

COURSE 1

14 July 2011 | Sheraton Karachi Hotel

21 July 2011 | Pearl Continental Hotel, Lahore

Tools for Winning the Market

FRAMING A BASIC STRATEGY TO WIN

COURSE 2

16 July 2011 | Sheraton Karachi Hotel

23 July 2011 | Pearl Continental Hotel, Lahore

Increasing your Probability of Success in the Market

COMBINING VARIOUS ELEMENTS TO INCREASE
YOUR PROBABILITY OF WINNING



Print Media Partner

**BUSINESS
RECORDER**

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SYMMETRY
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CIO
Pakistan

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TerraBiz
Training | Conferences | Exhibitions

Course Overview:

Whether they acknowledge it or not, most Traders/Investors look at Trading the Markets as a “get-rich-quick” scheme. Looking at the incredible moves that the Market generates almost every day and the amount of money one could have made in them, they get lured and ultimately trapped by their greed to earn money quickly. The Markets, however, ruthlessly keep taking money away from them till either their wallets dry-out or they are drowned in a sea of despair.

It is a known fact that almost 90 to 95 percent of the traders ultimately lose money in the Markets. There are only about 5 percent survivors of the lure of this “get-rich-quick” scheme. Research shows that these survivors are not consistently successful in the markets only because of their analysis and predictive powers. In fact, according to these 5 percent of the people, it is a holistic approach including:

1. Understanding the nature of the markets;
2. Developing an “edge” for success in the markets;
3. Inculcating the correct managerial skills;
4. Coming to terms with dealing with randomly occurring probabilities; and
5. Developing the correct mindset based on the understanding of the nature of the markets.

“Get the Skills to be a Successful Trader/Investor in Two Workshops” is a crash course in the development of the holistic attributes that make-up a consistently successful trader. It is not just a course in basics of “Technical Analysis”, but helps the participants in all the aspects of development required to be a consistently successful trader.

Who should Attend

- Treasury staff
- Dealers and traders/Day Traders
- Capital markets professionals
- Investment professionals /Fund managers
- Financial markets professionals
- Finance staff from non-banking institutions
- Risk managers
- Arbitrageurs
- Analysts
- Business Students;
- Students of the Markets
- Anyone Considering to Trade any Market



Teaching Methodology:

- Each concept is explained and interactively discussed to give the participant a thorough insight thereof
- Examples from Real Time Charts and Managerial decision-making are discussed for a real-life experience of the Participant
- Application of the concepts is taught through Market-based exercises and/or quizzes completed under the supervision of the facilitator
- Case studies based on real life examples are discussed to help the participant go through the decision-making process in a controlled environment

Learning Objectives:

- The Participant will understand the Specific Nature of Trading/Investing and should form Expectations that are Coherent with that Nature
- The Participant will know his “Edge” in the market and will have the belief in his/her own decisions
- The Participant will develop an attitude of consistency in his/her Trading/Investing Methodology and, thereby, a consistency in his/her Trading/Investing results
- The Participant will be given the insight to develop his/her own Trading/Investing strategies
- The Participant will have the confidence to adhere to the Trading/Investing strategies that he/she develops even in the face of temporary failures
- The Participant will understand that One can make money from the markets, even if we do not know what is going to happen next in the markets
- The Participant will know when to enter a buy or a sell and when to exit positions on an objective basis
- The Participant will know when to let the profits run and when to cut the losses and be at ease with it
- The Participant will be given the insight to develop and be at ease with his/her Money Management strategies
- Whether a Capital Market Professional, a Fund Manager, an Investor, a Trader or a Trading Technician, the Participant will be able to discover and understand his/her “Comfort Zone” as a Trader / Investor and should be able to take his Trading/Investing decisions in a stress-free mind frame.
- The Participant will have the Technical, Managerial and Mental tools to be a consistently successful Professional Trader/Investor.

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Course **Agenda**

Course 1:

Tools for Winning the Market

1. How you Define Success in Trading & Investing will Determine your Attitude towards it
2. Why do Most People Fail in Trading & Investing?
3. Our Basic Educational Program
4. The Lure in Trading
5. Fundamental Analysis Vs. Technical Analysis
6. Understanding Price Charts
7. Candlestick Charts – Candlestick Explained
8. Understanding Trends
9. Understanding Chart Formations:
 - o Flags & Pennants
 - o Ascending & Descending Scallops
 - o Three Rising Valleys & Three Falling Peaks
 - o Double Tops & Double Bottoms
 - o Triple Tops & Triple Bottoms
 - o Head & Shoulders
10. Combining Trends and Chart Formations in Developing a Trading Strategy

Course 2:

Increasing your Probability of Success in the Market

1. Understanding the Concept of Support & Resistance
 - o Peaks & Valleys
 - o Trend Lines
 - o Price Channels
 - o Horizontal Price Movement Region
 - o Pivot Points
 - o Fibonacci Numbers
 - o Round Numbers
 - o Moving Averages
 - o Chart Pattern Extension Lines
2. Understanding Candlestick Signals
 - o Long Green Candles
 - o Long Red Candles
 - o Doji
 - o Hammer
 - o Hanging Man
 - o Shooting Star
 - o Bullish Shooting Star
 - o The Concept of a Blended Candle
 - o Equal & Opposite Real Bodies
 - o The Dark Cloud Cover
 - o The Piercing Pattern
 - o The Bearish Engulfing Pattern
 - o The Bullish Engulfing Pattern
 - o The Harami
 - o The Evening Star
 - o The Morning Star
3. Understanding Momentum Indicators
4. Making a Trading Strategy from the Combination of Supports/Resistances, Candlestick Signals & Momentum Indicators
5. Combining Trends, Chart Formations, Supports and Resistances, Candlestick Signals and Momentum Indicators in Developing a Trading Strategy
6. Recognizing Probabilities;
7. Money Management is the Ultimate Key to Success
8. Developing the Mental Attitude for Success



