markets sÅ £ o: uncertain. We will tend to think that our decisµes, opiniµes, suposi§Âµes and beliefs sÅ £ always forged by a £ considera§Å the careful, rational and objective-way © ias, facts and ¢ to meters. But the reality A © another. These sA £ o all based on our feelings and many cognitive biases that may have a difficult Interface £ o with the facts A ¢ especially when the money on the line. The only way to combat this A © atravA © s of a process that does sistemA; tico £ o A © based on fan © or convicA§A £ staff, but a process goal that can be described mathematically and statistically. Negotiation £ for life should be full-filled. What I do not understand à © how people say they want to exchange for a life to break free from their 9-5 jobs. They say they want to exchange for a life to break free from their 9-5 jobs. They say they want to exchange for a life to break free from their 9-5 jobs. They say they want to exchange for a life to break free from their 9-5 jobs. screen all day. They feel that tAam to negotiate all the time, analyze, scrutinizeà ¢ | I say to hell with it! Why get rid of your regular job just to become a prisoner otherwise? We will grab this equÃvoco we have a work Hà ¥ rda finding opportunities in our markets. We are led to believe that this à © equal to positive business results, Enta £ o we will spend our time doing it. We read books in Elliot Wave, Gann, Fibonacci, abstract padrAµes, measured movements, despite all these books often contradict each other. We will stay glued to our computer screens watching marketsA ¢ each movement so that little additional certainty. You will spend time in Negotiation groups and the £ fA³runs in othersâ invitations sequÃancia ¢ so that we can avoid the pain of failure. Nà £ o, my frienda ¢ | It is in the £ à © the right way to approach this? A In its Essence, the Negotiation £ o à © simple, but we insist on fazÃa it complicated.à ¢ Hard work in print gives the £ o that we are productive, we are moving closer and more rÃ; alcançar fast to our goals. But in a esfor§o as wholesal © commerce, working hard doesnâ ¢ t always fall in the expected results. Paradoxically, often makes us unproductive and inconsistent. My advice to you: eliminate the subjectivity of its commercial approach. You do not need to know what will happen next, because if you have a trip © was very clear what will happen, you tend to get very rigidly attached to it, Enta £ o you shut up a whole range of other possibilities for lot wholesal © commerce. When you get attached, you freeze your desire in a rAgida structure that interferes
with the process of having the numbers work in your favor. Beyond © m addition, let go of trying to make the £ Negotiation for a more difficult life than he actually A ©! Instead, work on simplifying it. For example, I have two accounts, increased where I tendAancia tracking stocks, keeping them in anywhere from a few days to a few months. Nothing magician about it, I just buy leaks from horizontal bases, and I sell malfunctions. Enta £ o I use a combination of the £ contingent orders to manage my That's it! In my lower account, I typically change the spy, and occasionally other actions, for fast money. Even here, my strategy is objectively defined ¢ just with the exception of making profits. That way it is easy for me. of judging, weighing, or even doubting this subject. I only give my signs however they come. That does not mean that I spend my days taking all the signs I get. I spend maximum 2 hours a day doing this, so I'm done, regardless of profits or losses. Easy! And thatâ ¢ S how it should be! It is the only way I saw that it reduces my emotional involvement and makes negotiation for a life a meritorious effort. If it is not that way for you, so I suggest you start working on a way to get there. You can get positive results with a negative mind. 4 ¢ so, for now, we all know that a good merchant exchanges its proven subjective methodology, but I hope I convinced that one a goal It is more consistent and less stressful. We also know that the good professional is an excellent risk manager. However, cane stop here, and my argument is that if you did, much more people would find lasting success in the markets. At this point, the negotiation would be just a game to apply a template for the letter. And we know empirically that many people fail to make such simple and apparently q & EasyA & task. Therefore, there must be more for history; There must be another more deep criteria * that WEA is not considering. Define a methodology, one can argue, is the easy part. But, the mental aspect of negotiation is where most people struggle. It ¢ s one thing to have a methodology, but it is something else to follow you during the good and bad moments. It ¢ simply is not easy q ¢ especially if you are negotiating for a lifetime! Just ask any genuine merchant who does this and almost always you will get the same answer: while a proven advantage and an efficient risk management treatment are building blocks, psychology à ¢ Good state of mind when negotiating à ¢ is what cola these blocks together! There is a form of negotiation that does not depend only following the next discursive emotions, thoughts and impulses than SAP weeks, if not months, hard work. There is a form of negotiating that can be truly rewarding and pleasant as a subjective experience issue. And