

# **SALON of Professional Trading - Paris-FRANCE**

**September 16-17, 2011**



**INTERVIEW** with **Dr. Mircea Dologa**, author  
of **«Integrated Pitchfork Analysis»** trilogy

by **Mr. André Malpel**, **SALON President**



**Mr André Malpel – The President of the Salon, interviewing the author !**



**Dr Mircea Dologa, answering the traders' questions !**

### **Biography/Experience**

In a few words, can you talk about your professional career?

Dr Dologa began his investment and trading career in the pharmaceutical and real estate industries in 1987. Once he passed the Series 7 and Series 3 exams, which are controlled by the US Government, he got the two essential licenses for trading the financial markets: *Registered Commodity Trading Adviser - CTA*) and *Registered General Securities Representative - Investment Adviser*. As a registered Commodity Trading Adviser certified by the US National Futures Association, he founded a *new learning concept*, based on practical aspects of the profitable trading, for both newcomers and experienced traders.

Dr Dologa is an active member of a number of international Technical Analysis associations (*Affiliate Member of Market Technicians Association - MTA in New York, Member of Australian Technical Analysts Association - ATAA in Sydney and Associate Member of The Society of Technical Analysis - STA in London*) and contributes to the education of the new generation of traders.

He has published more than 50 articles in various international trading magazines in USA (« *Technical Analysis of Stocks & Commodities* », « *Futures* » and « *eSignal.com Education Section* »), Germany (« *Traders* » - the English and German editions), Australia (« *Your Trading Edge* ») and in Asia (« *The Trader's Journal* »). He is also the Founder and President of [www.pitchforktrader.ro](http://www.pitchforktrader.ro) – a site specialized in trading education.

Dr Dologa has written three professional books – over 1224 pages, 1560 charts and 44 Excel files – in his quest to teach as efficiently as possible the art of trading from the beginner's level to the highest standard – the professional trading.

*Dr. Mircea Dologa attended New York University and Cooper Union School of Engineering and Science in New York and graduated from the latter with a BSc degree in Theoretical Physics. He obtained his Doctorate in Medicine from the School of Medicine in Paris. He also took MBA courses in Finance and Business management at the University of South Carolina in Columbia – USA and at the Graduate School of Finance and Commerce HEC Jouy-en-Josas in France. After working as Medical Director and General Director for a number of years, in 1992 he decided to focus exclusively on his stock market investments. He live with his wife and two daughter in Paris, France.*

## Books

What was the driving force behind writing this trilogy?

During my study of financial market I realized the scarcity of the true 'know how' practical tools in the available financial literature and seminars. After reading hundreds of books and attending numerous seminars the same question kept popping up: *Where is the meat?* Most of the time, besides the standardized wisdom... there was no useful information!

After years of hard work and dedicated study we have decided to share our knowledge with the trading community colleagues, to compare our technique – which we regard as a very profitable one – to the other trading techniques available on the market.

We truly believe that the «*Integrated Pitchfork Analysis*» trilogy reveals one of the most reliable and most profitable trading technique, which complies harmoniously with the following four principles:

- *Getting the inexhaustible edge of learning and cruising with the so-called “smart money” people who move the markets.*
- *A market approach that obeys the internal rules of the time-price ethereal space.*
- *A ubiquitous usefulness in trending and sideways markets.*
- *And finally, an ergonomic and profitable intricacy with risk control.*

## The main theme

Can you describe the main theme of your books? What should the reader expect?

The three volumes of «*Integrated Pitchfork Analysis*» might well be considered a *Swiss Army Knife* for the beginner and the advanced trader alike. Although the books are centered on the author's tools of choice - the mighty pitchforks - the reader will be pleased to find a variety of trading techniques such as:

- Bollinger and Keltner bands;
- Chart patterns, Gap trading;

- Wolfe and Elliot waves;
- Jenkins techniques and Gann tools;

Also, we should not forget to mention a number of subjects rarely discussed in a technical paper such as: trade management, the *scale-in/scale-out* technique and the multiple time frames analysis.

Although some basic knowledge of Classic Technical Analysis is required in order to digest the advanced subjects discussed in Volume 2 and Volume 3, the first volume does a great job in teaching the layman how to approach a 'naked chart' and how to make sense of the market movements. The author insists that the trader should think of himself as a businessman and therefore treat the trading activity as a genuine business; in fact his approach of the market is based on a famous business principle: *Think globally and act locally*.

