



THE PRINCIPLED TRADER INSTITUTE

ISSUE NO. 02 — IF YOU'VE NEVER TRADED A SINGLE LOT,
YOU'RE EXACTLY WHO THIS WAS BUILT FOR

A Principled Trader's *Mindset*

*Notes on judgment, integrity, and the long game of a trading career — for aspiring
commodity traders.*

THEPRINCIPLEDTRADERINSTITUTE.COM

If You've Never Traded a Single Lot, You're Exactly Who This Was Built For

A Principled Trader's Mindset — Issue 2

Published on LinkedIn — theprincipledtraderinstitute.com/pulse

There's a particular kind of reader this Institute was built for, and it isn't the one you'd expect. Not someone who already knows the vocabulary. Not someone who's sat on a desk, negotiated a laytime clause, or can tell a CIF from a DES without pausing to think. The person this curriculum starts from is someone who has, at most, a rough sense that a cargo of copper or a tanker of crude changes hands somewhere between two companies and a great deal of paperwork — and no real idea how.

That's not a lower bar than most professional education sets. It's the actual starting point, chosen deliberately, because that's where most people who want to become traders actually are, whatever their CV says.

The curriculum is built to move from that starting point to something specific: reasoning about a trade the way a working trader does. Not reciting definitions. Not passing a quiz on Incoterms. Reasoning — carefully, skeptically, and under the kind of time pressure a real desk actually runs on, where the right answer has to arrive before the market moves, not after.

That's why it's built as six Books rather than one long syllabus, each answering a different part of the question. Foundations & the Covenant, so a Learner understands what they're accountable to before anything else. Market Structure & Integrity, so price and benchmark discipline come before deal mechanics, not after. Provenance & Chain of Custody and Physical & Derivative Markets, so the paper and the physical cargo are never treated as two separate worlds. Shipping & Bunkering, because a trade doesn't end at the contract — it ends when a vessel actually delivers. And Commercial Craft & the Global Network, where everything before it gets applied to an actual relationship, an actual negotiation, an actual counterparty. Twenty-eight modules in total, closing with a Capstone built around a single compressed week of the kind of decisions a real desk makes without the luxury of time to look everything up.

It exists because of a gap I keep running into, across every market I've worked in — Asia, the UK, parts of the US. A lot of the people who could teach this by standing next to someone on a desk are retiring, taking years of hard-earned judgment out of the room with them. And a lot of the people coming up behind them want the role — trading carries a certain prestige — without always having anyone left to learn the grounding from. This curriculum is an attempt to close that gap: not a shortcut around the years it takes to build judgment, but a way to make sure the foundation under those years is solid.

If you've never traded a single lot, you're exactly who this was built for. And if you have — if you're the one who already knows the vocabulary — there's likely a Learner near you who doesn't yet, who would be better served by something like this than by working it out alone.

More at theprincipledtraderinstitute.com.