ANNEXURE

QUESTIONNAIRE

- Name of the respondent (Optional): ________________________________
- Gender:
  - Male
  - Female
- Education Qualification:
  - Diploma
  - Graduate
  - Post Graduate
  - Other
- Name of the Company (Optional) ________________________________
- Work City (*Mandatory Field)
  - Mumbai
  - Nasik
  - Pune
- Nature of your company:
  - Information Technology (IT) Company
  - Non-Information Technology (IT) Company
- Joining Time Period of Company/Organization (*Mandatory Field)
  - Before 31st December 2002
  - Between 1st January 2003 to 31st December 2012
  - After 1st January 2013 onward
QUESTIONNAIRE : BEHAVIORAL FINANCE

Note: Please tick the most appropriate response

Question 1. Are you aware of behavioral finance?
☐ Yes
☐ No

Question 2. Do you refer other’s opinions or judgments to take your financial decisions?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 3. Do you check reliability, truth, correctness of available financial references?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 4. Do you find usefulness of the financial references solicited by you for your financial decisions?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 5. Do you follow predefined financial plans which are in your mind to spend your money?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 6. Do you look for such information which can support your original and fixed idea about a financial decision?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never
Question 7. Do you think information obtained is complete?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 8. Do you base your financial decision knowing fairly well that it may turn into gambling?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 9. Does your financial decisions are based on hearsay or non-solicited advices?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 10. Do you accept peer pressure while taking financial decisions?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 11. Are your decisions based on someone's recommendations?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never

Question 12. Do you cross check the data for taking financial decisions?
☐ Every Time
☐ Almost every time
☐ Almost never
☐ Never
Question 13. Do you carry overconfidence while taking your financial decision?
- Every Time
- Almost every time
- Almost never
- Never

Question 14. Can you say that your choice is always of the best option?
- Every Time
- Almost every time
- Almost never
- Never

Question 15. Are you always getting expected return on your financial decisions?
- Every Time
- Almost every time
- Almost never
- Never

Question 16. Do you get quickly attracted towards new investment information/option while taking your financial decisions?
- Every Time
- Almost every time
- Almost never
- Never

Question 17. Do you analyze new information before you take your financial decision?
- Every Time
- Almost every time
- Almost never
- Never

Question 18. Do you always expect maximum return from your investment?
- Every Time
- Almost every time
- Almost never
- Never
Question 19. Which effect do you get after referring other’s opinion in your financial decision?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 20. What effect you have when you do not solicit any recommendation and take financial decision?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 21. What effect do you get when you follow fully thought of financial plan?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 22. What is the effect when you do not take financial decision abruptly/hurriedly?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 23. What is your experience when you take financial decision, by getting someone’s support to your ideas?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 24. What is the effect when you take financial decision without consulting anyone else?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect
**Question 25.** What is your experience, when you take financial decision using tossing method?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

**Question 26.** What is the outcome when you take financial decision using sound principles?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

**Question 27.** Have you been benefited by financial decision taken on hearsay basis?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

**Question 28.** What is your experience when you take your own decision without using hearsay information?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

**Question 29.** How does it affect, when you carry overconfidence while taking your financial decision?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

**Question 30.** How does it affect, when you carry overconfidence while taking your financial decision?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect
Question 31. What is the outcome of your financial decisions when you over react on the new investment opportunity?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 32. What is your experience when you do not show any overreaction while taking financial decisions?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 33. According to you what effect you get when you invest expecting maximum profit from your financial decision?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 34. What is the result when you invest by expecting maximum profit from your investment?
- Always Profitable Effect
- Always Non-Profitable Effect
- Sometime Profitable Effect
- Sometime Non-Profitable Effect

Question 35. Which result do you get after referring other’s opinion in your financial decision?
- Always Successful Result
- Always Failure Result
- Sometime Successful Result
- Sometime Failure Result
Question 36. What result do you get on following Predefined Financial plan which is in your mind to spend your money?
- Always Successful Result
- Always Failure Result
- Sometime Successful Result
- Sometime Failure Result

Question 37. What result do you get after looking at information which can support your original and fixed idea about financial decision?
- Always Successful Result
- Always Failure Result
- Sometime Successful Result
- Sometime Failure Result

Question 38. Which result do you get, when you take financial decision using tossing method?
- Always Successful Result
- Always Failure Result
- Sometime Successful Result
- Sometime Failure Result

Question 39. What result do you get on following larger group’s investment actions, ideas and strategies to your financial decision?
- Always Successful Result
- Always Failure Result
- Sometime Successful Result
- Sometime Failure Result

Question 40. Which result do you get after carrying over confidence while taking your financial decisions?
- Always Successful Result
- Always Failure Result
- Sometime Successful Result
- Sometime Failure Result
**Question 41.** Which result do you get after using new financial information while taking your financial decisions?
- [ ] Always Successful Result
- [ ] Always Failure Result
- [ ] Sometime Successful Result
- [ ] Sometime Failure Result

**Question 42.** Which result do you get after investing by expecting maximum return on your investment?
- [ ] Always Successful Result
- [ ] Always Failure Result
- [ ] Sometime Successful Result
- [ ] Sometime Failure Result