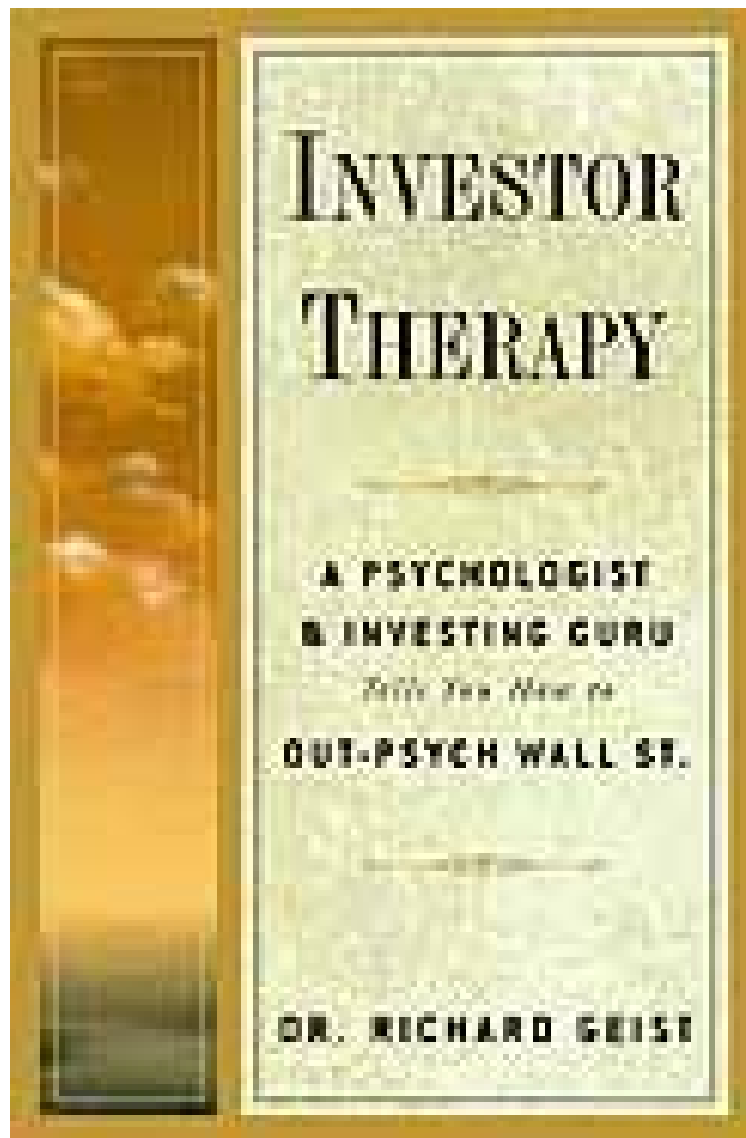


(Online library) Investor Therapy: A Psychologist and Investing Guru Tells You How to Out-Psych Wall Street

## Investor Therapy: A Psychologist and Investing Guru Tells You How to Out-Psych Wall Street

*Richard Geist*

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**Richard Geist : Investor Therapy: A Psychologist and Investing Guru Tells You How to Out-Psych Wall Street** before purchasing it in order to gage whether or not it would be worth my time, and all praised Investor Therapy: A Psychologist and Investing Guru Tells You How to Out-Psych Wall Street:

0 of 0 people found the following review helpful. PATIENCE for Investing, NOT tradingBy Damon Ronald FeltonPATIENCE for Investing, NOT trading - This book is a great book to help you analyze yourself - not

necessarily the markets. It offers advice on how to obtain the psychological makeup one needs to be a successful long term investor. The portions regarding building patience have been some of the most helpful that I have read. I wanted to post this because it appeared that most of the reviews were negative. I believe this is a great book. However, if you are looking for a "how to trade" or "how to make fast money" or "step by step investing", this is not it. That being said, I am very grateful to have found and read this book.

0 of 0 people found the following review helpful. Head JobBy Jerome

The real value in this book is taking the time to read and reflect on the many skills an investor should have developed. It is not a "fun" read. It is not a book you cannot put down! It should be read over time (like a textbook) and not digested quickly. Some insights may be helpful, like knowing why you hold on to securities that turn out to be losers. It is unlikely to help you decide precisely when to sell but it may free your thinking to know there is a time and you should deal with it. I suggest taking the time to read the book. Expect what you usually get from a book on Psychology.

8 of 10 people found the following review helpful. Very disappointedBy ServantofGod

I was deeply attracted by the bold tagline printed on the back cover "Dr Richard Geist's rules for using the power of your emotions to out-psych Wall Street" as below:

1. Leverage your emotions, dont exorcise them. (Understand how your idiosyncratic emotions undermine or enhance your investment decisions)
2. Dont just rely on the facts. (Understand also the deeper psychological forces that move Wall Street)
3. Know yourself. (Master an investing behavior in harmony with your own personality and lifestyle, your reaction to anxiety and pressure)
4. Understand the nuances of risk (Know how you feel when buying and selling)
5. Break the taboo (Understand your mistakes, and correct them)
6. Empathize with management
7. Recognise your investing anxieties
8. Be an interpersonal investor (expansion of perspective and protection against group think)

Very attractive, huh! So sorry that the author failed completely to write up to what he or his editors promised. Dont know whether the author's writing or story telling skill is so poor or what, the book appeared to be a boring pile of 291 dissociated pages that I find it very difficult to concentrate and read on. There are many real life cases and examples, but I can hardly draw from them any practical and memorable lessons. In a word, dont waste your valuable time and hard earned money on this. Spend them elsewhere more productively. p.s. How come the author gave no answer/suggestion/analysis for the 9 page "investment personality questionnaire" at the end of the book?? Should readers bring their answers to the author personally for advice???

If your investing strategy has relied on the facts—financial statements, annual reports, technical charts, and so on—congratulations! You're on the way to becoming a successful, complete investor. But you're only partway there. If the markets are about mood swings, turbulence, and uncertainty, if the herd buys like crazy one day, only to sell off the next, doesn't it make sense for you to have a grip on the way in which your individual psychological makeup and emotional state affect your investing strategy? Doesn't the complete investor need to understand both the facts in his head and the emotions of his heart?

Dr. Richard Geist has combined the art and science of the seemingly unrelated fields of psychology and investing. He shows that investing success means both having and using solid information and expertly understanding, monitoring, and managing your emotions. This is the first book directed at professional and individual investors alike, illustrating how they can use emotions to become more effective at meeting the ever-increasing challenges of today's investing environment. Dr. Geist's coverage is stimulating and wide-ranging, including topics such as:

- Recognizing emotional reactions such as confidence and anxiety as clues to making investment decisions
- Avoiding the most common psychological investment mistakes
- Analyzing your psychological risk quotient
- Reacting appropriately when you're caught in a stampeding herd
- Learning how patience—or the lack of it—influences investing decisions
- Responding in psychologically healthy ways to losing money in the market
- Gaining the psychological skills you need to sell a stock and learning why these skills differ from those needed when making a buy decision
- Understanding the psychological needs of management while obtaining useful, valid information for making informed investing decisions

Conventional wisdom says "park your emotions at the door when making investing decisions." Dr. Geist brings a new, important perspective to show that the conventional wisdom is not only wrong but harmful to your financial well-being. Success lies in understanding your emotional reactions to the market and its participants and integrating an emotional understanding of yourself into your investing strategies. The successful investor is, above all, a human investor, not a "perfect" machine-like investor.

From the Hardcover edition.