this state of spirit is available for anyone with the experience, since we changed our perspective on some things. Leta s right to deepen thatã ¢ | 3. Broad curtains to mind is a fascinating instrument that can make or break you.a. I'm not neuroscientist, but I cultivate a deep interest in the device â € that stands among our two ears. I think, there is no other part of our body that is more important. The brain is all we have. It is the means by which we interpret the world; It is the engineer behind our thoughts, feelings, personalities, hopes, fears and aspirations. And the own fact that I am here writing this book, and you do not leave it, depends on the integrity of this biological tissue. However, the rebermin is totally strange for us. Most of us live our lives, even without a basic knowledge of their internal operation. For to think that our body and mind are living separate existence, in reality, the mental is not separable from the physical. The concrete is part of the body and our right of our own personalities can change in very specific ways, when it is affected or altered by trauma that caused by painful experiences of the past, tumors, drugs, diseases, etc. the making of decisions body and mind are reality! This may seem like a chavish, but he clarifies some aspects of our existence and deepening the mystery of others. Neuroscientists have discovered that what happens at the level of consciousness to the mystery of others. Neuroscientists have discovered that what happens at the level of consciousness to the consciousness to th surrounding business activity in the vast unconscious and automotic processes that make a person. A person is not an unique entity of a single mind. We are packaging of processes that make a person. A person is not an unique entity of a single mind. We are packaging of processes that make a person. A person is not an unique entity of a single mind. We are packaging of processes that make a person. A person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. We are packaging of processes that make a person is not an unique entity of a single mind. quo of the ship that is our ousths. Answers, but also cognitive functions (all aspects of reasoning, thought, evaluate, judging, Remembering, and feeling) are dependent on how these processes interact with each other. To further expand on this, Leti-s take the neurophysiological processes of fear that are executed in consciousness. Fear is an instinct every animal has. It is intended to help us survive a dangerous situation, preparing us for any race or struggle for our life (the term a fight or flight). If he wasna for fear, we would not have survived for a long time. It would be to eat the delicious purple fruits although theyA ¢ venomosa. We would love to try pat the cat Saber's tooth in the backa | Our rebook records that potentially dangerous for us in the form of a painful memory or an inherent inclination. Neuroscience is revealing through the re-contained analyzes the underlying stories of what is happening in our heads when we are in a danger seizure, and how our behavior is so altered. For example, in the case of a painful memorial, the mind never forgets important lessons loaded with emotion. Short injury or disease for the re-embrane, the story can not be erased! Worse still, the story has a way of advancing in the memory in the worst possible moments. Itâ € S while we have to leave a winner deadline we have to remember our most traumatic loss shortly before taking a signal as well as the profits that would have kept if Hadna T has adhered to our stop-loss. The brainer is a referential us and it is programmed to realize similarities from an environment in another, perhaps completely different, the environment is a referential us and it is programmed to realize similarities from an environment. Example: If this dog bit me, then all the dogs are dangerous and I will avoid them. If this commission losing caused me emotional pain, then I should avoid the memory and anything that evokes the memorial. This is the basis for our beliefs and the case can be made in favor of these similarities, the stronger the crencal! Human beings can attach emotional content to thoughts, symbols and memories in an unique way. Let's show signs of suffering when describing a past, painful experiment, almost as if the thing itself is present, rather than his memorial. Sometimes the memory of a painful event can evoke more angour than the own event itself did because the mind has this propension for Overexaggerate things. For example: if it does not want you to take another loss, it will make everything you can to prevent you from doing so, ordering, sometitude, a multitude of discomfort again with the only purpose of survival! Whenever a possibility of danger is sent to our re-registration through our 5 senses, in the space of a micro-millisecond, the rebran makes a choice of Å ¢ on the best way to protect One of the imminent you identify with fear. The mind has a simple answer to what perceives as danger: avoiding, avoid! And how can he convince us to avoid this? He tries to beat us with that afflicted anxiety and discomforts. In these Accurate, the re-regular citisol. This thunderstorm and neurotransmitter floods the concrete and ends its executive functions that help us manage costs! At this point, for American traders, our intentions pass through the window and our right plan for the trash! A fear is the way of brainà ¢ s to say that there is something important for you overcome.Ã ¢ So, why does this matters concrever things? And what does this have to do with detachment? Once again, how can you expect lasting changes power of physical and emotional discomforts can overload rationality more frequently than not. That's why when we're emotionally disturbed or stressed. Without a clear understanding of the conditions that trigger a response of fear within us, and a consciousness of when it is happening, our minds are required to continue to play the same track repeatedly. There is nothing wrong with this a brain is just doing your job. This survival mechanism is obviously there for a reason, but in the negotiation, it can
