ISFT

INTERNATIONAL SCHOOL OF FINANCIAL TRAINING

ISFT-SERIES-4 · JOB-READY

Trader Risk & Mindset Certificate

Your job-ready edge for the trading desk: protect your capital, then protect your decisions.

8	16	160 hrs	Online
MODULES	CREDITS	LEARNING	LIVE WEEKLY



OCN London

www.derivion.in

Centre: Derivion International Private Limited (trading as ISFT) · Enquiries: info@derivion.in

WHY THIS PROGRAMME

Job-ready risk and discipline, in one course.

Most trading losses come from poor risk control and poor behaviour, not poor analysis. This one complete programme teaches you to control leverage, set loss limits and size every trade, then to recognise and manage the emotions and biases that undermine decisions: the discipline trading desks look for.



01

One complete certification

Eight modules, two practical projects and a final case, certified through OCN London and ISFT.

02

Built around real numbers

The risk modules work with calculations: leverage ratios, position sizes and risk per trade, not just definitions.

03

Grounded in behavioural finance

Cognitive bias, herd behaviour and the psychology behind market bubbles and crashes, not just trader mindset.

04

Applied, not just informational

You write a risk report on a trading scenario, then keep a structured reflective journal on your own behaviour.

WHO IT IS FOR

For anyone who trades, or plans to.

For learners who want job-ready risk control and discipline, whether they trade their own money or a firm's.

Active traders

Who trade, or plan to trade, their own or a firm's money.

Students

Heading towards trading desk roles.

Job seekers

Aiming for trading desk and risk-aware trading roles.



Entry requirements

There are no formal entry requirements.

- Series 1, or equivalent market knowledge, is recommended
- Basic arithmetic for leverage and position sizing
- A device with internet access to reach the learning platform

WHAT YOU WILL BE ABLE TO DO

Three things you will be able to do.



Control risk on every trade

Control leverage, set loss limits and size every trade.

MODULES 1, 2 & 4



Write and follow a plan

Write and follow a trading plan.

MODULE 3



Manage biases and emotions

Spot the biases and emotions that damage decisions and use routines to manage them.

MODULES 5–8

ABOUT US

Who's behind it.

ISFT

INTERNATIONAL SCHOOL OF FINANCIAL TRAINING

ISFT, the International School of Financial Training, teaches financial markets online through structured, assessed programmes. ISFT is the education brand of Derivion International Private Limited, a DPIIT-recognised EdTech company in Gurugram, and an approved centre of OCN London.

WE TRAIN FUTURE LEADERS ACROSS

- Trading
- Broking
- Research
- Portfolio management
- Risk management
- Investment banking

OCN London

OCN London is an established awarding organisation. ISFT-Series-4 is quality-assured by OCN London, and successful learners receive OCN London certification alongside the ISFT certificate.

GUIDED BY VALUES OF

- Social justice
- Diversity
- Integrity
- Quality

AWARDING ORGANISATION

For ISFT-Series-4

PROGRAMME AT A GLANCE

The numbers behind the programme.

One complete programme: 8 modules, 16 credits and 160 learning hours, at about 10 hours a week including the live session.

16	8	160	~16
CREDITS	MODULES	LEARNING HOURS	WEEKS TYPICAL



8 modules

About 20 hours each, 160 hours in total

2 projects

Plus a quiz per module and a one-hour final case

SERIES	ISFT-Series-4: Trader Risk & Mindset
CERTIFICATION	OCN London · ISFT
CENTRE	Derivion International Private Limited (trading as ISFT)
DELIVERY	Online, recorded lessons + one live session a week
START DATES	A new batch starts on the 1st of every month

HOW IT WORKS

Five steps to job-ready.

Step one is simply choosing your batch: a new batch starts on the 1st of every month. Study at about 10 hours a week and most learners finish in around 16 weeks.



02

Learn online

Recorded lessons and notes for every module, at your own pace.

03

Weekly live session

Ask questions and work through examples with a trainer.

04

Prove what you know

A quiz after each module, two practical projects, and a final case.

05

Get certified

Your ISFT-Series-4 certificate, OCN London certification and a statement of results.

WHAT YOU NEED

- Computer, laptop, tablet or smartphone
- An internet connection
- Basic arithmetic for leverage and position sizing

YOUR LEARNING JOURNEY · ONE PROGRAMME, EIGHT MODULES

Eight modules, one clear path to job-ready.

