



# TECHNICAL ANALYSIS

Presented by Energy Management Institute



*Tackle the most current issues affecting market behavior while getting an integrated framework for incorporating technical analysis into energy trading and risk management.*

## COURSE DATES & LOCATIONS

- March 22-23, 2017: Jersey City, NJ
- April 5-6, 2017: Houston, TX
- May 15-16, 2017: Calgary, Alberta
- June 21-22, 2017: Houston, TX

**REGISTER TODAY!**

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DETAILS INSIDE

*While using technical analysis can add enormous value to a firm, a lack of understanding can easily lead to disastrous results. This course explains the derivations, applications, strengths, weaknesses and variations of the major technical indicators and techniques.*

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## What You Will Learn

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The course is designed to help traders and risk managers in the energy industry gain a thorough understanding of the most popular and successful techniques and how they can be applied to their specific business. You'll leave the course with an integrated framework for incorporating technical analysis into energy trading and risk management. **Topics covered include:**

- The technical tools and techniques at your disposal to trade and manage the ongoing volatility and the price impact of the various energy markets.
- A view of the main elements of technical analysis used for trading discipline, quantifying and managing risk, and coordinating with fundamental analysis.
- Using trend lines, Japanese Candlesticks, support and resistance and retracement levels.
- How to analyze and use volume and open interest.
- The characteristics of the Elliot Wave Theory.
- Calculating and using moving averages and MACD.
- Using DMI, Parabolics, Stochastics, RSI, %R, Momentum, MarketProfile and Bollinger Bands.
- How to combine indicators and approaches.
- Hedging and speculating with technical analysis.
- Mechanical trading system development: trend-following, counter-trend and combining non-correlated trading systems.
- Candlestick reversal patterns
- How to limit downside risk without eliminating upside potential.
- Knowledge through real-world trading and hedging examples using real-time data with a marked-to-market evaluation.

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## Who Should Attend

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This course is applicable to all levels of the energy industry. Individuals whose decisions have significant financial impact will benefit from this program. Managers from areas such as marketing, sales, manufacturing, engineering, supply and distribution, trading risk management, purchasing and financial and accounting will find the course highly beneficial.

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8:30am - 4:30pm both days
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*See last page for venue addresses.*

**REGISTER ONLINE**

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## EMI CERTIFICATION CREDIT



This course earns 6 credits towards EMI Certification.

Not enrolled? Learn more about EMI's Certification Program and enroll today at [cert.emi.org](http://cert.emi.org)

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## REGISTRATION FEES

1st delegate:	\$1,995
2nd delegate:	\$1,795
3rd delegate:	\$1,600

## Course Syllabus

### DAY ONE: Overview and Charting

#### Session 1: Overview of Technical Analysis

Technical Analysis covers a broad array of topics, tools, techniques and systems for trading and hedging. This session will provide you with an overview of the entire topic. This session sets the stage and presents a historical perspective of this relatively young profession, focusing on the history of charting, evolution of technical analysis, overview of all of the major tools and techniques, and an understanding of the basic patterns.

#### Session 2: Technical Analysis Versus Fundamental Analysis

- Historical overview of choosing fundamental or technical analysis.
- Concept of a Techno- fundamentalist.
- What each encompasses, when to use each, how to use each and when to combine both approaches.

#### Session 3: Lets Begin to look at the Main Techniques of Technical Analysis

- Price charting and charting techniques.
- Mechanical indicators.
- Advanced techniques.
- Combining various indicators.

#### Session 4: Price Charting and Charting Techniques

- The price chart: the cornerstone of charting.
- Construction, analysis and interpretation of the price chart.
- Exploration of what the energy market is telling us about the market direction. Charting analysis and techniques and the analysis of price and volume.
- Detailed explanation of the fields that define a commodity's price and volume.

#### Session 5: Charting Systems

- Overview of Dow Theory applied to commodities.
- Tried and true classical charting patterns: head and shoulders, multiple heads and shoulders, rounded tops and bottoms, triangles, broadening tops, rectangles, double and triple tops and bottoms, wedges, flags and pennants, reversals, gaps, and, most importantly support, resistance and trend lines.
- When to buy, hold, and/or sell using current and past energy examples.