come at a high cost. The mind, on the face of a danger ¢, does not have the most accurate vision of the world a Wea re often hit dangers that are illusual and not even present it at the matter how irrational conclusion. For example, it can transform a Harvard Education into evidence of failure. Therefore, a fight your emotions ¢ and exchange one without words emotions are so good advice. If you quarrel or argue with your emotions of the time he will just end up worsening things. But hoping! You see, but they are also connected to seeing more than those afflicted mental to find a skirt, to deal with ... If this was not the case, you wouldná ¢ t be reading this book! A ¢ All Youu ¢ Ve always wanted to be on the other side of the Fear. There are no benese questions (and worth knowing) to be made about individual experience. Your experience of being who you can be studied through self-investigation. With this study, you may come to understand how you see the world, why you are afraid of dogs, through self-investigation you can begin to see what the crenchs you are holding on the dogs that make them tã Scary and also, in some cases, as you acquired them. After this process of self-investigation, it becomes easier to develop consciousness implies paying attention not judgment of your experiences. In essence, you will not leave intellectualization and you ¢ is learning to see things as they are. Below all the logical tention not judgment of your experiences. In essence, you will not leave intellectualization and you ¢ is learning to see things as they are. And history our minds create, fear and discomfort (as they are on a conscious level) are images only and perhaps a little language in the mind, followed by some mere physical sensations. Physics. All that they are if you learn to see them as raw data, without really feeling identical to them. And the Å ¢ â € ¬Å "nocÅfŪ Åfå € © Fear is just a lot of processes that happen in the reBro de CA ©, thoughts and sensations that are produced as a result of these processes. It also helps to know that, thoughts, feelings and sensations are transient - they come and go, and will always do, because they are part of you. However, when you cling to them, you let them dictate your behavior. Without cultivating the habit of detachment, these states always seem to be who you are at the moment. When you feel identical to everything that goes through your mind, you are in essence in an automoty pilot, and you tend to react without thinking of an unconscious attempt to make body discomfort and stupid thoughts disappear. A reaction is automotic and is based on ignorance and fixed crenchs based on fears. Overcoming this requires active consciousness and self-investigation - questioning in real time if this set of feelings, sensations and thoughts require to be acted. Reactions result in a closing set of options. As we have seen, it is the fight or flight response. Consciousness, on the other hand results in an open set of options. Knowing when leaving the stories, his mind reminds himself becomes obvious when he begins to develop conscious conscious conscious conscious conscious et al. (though, loose), and we introduce fear and its consequences, in the next chapters, negotiate in 2007, but because of my inflexibility, 5 years in the effort and I still could not engineer consistent results. At one point, my financial situation became so terrible that I had to do this work. Unfortunately, things do not conform to my hoping, wishing or praying. Reality did not fit into the box-shaped vision that I had for it. The pressure to perform, along with my failure fears - which were instilled in me from early and strengthened through my painful life experiences in and out of markets - made money an impossible made to reach. Later in 2011, I exploded and all over the world, which was already hanging on a thin rope, came beating. I had not achieved like a merchant, and in my house overlooking the beautiful white mountains of the British column - I can only smile. Of course, nothing A $\hat{a} \in \infty$ "BadA $\hat{a} \in \infty$ " s happened to me. Of course, I felt pain, but my life was not finished. I did not lose my sanity, and certainly did not give up on my dreams. In fact, life is very good at the moment ... I take decent money in the negotiation. and my occasional books and speech shows complement this income. But above all, I'm more healthy and definitely happier than ever. Then then What happened? Many things! To understand everything I've been through, I'll let you read Zero to Hero. But in short, I changed