1

Understanding Leverage and Margin

20 HOURS · QUIZ

2

Risk and Money Management

20 HOURS · QUIZ

3

Building a Trading Plan

20 HOURS · QUIZ

4

Risk Management Strategies

20 HOURS · QUIZ + PROJECT

5

Trading Emotions: Recognition and Control

20 HOURS · QUIZ

6

Market Psychology and Behavioural Finance

20 HOURS · QUIZ

7

Visualisation, Self-Talk and Mental Performance

20 HOURS · QUIZ

8

Trade Execution, Goal Setting and P&L Management

20 HOURS · QUIZ + PROJECT

MODULE 1

Understanding Leverage and Margin

How leverage amplifies both gains and losses, and how margin requirements relate to the leverage in use.

2 credits | 20 hours | Online MCQ



The concept of leverage

- Explain how leverage amplifies both potential gains and potential losses
- Calculate the effect of a given leverage ratio on a simple trade outcome

Margin requirements and risk

- Explain the relationship between margin and leverage
- Identify the risks of trading with high leverage relative to account size

INDICATIVE CONTENT

- Leverage mechanics and worked calculations
- Margin requirements
- Risk implications of high-leverage trading

MODULE 2

Risk and Money Management

Risk per trade as a share of capital, the role of diversification, and how to size a position correctly.

2 credits | 20 hours | Online MCQ



Principles of risk and money management

- Explain the concept of risk per trade as a percentage of trading capital
- Describe the role of diversification in managing overall portfolio risk

Applying position sizing

- Calculate an appropriate position size given a stated account size and risk tolerance
- Identify whether a given position size is consistent with sound risk management

INDICATIVE CONTENT

Risk-per-trade principles | Diversification | Position sizing calculations and worked examples

MODULE 3

Building a Trading Plan

Why a documented plan supports discipline, and how to construct its entry, exit, risk and review components.

2 credits | 20 hours | Online MCQ



Purpose and components of a plan

- Explain why a documented trading plan supports disciplined trading
- Identify the key components of a structured trading plan: entry, exit, risk, review

Constructing a basic plan

- Design entry and exit criteria for a given trading scenario
- Define risk parameters appropriate to a stated trading objective

INDICATIVE CONTENT

- Purpose and structure of a trading plan
- Entry / exit criteria
- Defining risk parameters
- Review and refinement of a plan

MODULE 4

Risk Management Strategies

Stop-losses, scaling out and hedging compared, then matched to a real scenario in a written analytical report.

2 credits | 20 hours | Quiz + project



Strategies used by professional traders

- Compare stop-loss orders, scaling out, and hedging as risk management tools
- Explain how risk management strategy may vary by market condition or asset class

Applying risk management principles

- Analyse a given trading scenario and recommend an appropriate risk management approach
- Justify the recommended approach with reference to sound risk management principles

INDICATIVE CONTENT

- Comparative risk management strategies
- Market-condition-dependent risk approaches
- Structured analytical report task

MODULE 4 · PROJECT 1

Recommend it. Then justify it.

Module 4 ends with a written analytical report: analyse a given trading scenario, recommend a risk management approach, and justify it against sound principles.

1,000–1,500

words, written analytical report

Assessed by the Head Educator against a published marking brief.

ANALYTICAL REPORT

Risk management scenario

Analyse the scenario

Understand the given trading situation

Recommend an approach

Choose stop-loss, scaling out or hedging

Justify the recommendation

Reference sound risk management principles

MODULE 5

Trading Emotions: Recognition and Control

"The trade was never the problem. The reaction to it was."

2 credits | 20 hours | Online MCQ



Emotional responses that affect trading

- Identify common emotional responses experienced by traders
- Explain how at least three emotional responses can lead to poor trading decisions

Recognising and managing emotions

- Describe practical techniques for recognising an emotional state while trading
- Explain how a structured process can reduce emotionally-driven decision-making

INDICATIVE CONTENT

- Common trading emotions and triggers
- Case studies of emotionally-driven losses
- Recognition techniques
- Structured decision processes

MODULE 6

Market Psychology and Behavioural Finance

"A bubble is just a bias, shared by enough people."

2 credits | 20 hours | Online MCQ



Market psychology and collective behaviour

- Explain the concept of cognitive bias and its relevance to trading decisions
- Describe common biases including confirmation bias, loss aversion, and herd behaviour

Key concepts in behavioural finance

- Explain how herd behaviour can contribute to market trends, bubbles, or crashes
- Identify behavioural finance concepts evident in a given historical market event

INDICATIVE CONTENT

- Confirmation bias, loss aversion, herd behaviour
- Behavioural finance theory
- Historical case studies of market psychology

MODULE 7

Visualisation, Self-Talk and Mental Performance

"Professionals rehearse the session before the market opens."

2 credits | 20 hours | Online MCQ



Mental performance techniques

- Explain the principle of visualisation as a mental performance technique
- Describe how self-talk can influence trading confidence and discipline

Applying techniques to a scenario

- Construct an example of constructive self-talk for a stated trading scenario
- Evaluate how a mental performance technique could be used to prepare for a trading session

INDICATIVE CONTENT

- Visualisation techniques
- Constructive vs destructive self-talk
- Mental preparation routines of professional traders

MODULE 8

Trade Execution, Goal Setting and P&L Management

"Cutting winners early and holding losers long both come from the same place."