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Your Course Facilitator



Moiz Amjad completed his MBA in finance from the Punjab University in 1987 with the distinction of attaining the top position not only in the, then, Department of Business Administration, but also getting highest aggregate percentage marks in all the departments of the University. As a result he was offered a scholarship for a PhD program of his choice from any accredited university of the world. Amjad started his professional career from a renowned DFI in 1988 working in Research, Market analysis and preparation of Feasibilities. Since then, Amjad has been working in the field of Research in various sectors. Mr. Amjad has been a guest speaker at various esteemed institutions including: the Pakistan Mercantile Exchange, Civil Services Academy of Pakistan, Lahore; the National Institute of Public Administration (NIPA), Lahore; the Administrative Staff College, Lahore; the Lahore University of Management Sciences (LUMS), Lahore; Management & Professional Development Department, Government of Punjab, Lahore, Pakistan; University of Central Punjab etc.

After the Internet explosion in Pakistan, Mr. Amjad started following the international markets and has, since then been an astute follower of the highly leveraged currency and metals market, besides the Stock Markets of Pakistan, India and the USA. Throughout this time, Mr. Amjad's academic inclination has kept him in the field of training and development, holding seminars and lectures on various topics related to successful trading.

Workshop Investment, Per Participant**Rs. 7,500/-** for one course**Rs. 13,000/-** for both courses*Every 4th Participant from the same organisation is **FREE!**

Includes course ware, Terrabiz certificate, lunch, refreshments and business networking.

*Discounts are mutually exclusive

In-house training is an efficient and cost effective way to ensure that your employees are equipped with the knowledge and skills needed to make a real impact in your organisation. Training can be arranged for anything from small groups to entire divisions and will take place at a time chosen by and convenient to you. For onsite customized programs by **Moiz Amjad**

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Registration Note:

Participation will be confirmed subject to receipt of payment.

Substitutions are welcome. Please notify us in writing at least two working days prior to the event. All cancellations must be sent in writing, and will carry a 15% cancellation fee, once a registration request is received and acknowledged by Terrabiz.

Workshop fees must be paid in Full. No refunds will be given if a written cancellation occurs within 10 working days prior to the workshop. Same applies for delegates who don't attend the workshop without cancellation. Workshop materials will still be couriered to them. However, if you have paid your workshop fee in full and you wish to attend any other workshop from Terrabiz within 6 months of the initial registration, you will only be invoiced for 15% of that workshop fee. Please note that you can transfer only once. In the event of unforeseen circumstance, Terrabiz reserves the right to cancel or postpone the event.

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We are a business information firm, having managed and organized events of various calibers during the last 3 years of our operations. Among our more recent event are the ICAP CFO Conferences Karachi &

Lahore 2011, Entrepreneurship 2010 – Changing the Mindset conference with MPF, 2nd Women in Business & Leadership Conference WIBCON 2010, which we managed for PSTD. ICAP in collaboration with Terrabiz organized a highly successful CFO Conference 'Rising CFO' in March 2010 which was attended by 600 delegates. MIT Entrepreneurship Forum Pakistan, Terrabiz and OPEN jointly organized a conference on Corporate Innovation and Entrepreneurship'09, Karachi in November 2009. We also managed the MAP Conference in November 2009, Lahore with high appreciation from all over the country.

Terrabiz Human Capital Management Conferences which were held in Karachi and Lahore in April'09 and July'09 respectively, and the Compensation & Benefits Day in June '09 also received a very good feedback from the HR professionals in the country.

We also organized the first ever conference on Digital Marketing in Pakistan titled Marketing 2.0 which saw the confluence of the top three names in the world of digital marketing - Google, Yahoo and Microsoft, represented by their senior executives from abroad. Global Head of Mobile Marketing P&G was also one of the speakers. Terrabiz has also organized some events with Google Pakistan.

Terrabiz was responsible for producing a series of highly successful road shows on the promotion of investment in Pakistani capital markets in different cities for its client the Central Depository Company.

As part of our operations, we also regularly facilitate international trainers to conduct public workshops in Pakistan. A few of them were 'Six Thinking Hats' with Dr. Sunil Gupta, Life Time Master Trainer of Edward de Bono Tools, Nick Blasdale Introductory Management Skills, Advanced Presentation Skills and Media Relations by Simon Bucknall, HR Balanced Scorecard with Alan Fell; Employer Branding with Dr. Olga Kampaxi, and many others.

Our recent training workshop participants list includes SSGC, OGDCL, KESC, KAPCO, Pak-Arab Refinery Limited (PARCO), Oil and Gas Development Limited (OGDCL), Total Atlas Lubricants Pakistan (Pvt) Limited, Shell Pakistan Limited, Byco Petroleum Pakistan Limited, National Refinery Limited (NRL), Pak Arab Refinery Company Limited, Pakistan Petroleum Limited, BOC Pakistan Limited, BP Pakistan Exploration and Production Inc, Attock Refinery Limited (ARL), Pakistan Security Printing Corporation, State Bank, National Bank, MCB Bank, RBS, HSBC Bank, Allied Bank, NIB Bank, Mobilink, Ufone, Zong, Wateen Telecom, Telenor, Siemens, Haleeb Foods, National Foods, Cadbury, Getz Pharma, Sanofi Aventis, Novartis Pharma, GSK, PharmEvo, Macter Pharma, Sight Savers, Syngenta, Engro Corp, Coca Cola Beverages, CDC, HUBCO, and Aga Khan University et al.

Send your cheque in favor of "Terrabiz" to **Murad Hassan**

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