my perspective on a lot of things and this started with a simple change in the number of our society. A lot of things are passed to us through our genes, but the only fear we have acquired in this way is that to fall. This is observable in young babies for them can not determine what is out of norm and can be a cause for alarm, but for the feeling that they are falling. Thus, many of the fears that we possess and express in the world, are passed to us through our country, culture, etc ... in other words, fear is learned, and this is especially blatant with our aversa To fail! In the west, the classical way this fear is taught to us (and armed) is through our educational process, which emerged not to really educate the children, but to develop good employees. The only purpose was such facts, and those of us that make the least amount of errors are considered the smartest. Those with the lowest notes are embarrassed and discredited. Thus, the educational system does not spend time teaching us that failure is, in fact, an essential part of the success process. Herbs taught to learn from our mistakes and how to recover from a failure however, this is fundamental for real learning. Unless you had exceptional teachers who were willing to break out of the mold, chances are that you WerenÄ ¢ t learn these crucial life lessons needed for real life sailing in a much less markets. Learning the lessons is part of life can be argued, and I agree with this proposition. But how can we know if: everyone around us is doing the same thing as a trying to avoid painful experiences that arise as a result of being wrong and fails? Everyone who surrounds us are seeking perfection, even when there is such a thing? Our parents could not even teach these lessons for us, because they own, did not learn them? You see, ITA is a relationship of cause and effect, and society as a whole marginalize us if you do not live up to these same dysfunctional patterns. The failure of a single is an opportunity to start again ie this time more intelligently. A ¢ This is less than a problem for most population that are very good to work for someone m. But for those of us that embark on a journey to become self-sufficient and self-directed merchants, entrepreneurs and innovators, we began our barely prepared journey to the harsh reality that awaits us. Instead of mana, and adapting, uncertainty, we desperately tried to create it even when he does not and self-directed merchants, it unconsciously crave the sense of certainty that the analysis and numerous indicators about our graphs appear to give us, and our egos hangs in every place that comcommon. Up and down movements in the markets to make our mood change as a powder. And when we are proven wrong, lose, or lose, to freak out because according to what we all learned It means there is something wrong with us. The failure also means the end. So, of course, we insisted and try harder to be right; to a successless success ¢, in order to feel whole, intelligent, responsible, virtuous and safe ¢ | but it is an interminable cycle and and Recipe for misery unless we learned from it. "Before the truth can liberate it, you need to recognize what false belief is holding your refor. Our fear automatically finds that if this tries more to be right, then it will spare us pain. Again, as we see, it is a typical example of the fight or flight response in action. This response does not It is only triggered when confronted with contrary information to our world vision or paradigm. This "Government" dissonance arises as a Extremely uncomfortable sensation in a discret Epapia between what we already know or believe and new information or interpretation. And the natural reaction is to protect what we know is true. Example: I am sure in my evaluation of the direction of the market, so I will keep my right, even if the inflexibility produces mediocrity in negotiation, relationships and anywhere else, but recognizing this fact allows us to play differently. We have to learn to leave our need to be sure to escape from failure and, instead, embrace the uncertainty and real growth. This is the only way to change our experiences, inside and out of markets, for something that is really rewarding as A subjective question. An open mind as the sky allows us to see that: 1. Control we think we have a feet and the reality of our lives is a direct result of causes (real and earlier) that we have no control. It is determined by different factors, many of which number of occurrences, maintaining a growth mentality at all times and getting open to the lessons that teach us. 2. As proposed in chapter 2, our beliefs, opinions, values and dwellings are biased, as much as they resign them. We like to think they have the ring of intelligence and solidity for them. Of course, reality is otherwise. Belgies, opinions, values and decisions are all based on our feelings and many cognitive biases that can have a uncomfortable relationship with the facts. This is something to keep in mind whenever you feel like discussing with markets. When all is said and done, the price do not mind. 3. The interpretation happens within us. The environment that surrounds us (markets included) does not interpret the information you have to offer. Well, bad, right, wrong are subjective ideas and strictly occur in our minds. So we are the
