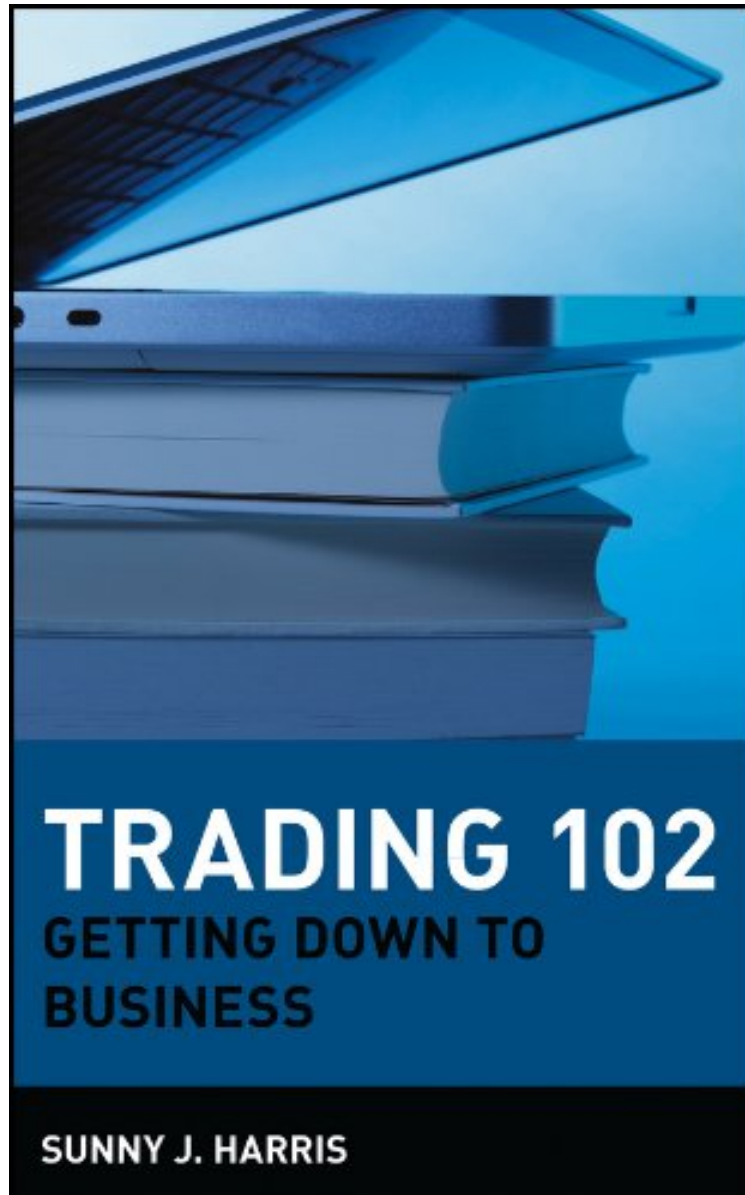


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## Trading 102: Getting Down to Business (Wiley Trading)

*Sunny J. Harris*

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**Sunny J. Harris : Trading 102: Getting Down to Business (Wiley Trading)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Trading 102: Getting Down to Business (Wiley Trading):

0 of 0 people found the following review helpful. EVERLASTING CONTENT MATERIALBy trader1TRADING 102 has been around a while. Despite such, it is still an outstanding, well organized and easy reading book on designing trading systems and testing them for success. This book is a follow-up to Sunny's first book, "Trading 101" which

itself continues to be one of the most important books for new traders. Easy reading despite complex topics is Sunny's hallmark. Before making a trade, read these books and implement the suggestions. The review speaking of "full of lists" is related to valuable appendices which should be appreciated. Although the book is such easy reading and simplifies complex topics, these concepts are critical to all those who want to trade successfully!!! Remember, traders are in business for themselves. Sunny's books are therefore "must reads". 9 of 11 people found the following review helpful. A savvy primer for budding fund managers By A Customer Fans of Trading 101, Sunny Harris' prequel to this book, kind of know what to expect. This time around, she covers how to develop a personal trading method that can form the foundation for a trading business. If you anticipate trading beyond your own account, or trading full-time, this new book shows how to set the business up and how to avoid psychological landmines that plague traders in the everyday course of business. Copyright 1998 by Michael Pellicchia 12 of 19 people found the following review helpful. general overview, but that's it. By A Customer I was extremely disappointed in the book, not so much because it was bad, but more because it was not what I expected. I expected a book about starting a money management business, but instead found someone telling me what technical analysis software packages are on the market, and who sells data! While it is broad in its coverage of the process of developing a trading system, I don't think it's deep enough to spend the time or the money on.

