



# Technical Analysis Explained

Everything you need to know about technical analysis of commodities markets, including:

- Course introduction and overview, technical analysis in context
- The basics; the trend is your friend
- Turning a fundamental view into a trading strategy
- The whipsaw problem of trading in choppy markets
- History repeats itself: pattern recognition
- Elliot Wave Theory
- Fibonacci retracements
- Bullish or bearish? Case studies combining trends & moving averages.
- Caveat emptor: the pitfalls of TA

This event is run on the following dates, in the following locations:

- **12 - 13**    **March 2012**            **Geneva**
- **15 - 16**    **March 2012**            **Singapore**
- **05 - 06**    **November 2012**        **Singapore**
- **20 - 21**    **November 2012**        **Geneva**

Supported by:



**NYSE Liffe**<sup>SM</sup>

Interactive Data<sup>SM</sup>

## COURSE OVERVIEW

This training course describes, both for beginners and more experienced commodity market professionals, the concepts of technical analysis and their applications. Using an introductory framework, we interpret the role of technical forecasters and explain how to apply their analytical techniques to the commodities markets.

The course begins with a breakdown of the rationale for - and premises of - technical analysis. We demonstrate how to track market behaviour, and look at a gamut of methodologies. Building on basic concepts of charting theory, we examine short and longer term bar charts to demonstrate their use in revealing trend and price patterns. You will gain an understanding of support and resistance, moments of key reversal, head-and-shoulder patterns - as well as Elliott Wave theory. Moving averages and oscillators will also be explained and illustrated.

Whatever your role in the commodities markets, as a trader, risk manager, financier, advisor, or technology provider this course will be tremendously useful in gaining a key grasp - or augmenting your understanding of technical analysis.

## ABOUT THE COURSE DIRECTOR, VINCE HEANEY

Vince Heaney started his career in commodities and was for 8 years a proprietary trader in the agricultural markets, first at Cargill and then at Ferruzzi, trading and shipping physical commodities internationally. He then moved into the financial markets, and for the next 8 years specialised in foreign exchange trading, working for banks and hedge funds in Europe and Bermuda. After this he spent six years at the Financial Times, the last three of which were on the Lex column, where he was Deputy Editor.

Vince's recent clients include Global Training Group in Geneva, PwC, Ernst & Young, Deloitte and Clyde & Co, and his training background extends as far back as the 1990s where he was involved in commodity finance training programmes in the former Soviet Union. More recently, he has been a trainer on the University of Cambridge Master of Finance at the Judge Business School, covering technical analysis of commodity and financial markets.

Vince holds a degree in economics and the Adam Smith Prize from Cambridge University.

Global Training Group is a  
CPD member company.



## COURSE AGENDA: DAY ONE

### Session 1: Course introduction and overview, technical analysis in context

What is technical analysis?

Fundamentalists vs. Technical Analysts: placing TA in the context of the random walk theory and behavioural finance.

Critiques of TA.

A pragmatic synthesis.

### Session 2: The basics; the trend is your friend

Which type of chart to use?

The concept of trend.

Trendlines, support and resistance, gaps and reversals.

Gauging the strength of the trend – moving averages.

### Session 3: Turning a fundamental view into a trading strategy

Developing and applying a simple rules-based technical system using trend and moving average concepts (case study)

The whipsaw problem of trading in choppy markets

Determining trend acceleration/deceleration – momentum indicators

### Session 4: History repeats itself

Pattern recognition: reversal and continuation patterns

Flags, wedges and triangles

Double tops and bottoms, Head and Shoulders

A brief overview of alternative approaches: point & figure, Japanese candlesticks,

## COURSE AGENDA: DAY TWO

### Session 5: Review of day one followed by Elliot Wave Theory

From 13th century Italian mathematics to modern market analysis

Markets unfold in waves

Wave characteristics

Fibonacci retracements

Pitfalls of wave theory

Case studies

### Session 6: Pulling it all together

Bullish or bearish? Worked case study combining trend, moving averages, momentum and Elliot Wave theory

Caveat emptor: the pitfalls of technical analysis

Concluding remarks



**This event is supported by NYSE Liffe**, the global derivatives business of NYSE Euronext, which operates futures and options markets in both Europe and the U.S. NYSE Liffe's commodity futures contracts have long been relied upon as global and European benchmarks for Cocoa, Robusta Coffee, White Sugar, Milling Wheat, Feed Wheat, Rapeseed, Corn, Malting Barley and Skimmed Milk Powder. The futures contracts, alongside the associated options contracts, are extensively used for price-risk management by producers, exporters, trade-houses, processors, refiners and manufacturers. In addition, they are actively traded by managed funds, proprietary traders, institutional investors and market makers looking for exposure to soft and agricultural commodity markets.