ones that put the context behind our experiences with our own sets of beliefs and values. But it is possible to change as we live every We just have to change our perspective on what wrong really means for us. Means guilt, shame, frustration, creativity? In any case, we have created our own reality. If I could go back 10 years, just when I started negotiation, which is what I would say to my own youth. 4. Success and failure are interconnected. Success is not an event, it is a process composed of valleys as follows, errors, losses. Take, for example, the process of scientific investigation that rests human promotion on top. When a scientific experiment is performed, many results will appear positive to and the negatives all of which are data points. This is how scientists are faulty to as only data points. When we adopted a similar approach, every winning or losing rods become data points. When we adopted a similar approach, every winning or losing rods become data points. This is the epitome of a scientific approach, which is the best and strongest results in the long run. 5. We need a failure a failure a failure a failure a failure a failure are precisely those who should be embraced because everything that dismounts our mental construct Limitant is beneath. Failure is just an experiment. Are we here on Earth to have experiences, Arena t us? Our fears can come true, but even with a bad result, it may be good if we have the conscience to see you. Nothing is always wrong to, therefore, we are safe at all times. A focus on what you can control, rather than you can et.a. When we cultivate a feeling of stillness and ease in the middle of uncertainty, we allow things to happen the way they want. And this one stops going to try, wishing, wanting, has the potential of engineer for us not only consistent commercial results, but also emotional well-being. It changes our perspective of one that is exclusively focused on not failing, and control, for one that is focused on learning, but above all amusing us in everything we do and everything that happens. Most of the sandy things so serious as they make them anyway. How does this translate into negotiation? Leta s say you have a comment on. You may wish for a certain result for this comment. This is what you want. But what if you fail to go that desire? And if you say, Ã ¢ I doná ¢ t know what goes happen. A & (by the way, you really donâ & To to be realized. Winning or losing, is what it is, but your comment; You put your comment; You put your comment may become a loss, but as you return behind let things happen, over time the results go to take care of yourself and your needs will also be Received a sign of less anxiety, frustrating and other limiting states of mind. As soon as your mind tells you that something always happens and that is 100% right about the evaluation of a particular situation, this means that you are in the grill of a false crenise. It's always true. At any time, you have to this way of thinking that you are holding you. You do not need to know, and you certainly do not have to be sure to make money consistent in the negotiation. You have to trust me, things go surprise you if you just let them happen as they can! When we become the scientists of our lives, we can release our minds from the emotional stigma associated with mistakes, flaws and being wrong, and instead we let opportunity illuminate our lives. A failure is just a question of perception.â ¢ So, ask yourself the question: Are you really trying to be successful or are you just trying to avoid failing? Yours To this question can launch light on the results you are projecting for yourself, at the beginning and otherwise. When concluding this chapter, I would like to point out an important point. Understand (and know) what was discussed until now they mean merely the intellectual realization. intellectual It's wonderful. However, there may be a great difference between this and practical experiment. Only practical experiment. Only practical experiment as a central crescent. In chapter 9, I would show you a simple exercise that will serve as a Constant reminder to let go, accept, hug, and confidence as you risk for your business goals. 5. Money à ¢ The process by which money accumulates is so simple, but so difficult to implement for MOST. ¢ Since our goal is to make the nice negotiating and rewarding, and certainly the less stressful as possible, we have to find a way not to let me get to go to our head and lose business for our heart. In the previous chapter, we discussed as a change in what we believe is true about failure helps in this regard. Now lettives deepen the Moneyà ¢ m question.. Consider the following: Imagine a short face in equilibrium on a rope on the Grand Canyons. What do you think is happening in this person's mind? Do you think he's thinking about the fall? Do you think he's thinking about the process of maintaining the balance and staying with every movement he takes? I think the answer is clear: if the guy focuses on fall, with all the probability, he will fall. If he concentrates on reaching the end of the line, as soon as possible, he also stands out a greater chance of falling. However, if he focuses on the part that is in his control of a present stay and focused on the process of keeping the balance he probably spent uncontrollable â € â €

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