In her much-praised and highly popular book, Trading 101, Sunny Harris offered novices a crash course on the basics of the field. Now, for those looking to continue their education, Harris presents Trading 102: Getting Down to Business, an invaluable roadmap to taking the next step - designing an individual trading system and starting a personal trading business. This indispensable reference covers all the bases, including raising capital, regulations, marketing financial services, taxes and systems development. Along with hands-on strategies, proven techniques, and straightforward guidelines for tailoring a system based on individual trading styles, Trading 102 is packed with a wealth of easy-to-read charts and graphs as well as complete information on: \* The science of the business. \* Formulating a sound business plan. \* Software for systems testing. \* Psychological traps to avoid. Trading 102 is required reading for anyone looking to take the big leap into trading for a living.

"Without a clear understanding of the correct basics of trading you'll never succeed in this business. Sunny Harris' Trading 102: Getting Down to Business will give you the correct basics of trading in an easy to learn format. This book will jump start the success of anyone who has not figured out the truth of trading." - Larry Williams, Trader and Author "Sunny Harris has done it again! Her new book, Trading 102 offers a wealth of exceptionally useful information for traders and investors. It places high on my list of recommended reading." - Edward D. Dobson, President, Traders Press, Inc. "Trading 102 is the perfect sequel to Trading 101. Sunny Harris brings all of the essential ingredients together and presents a concise step by step plan of action. I am amazed at the wide range of material she was able to squeeze into this very enjoyable book." - Charles LeBeau Author, trading advisor, founder of the System Traders Club From the Publisher This unique guide is for individual investors who are thinking about taking the big leap into professional fund management. The first start-up guide pitched specifically to the concerns of professional traders, it covers all the bases, from regulations and taxes, to systems development and money management techniques. From the Inside Flap Trading 102 In her much-praised and highly popular book, Trading 101, Sunny Harris offered novices a crash course on the basics of the field, from puts and calls to stocks and bonds to GDPs and EMAs. Now, for those looking to continue their education, Harris presents Trading 102: Getting Down to Business, an invaluable roadmap to taking the next step: designing an individual trading system and starting a personal trading business. Picking up where Trading 101 left off, this unique nuts-and-bolts guide gives budding fund managers everything they need to know about the mechanics of creating, testing, and implementing personal trading methodologies, then using them to start up and run a trading business. The author, renowned for her Trading 101 seminars, creates an indispensable reference that covers all the bases, including raising capital, regulations, marketing financial services, taxes, and systems development. Along with hands-on strategies, proven techniques, and straightforward guidelines for tailoring a system based on individual trading styles, Trading 102 is packed with a wealth of easy-to-read charts and graphs, as well as complete information on: \* The science of the business-setting goals, budgeting, keeping an expense worksheet, figuring out go \* Formulating a sound business plan-cover page, mission statement, company differentiators, resource requirements, summary \* Software for systems testing-Excalibur, TradeStation, MetaStock, Window on Wall Street (WOW), and more System performance assessment-keeping track, slippage, Rate of Return (ROR), Maximum Adverse Excursion (MAE), Value Added Monthly Index (VAMI) Psychological traps to avoid-a special section written by Adrienne Laris Toghraie, a leading trader's coach, that covers lack of preparedness and motivation, conflict, inappropriate emotional states, negative behaviors Supported by a bibliography and a comprehensive appendix that includes margin requirements, commodity contract information, and closing values of the Dow Jones Industrial Average, Trading 102 is required reading for anyone looking to take the big leap into professional fund management.