The structure of these three books allows the reader to pick his or her favourite trading tool(s), out of all the trading techniques explained in details with the help of more than 1,500 charts scattered across more than 1200 pages, and become a consistent trader in a matter of months.



*One relevant question, implying a pertinent answer:*

**What would be the quintessence of a profitable trading?**

*“Well... Trading is a business so much different than any other type of businesses. It is the only one where losing money is trader’s way of life.*

*It all comes to say that the trader should understand the vital importance of the difference between losing tiny bits on average and consistent winning! Once you have learned how to lose these tiny bits, then and only then, you will really start making money!”*

### **The essentials**

What is, in your opinion, the most important paragraph to be read and memorized by any reader? And what makes it so important?



The manner in which the books treat the dynamics of market energy consumption, its continuous oscillation between exhaustion and exacerbation, reveals a new dimension of the market inner workings. Its full comprehension, an essential step in understanding the trading process, will surely transform the way readers will approach the market in the future and turn them into proficient traders. In the same vein, the multiple time frame analysis introduces the readers to the full complexity of the trading arena and then gradually simplifies it so that they can clearly see the connections between the macro scenes (*monthly, weekly, daily time frames*) and the micro scenes (*60-, 30-, 15-min time frames*).

**In conclusion**, I would like to emphasize the versatility of the *«Integrated Pitchfork Analysis»* concept, a serious piece of work that combines the breadth of evolving theory with the depth of practical insight acquired over 20 years of trading experience. But, as I clearly state from the very beginning, we cannot say often enough that the wisdom of understanding the market behavior and trading in a consistent manner cannot be learned overnight. Now that you got your hands on such a valuable resource, dear reader, it's up to you to put in the time and effort and claim your share of the market wealth.

### More about your current work:

What are you involved in nowadays? Any new books in the making?

Nowadays I work on a new website which will offer a vast array of professional services! I'm also quite involved in the process of translating my books into several languages such as German, Spanish and Chinese! The Chinese version will be launched in Beijing at the end of the year.

The success of this trilogy has prompted me to write a fourth book: a subject rarely treated nowadays! I planned this book specifically for the experienced traders who often have a hard time trying to *lend a helping hand* to the new generation! It will be published by the end of 2012 and will guide the readers on the long and winding paths of professional trading.

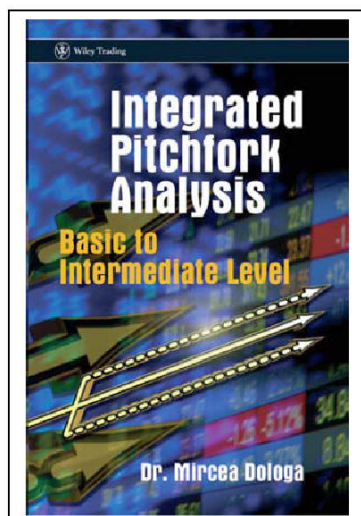
**EXCERPTS from Volume 1, 2 and 3**

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[http://www.pitchforktrader.com/vol1\\_excerpts.pdf](http://www.pitchforktrader.com/vol1_excerpts.pdf)

[http://www.pitchforktrader.com/vol2\\_excerpts.pdf](http://www.pitchforktrader.com/vol2_excerpts.pdf)

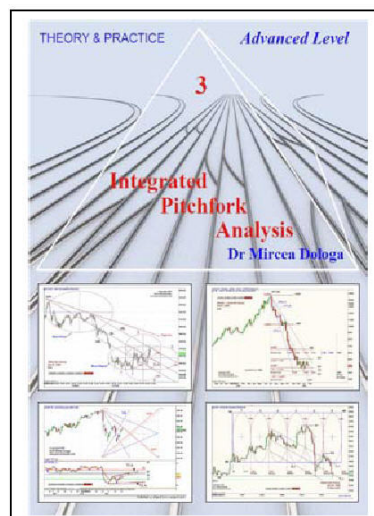
[http://www.pitchforktrader.com/vol3\\_excerpts.pdf](http://www.pitchforktrader.com/vol3_excerpts.pdf)



**Volume 1 - 444 pages**  
**Niveaux Debutant-Intermédiaire**



**Volume 2 - 300 pages**  
**Niveau Avancé**



**Volume 3 - 480 pages**  
**Niveau Avancé**