



Survey on behavioral biases among Indian investors

Name

Email

Email (Official)

Gender *

- Male
- Female

Age Group (in years) *

- <25
- 25 -35
- 36-45
- 46-55
- >55

Education *

Professional (CA/ICWA/CS/PhD/Engineer/Doctor etc.)

- Student
- Other:

Occupation *

- Salaried Service
- Business
- Self-Employed Professional
- Other:

Income Group (Annual in INR) *

- <500000
- 500000 – 1000000
- 1000000 – 1500000
- 1500000 – 2000000
- 2000000 – 2500000
- >2500000

Investment Group (Annual in INR) *

How much fresh investment usually you make per year?

- <100000
- 100000 – 300000
- 300000 – 500000
- 500000 – 700000
- >700000



Investment Instruments (Annual in INR) *

Please indicate your preferred investment avenues. You may also check into multiple boxes.

- Equity Shares and/or Equity Mutual Funds
- Post office and other Govt. Saving Schemes
- Insurance
- Bank Fixed Deposit/Corporate B
- Real Estate
- Gold/Silver/Other precious metals
- Art/Antiques
- Other



	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
It was difficult to predict a stock market collapse. *					
The price of gold has increased @ 8% per annum for last 5 years. However, recently Indian govt eased the import norm of gold. However, given the interest of Indians about gold, the price of gold will still grow @ 8% p.a. in near future. *					
Bobby is a flamboyant, extrovert person. The possibility that he owns an expensive Swiss watch is higher compared to the possibility of his owning few rare stamps. *					
You are investing in Equity Mutual Fund through a monthly SIP for last 10 years. Though, till 7 years back the performance of the fund was satisfactory, but the last three year average return is going negative, relative to the market return. You believe that the fund will bounce back, and continue the SIP for another two years. *					
With reference to the previous question, your trust on the ability of above mentioned Equity Mutual Fund to generate extraordinary return has got affected. *					
Suppose you have some money to invest and you hear about a great stock tip from your neighbor who is known to have a good stock market sense. He recommends you purchase shares in Mycrolite, a company that makes a new kind of low power consuming light bulbs. You will do less research than usual before taking a buying decision. *					
You invest in shares of few companies. You are sure about making profit. If You don't, then it's bad luck. *					
When I drive the car myself, the chances of accident is less. *					
I heard that the rainfall this year will be lower than normal. I will start selling shares of agriculture based companies from tomorrow. *					
I prefer to buy shares of company, in which I work (If offered). I feel that's a safer option. *					
I inherited 1000 shares from my father, who bought those in the year 1960. I will not mind selling those if I get a reasonable price. *					
I think and plan a lot about my retirement savings *					



My advisor is suggesting investment in emerging foreign stock market, but I am not very comfortable about it. *					
Suppose that you are at an electronic store, where you intend to purchase a flat screen television. The model you've selected is priced at Rs. 35000, and you are about to pay. However, at the last minute, you notice a discarded advertising flier featuring the same television—at a price of Rs. 34000. You retrieve the ad, examine it more closely, and discover that the offer is still valid. To receive the discount, you'll need to drive to a competing electronics outlet about 10 minutes away. You surely get into your car and travel to the other store to take advantage of the lower price. *					
I concentrate my buying into stock of few companies, which I believe is good. *					
Suppose you make an investment, and it goes down. Your natural reaction to this situation will be to analyse and find out the reason behind the failure. *					
Sold some of shares recently, as they were currently selling above their buying cost *					
To understand and judge the management's performance of a company, the analyst must look into its long-term performance for at least last few years. *					
Suppose you suffered loss in share investing. Your reaction will be to stop/reduce investment in shares, and divert your funds to govt. bonds. *					
The possibility of error, when I do the computations in office myself, is absolutely less. * It means I prefer to do my official work myself, rather than delegating it to my subordinates.					
You own 100 shares of a company, which you feel is off late not doing well in stock market and currently priced at Rs. 230 per share. Your close friend suggested an IPO of another company for buy at Rs. 150. You will prefer to acquire 100 shares of the company suggested by your friend.*					



Suppose that you are planning to buy stock in a generic drug maker called “Generics Plus (GP)” Your friend Marian sent you a report on the company and you like the story, so you plan to purchase 100 shares. Right before you do, you hear on a popular financial news show that “GN Pharmaceuticals (GNP)” another generic drug maker, just reported great earnings and the stock is up 10 percent on the news. You will incline to change your decision and plan to buy GNP. *					
I am a better investor compared to an average person. *					
I bought Tata Steel Shares last month. Yesterday, I read in newspaper that GoI is increasing excise duty on Steel. I will still hold the shares, as I believe that these issues will not impact the share price of Tata Steel ultimately. *					
I prefer investing in Indian stocks rather than in foreign equities. I feel investing in foreign shares are riskier. *					
I bought 1200 shares of ITC in the year 1965. Over the years, I received reasonably good dividends from these shares. Off late, the FMCG sector is going through a slump. But I am not very willing to sell those shares. *					
I save whatever is left after meeting my current needs. *					
Indian stock market will definitely have more potential than rest of the world *					
I don't mind to pay more for buying fast foods from branded outlets compared to roadside Dhabas. Though the quality of food offered by both is same. *					
Suppose you have invested in a security after some careful research. Now, you come on a press release that states that the company you have invested in may have a problem with its main product line. The second paragraph, however, describes a completely new product that the company might debut later this year. You will prefer to sell the stock. *					
Suppose you make an investment, and it increases in value. Further suppose, though, that your reasons for purchasing the stock did not touch on the forces underlying its growth. You will be happy and prepare for the next investment. *					
Some of the shares I hold are not doing well, and current market price of those shares are below the purchase cost. I will not sell those					



now, and wait for recovery. *					
Suppose you are asked to select a mutual fund for your portfolio based only on the fund's performance record. Your advisor showed you last 1 yr, 3 yr, and 5 yr performance of the fund. You will consider only last 1 year performance, as you think that's most relevant. *					
Making profits or incurring losses are part of share market investing. I will continue to invest in shares, irrespective of the outcomes. *					
When I myself choose the stock to buy, the possibility of higher profit is more. * which means, I am a better decision maker.					
Recently the market price of shares I own increased significantly. I believe that happened because of sheer luck. *					
The price of real estate has increased@ 13% p.a. for last five years. In the coming years also the price of real estate will increase by 12% p.a. *					
I made substantial profit in trading shares recently. I want to reinvest it at the earliest without wasting time. I think this will increase my overall profit. *					
My investment style is not very detailed and refined. *					