2 credits | 20 hours | Quiz + project



Trade execution and goal setting

- Explain how unclear or unrealistic goals can negatively affect trading behaviour
- Describe principles of effective goal setting applied to a trading context

The psychology of profit and loss

- Explain common pitfalls in managing P&L, e.g. cutting winners early, holding losers too long
- Evaluate own emotional responses and trading behaviours through a structured reflective journal

INDICATIVE CONTENT

Goal-setting principles for traders

Psychological pitfalls in P&L management

Structured reflective journalling

MODULE 8 · PROJECT 2

Look back at the trade. Honestly.

Module 8 ends with a structured reflective journal: evaluate your own emotional responses and trading behaviours over the course of the module.

1,000–1,200

words, structured reflective journal

Assessed by the Head Educator against a published marking brief.

REFLECTIVE JOURNAL

A structured, honest look back

Emotional responses

What you felt, and when, during trading

Goals and execution

How goal-setting shaped your decisions

P&L pitfalls

Cutting winners early, holding losers long

ASSESSMENT

How you're assessed.

Every module ends with a quiz: 25 multiple-choice questions in 75 minutes, 70% to pass, and you can retake it. Projects get feedback within 10 working days and one free resubmission. The programme ends with a one-hour final case.



1

EVERY MODULE

Module quizzes

Eight quizzes, one after each module, auto-marked online

8 quizzes · 25 questions · 70% pass mark · Retakes

2

PRACTICAL PROJECTS

Two written projects

A risk management report and a structured reflective journal

Project 1 · Project 2 · 10-day feedback · Resubmit once

3

FINAL STEP

Final case

About one hour, opening once all eight modules are passed. It ties the programme together.

About 1 hour · All modules · One grade

Your grade

Pass 70–74%, Merit 75–84%, Distinction 85%+, with one overall grade for the programme.

Projects

Tasks that ask you to calculate, design or evaluate are assessed through the Module 4 report and the Module 8 journal.

QUALITY AND STANDARDS

Standards you can rely on.

Assessment is quality-assured at every stage, and the programme is reviewed every year.



1 Set

Activities are set internally by tutor/assessors so learners can meet the learning outcomes and assessment criteria.

2 Moderated

Assessed evidence is internally moderated at the centre, unless it is computer-assessed.

3 Externally verified

An OCN London External Quality Assurer moderates externally.

4 Reviewed every year

The Head Educator reviews the programme annually, informed by learner feedback, assessment outcomes and OCN London quality reports.

MEET YOUR HEAD EDUCATOR



Neil Crammond

HEAD EDUCATOR · UK

A practising financial markets trader.

40+

years of active experience

ACTIVE ACROSS

LIFFE · CBOT · CME

Designed by a practitioner

Neil designed and authored this programme, drawing on more than 40 years of professional risk management practice as an active trader.

Assessed by a practitioner

He assesses the Module 4 risk report and the Module 8 reflective journal directly, against a published marking brief.

QUESTIONS ON THIS PROGRAMME

Questions learners ask.



Is this the same as bank risk management?

No. It teaches a trader's own risk: leverage, position size and loss limits.

SCOPE



Is this therapy or coaching?

No. It is education about behaviour and decision-making in trading.

APPROACH



Do I need trading experience?

No, but the programme is most useful if you trade or plan to.

BACKGROUND



Will this help me get a job?

It is built for that: the risk control and discipline trading desks look for. Hiring decisions rest with employers, so no course can guarantee a job.

CAREERS



Not sure this programme fits you?

Write to info@derivion.in and we will help you choose.

TALK TO US

CAREER OUTCOMES

Ready for the trading desk.

JOB-READY FOR

Roles as a proprietary or retail trader, and risk-aware junior trading desk roles.

BUILD ON IT WITH THE REST OF THE SERIES

- **ISFT-Series-1: Financial Markets Foundations Certificate**
- **ISFT-Series-2: Technical Analysis & Trading Certificate**
- **ISFT-Series-3: Derivatives & Fixed Income Markets Certificate**

PLEASE NOTE

This programme teaches a trader's own risk: leverage, position size and loss limits. It does not cover the credit or market risk work done in banks.

ISFT
INTERNATIONAL SCHOOL OF FINANCIAL TRAINING

info@derivion.in

www.derivion.in

+91 70560 57913 / 14

ISFT by Derivion

Certified through OCN London and ISFT · Education only, not investment advice. Employment is not guaranteed.

Centre: Derivion International Private Limited (trading as ISFT)