#### Session 6: A Few More Charting Techniques and Psychology

- What is your time horizon and your charting preference?
- For the day trader, tick charts, 5-minute, 60-minute charts, etc.
- Point and figure charts and a touch of Candlestick charting.
- Candlestick reversal patterns.
- Combining very short-term chart signals with the longer-term trend in the market.
- Combining techniques based on trading and hedging objectives over various timeframes.

#### Session 7: Behavior of the Market and Participants

- What makes traders react?
- Philosophy and psychology of the trader.
- Following the trend.
- Contrarian theory.
- Interpreting the news.
- Fear and greed.
- No-nonsense rules that should be a part of everyone's trading repertoire to successfully compete in the highly volatile energy market.

### CPE Credits



**This course earns 14 CPE credits.** Energy Management Institute is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.



State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: [www.learningmarket.org](http://www.learningmarket.org).

*Course Syllabus*  
*DAY TWO: Mechanical Indicators and Advanced Topics*

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Session 1: Mechanical Indicators

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- The PC and the technical trader.
- The ability to develop, test and use mechanical indicators in conjunction with charting techniques as well as a stand alone basis.
- The evolution of indicators, the various classes of indicators, oscillators, etc.
- Review of major indicators used throughout the trading industry, i.e. moving averages, oscillators, momentum, stochastics, volatility, regression models, directional indices and Fibonacci numbers.

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Session 2: Putting The Indices To Work

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- Application of each of the indicators previously discussed to real situations in various energy markets.
- How successful are the buy signals, sell signals, no trade decisions?
- Which indicators work better in trending markets and which work better in sideways markets?

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Session 3: Time To Create Some Trading Systems

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- Improving results by combining indicators/techniques using a carefully designed and tested system.
- Software programs currently on the market and their purpose.
- Examination of basic systems and how they perform in energy markets.
- Opening range breakout systems and pivots.

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Session 4: Advanced Topics In Technical Analysis

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As computers become more powerful and cost effective along, very talented traders and analysts are pushing tools and techniques into more complex territory. Concepts discussed include:

- Wave theory.
- Optimization techniques.
- Portfolio trading.
- Pattern recognition.

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Session 5: TechnoFundamentalist

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- The concept of combining the why and when of the market.
- Do the Fundamentalist and Technical approaches contradict each other or can they be used synergistically?
- This session will use them synergistically in analyzing the main energy markets. Past and current data will be used to demonstrate the approach.



### *Learn From the Experts that Experts Trust*

EMI experts are frequent editorial contributors to petroleum magazines & are trusted by today's leading news sources.

Our experts have been featured in:

Futures Magazine • The Wall Street Journal • USA Today • The New York Times • The Washington Post • Journal of Commerce • CNN • NBC • CBS • ABC • Bloomberg • Reuters

**EMI's leading industry experts** have an average of over 30 years of knowledge and experience in:

**Energy • Commodity trading • Risk management  
• Education • Consulting • Financial services**

Plus many years of managing marketing, international trading, manufacturing, consulting, start-up operations and project finance operations of well-known companies; integrated major oil companies as well as international trading companies.

EMI's industry experts have also provided risk and value management analysis, advice, information, and services to a variety of companies in the electric power industry. Clients have included power marketers, integrated utilities, retail power providers, hedge funds, and power plants.

**Highlights of our instructors' experience** include: • Developing a suite of models for a variety of power markets that quantify value and risk • Managing spark spread portfolios for hedge funds in the power markets • Operating in futures trading pits as a market observer in the power markets • Developing working papers for investigations and performing compliance audits in the power industry • Helping Texaco initiate its first use of futures exchanges as an integral part of hedging/trading strategy • Chief Operating Officer of Triwell Marketing and refining • Director of OPIS, Oil Price Information Service, a management-consulting and educational services group that solely focused on the downstream energy industry • Member of Board of Directors of Longview Refinery • Member of the New York Mercantile Exchange Petroleum Advisory Board • Expert witness for a hearing before the subcommittee on surface transportation for the Commerce, Science, and Transportation Committee of the US Senate • Supplied expert testimony to a US Senate sub-committee hearing on diesel petroleum product pricing • Supplied testimony to the Federal Highway Administration regarding fuel tax evasion • Expert witness in a MTBE litigation against the major oil companies • Publishers of The Daily Hedger, BTU's Daily Gas Wire and BTU's Daily Power Report, which advise thousands of petroleum professionals daily.