**This event is also supported by Interactive Data**, Interactive Data delivers a comprehensive set of products and services designed to meet the needs of the front, middle and back offices at large & well-known institutions around the world, providing data and trading infrastructure services to facilitate electronic trading with sophisticated analytical tools, web-based financial information systems, and desktop solutions.



Upcoming 2012 Events in the **Derivatives & Market Analysis Series** include:

#### Commodity Options Explained

- 24 - 25 April 2012, Geneva (ref: COT2)

#### Futures & Options Explained

- 20 - 21 February 2012, Shanghai (ref: FOE2)
- 22 - 23 February 2012, Singapore (ref: FOE3)
- 18 - 19 April 2012, Geneva (ref: FOE5)

# Technical Analysis Explained



## EVENT DATES, LOCATIONS & PRICES

CODE	DATES	LOCATION	COURSE LEADER	RATE	EARLY BIRD RATE*	3+ DELEGATE RATE
TA2	12/03/2012 - 13/03/2012	GENEVA	Vince Heaney	1650 CHF	1450 CHF	1350 CHF
TA1	15/03/2012 - 16/03/2012	SINGAPORE	Vince Heaney	2595 SGD	2395 SGD	2295 SGD
TA3	05/11/2012 - 06/11/2012	SINGAPORE	Vince Heaney	2595 SGD	2395 SGD	2295 SGD
TA4	20/11/2012 - 21/11/2012	GENEVA	Vince Heaney	1650 CHF	1450 CHF	1350 CHF

### HOW TO REGISTER & PAYMENT

- To pay by **credit card**, please register online at [www.globaltraining.ch/register](http://www.globaltraining.ch/register)
- To pay by **bank transfer**, please register online at [www.globaltraining.ch/register](http://www.globaltraining.ch/register) or fill out this form and then either email it to us ([office@globaltraining.ch](mailto:office@globaltraining.ch)) or fax it to us (+41 22 321 74 82)
- Or call us (+41 22 321 74 80) and we will process your booking on the phone.



### DELEGATE FEES & DISCOUNTS

Please indicate the number of delegates & any applicable discounts:

1-2 Delegate(s) (standard rate)

3+ Delegates (discount rate)

**\*EARLY BOOKING RATE**   
(available up to 5 weeks prior to event)

### ENTER YOUR CONTACT INFO:

Please indicate in the 'COURSE CODE' box, which location & date the delegates are attending. The course code can be found in the 'EVENT DATES, LOCATIONS & PRICES' table above.

COURSE CODE:

Name Delegate 1:

Job Title:

Name Delegate 2:

Job Title:

Name Delegate 3:

Job Title:

Organisation:

Postal Address:

Postcode:

Telephone:

Fax:

Email contact:

Signature:

Please register the above delegate(s):

\*Note: for extra information about fees, please see the 'notes' section.

Follow GTG online

### NOTES

**Course fees** do not include travel and accommodation. Refreshments and lunch are included on full days, refreshments on half days. Full administration information, joining instructions and you invoice will be forwarded to you once we receive your registration. For events in Switzerland, you will be charged Swiss VAT (8%). Courses usually run from 9.00 am – 5.00pm (Day 1) and 9.00 am – 2.00 pm (Day 2).

**Cancellation:** You may cancel your registration at any time up to three weeks prior to the event without charge & we will refund your registration fee in full, less a small administration charge. If you cancel within three weeks of the event you may transfer your place free-of-charge to a colleague, or you must pay in full.

**To take advantage of the multiple delegate discount across different locations/dates, please call us.**

Global Training Group SARL  
72 Boulevard de Saint-Georges  
1205 Geneva, Switzerland

Telephone: +41 (0) 22 321 7480

**WE CAN RUN THIS COURSE FOR YOU IN-HOUSE: CALL US FOR MORE INFORMATION: +41 (0) 22 321 7480**