Our instructors are frequent expert speakers for numerous petroleum industry events and trade associations including: • DOE DESC World Energy Conference • OPIS Fleet Fueling • CME NYMEX • Fuel Management University • NATSO • ATA • AAA • Dairy Distribution • eyeforEnergy eCommerce • OPIS Supply Summit • CIOMA • American Society of Mechanical Engineers • American Society of Lubricating Engineers • Ambrust Aviation • NACHA.

Over the years EMI has developed a series of intensive courses covering all aspects of Energy from production all the way to managing the impact price and volatility on the margin of end-users, resellers, traders, marketers, shippers, retailers and refiners. Our instructors have had the privilege to instruct thousands of professionals representing all aspects of the energy industry, including every major oil company (i.e. Exxon Mobil, BP, Shell, Equilon, Motiva) major power utilities (i.e. Sempra, Edison Mission, Berkley, Toronto Hydro, Dominion, Conectiv) small marketers (i.e. Sprague, Getty, Southern Counties, Western Petroleum) trucking fleets from 50 to 10,000 (i.e. UPS, U.S. Postal Service, Yellow, Pepsi, Werner), gasoline-powered fleets hyper-markets (i.e. The Pantry, Wawa, BJs Wholesale) and many fortune 500 energy consumers.

# REGISTER ONLINE

## Registration Fees:

1st Attendee: \$1,995 for full program

2nd Attendee: \$1,795

3rd Attendee: \$1,600

## 1 CHOOSE YOUR COURSE DATE/LOCATION

**March 22-23, 2017**  
**Regus**  
**Harborside Financial Center**  
2500 Plaza 5  
25th Floor  
Jersey City, NJ 07311  
PH: 201.484.7200

**April 5-6, 2017**  
**Regus Conference Center**  
800 Town and Country Blvd.  
Suite 300  
Houston, TX 77024  
PH: 832.431.3000

**May 15-16, 2017**  
**Regus Business Center**  
**Sun Life Plaza West Tower**  
144-4 Avenue SW  
Suite 1600  
Calgary, Alberta T2P 3N4  
PH: 403.716.3636

**June 21-22, 2017**  
**Regus Conference Center**  
Downtown Houston  
Two Allen Center  
1200 Smith Street, 16th Floor  
Houston, TX 77002  
PH: 713.353.4600

Hotel recommendations for select course locations available online at [www.energyinstitution.org/hotels](http://www.energyinstitution.org/hotels)

## 2 ENTER ENROLLMENT DETAILS

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email Address: \_\_\_\_\_

## 3 MAKE PAYMENT CHOICE

Please make checks payable to: "PMA"

Please invoice my company (payment must be received prior to course date)

Pay by credit card (circle one):    Mastercard    Visa    American Express

Card Number: \_\_\_\_\_ Expiration Date:    /    /

Card Holder Name: \_\_\_\_\_

Card Holder Signature: \_\_\_\_\_

## 4 SUMBIT REGISTRATION FORM

EMAIL:    Send form to [register@pmaconference.com](mailto:register@pmaconference.com).

TEL:    Call PMA Conference Management at 201.871.0474

FAX:    253.663.7224

POST:    PMA Conference Management  
POB 2303  
Falls Church, VA 22042

### REFUND/CANCELLATION POLICY

Attendees may reschedule for a different date or course with no penalty. Attendees may substitute a colleague in place of themselves as long as prior notice is given to EMI.

Course fees are 100% refundable up to 14 days prior to course date, 80% refundable up to 5 days prior to course date and 50% refundable up to 2 days prior to course date. Cancellations are non-refundable thereafter.