



Technical analysis and individual investors[☆]

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ABSTRACT

We find that individual investors who use technical analysis and trade options frequently make poor portfolio decisions, resulting in dramatically lower returns than other investors. The data on which this claim is based consists of transaction records and matched survey responses of a sample of Dutch discount brokerage clients for the period 2000–2006. Overall, our results indicate that individual investors who report using technical analysis are disproportionately prone to have speculation on short-term stock-market developments as their primary investment objective, hold more concentrated portfolios which they turn over at a higher rate, are less inclined to bet on reversals, choose risk exposures featuring a higher ratio of nonsystematic risk to total risk, engage in more options trading, and earn lower returns.

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1. Introduction

The intersection between the literature on individual investors and the literature on technical analysis is sparse. As a result, knowledge about individual investors' use of technical analysis has been limited. In the present paper, we present the

[☆] We thank a large online discount broker and its employees for making available the data used in this paper. We thank seminar participants at the University of Münster for valuable feedback on a previous draft of the paper. We thank the journal editor, William Neilson, and the special issue editors, Remco Zwinkels, Martijn van den Assem, and Doron Kliger, for constructive guidance through the review process and helpful feedback. We thank three anonymous reviewers for valuable comments to improve the paper. We thank Jeroen Derwall for technical assistance. Part of the work was completed while Arvid Hoffmann was visiting the Leavey School of Business at Santa Clara University, Aalto University School of Economics, and the Foster School of Business at University of Washington, whose hospitality is gratefully acknowledged. This paper draws on different versions of a working paper that we circulated previously under the titles "Discount Brokerage, Online Trading, and Data Overload: Increased Emphasis on Technical Analysis, Intuition, and Speculation" and "The High Cost of Technical Analysis and Speculation." We subsume these previous versions of the paper in the current version.

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Technical Analysis And Individual Investors:

Technical Analysis and Individual Investors Arvid O. I. Hoffmann, 2015 We find that individual investors who use technical analysis and trade options frequently make poor portfolio decisions resulting in dramatically lower returns than other investors The data on which this claim is based consists of transaction records and matched survey responses of a sample of Dutch discount brokerage clients for the period 2000-2006 Overall our results indicate that individual investors who report using technical analysis are disproportionately prone to have speculation on short term stock market developments as their primary investment objective hold more concentrated portfolios which they turn over at a higher rate are less inclined to bet on reversals choose risk exposures featuring a higher ratio of nonsystematic risk to total risk engage in more options trading and earn lower returns

EBOOK: Behavioral Corporate Finance, 2/e SHEFRIN, 2018-05-18 **EBOOK Behavioral Corporate Finance 2 e**

[The Neatest Little Guide to Stock Market Investing](#) Jason Kelly, 2012-12-24 The essential stock market guide for beginners updated with timely strategies for investing your money The perfect gift for anyone hoping to learn the basics of investing Now in its fifth edition The Neatest Little Guide to Stock Market Investing has established itself as a clear concise and highly effective approach to stocks and investment strategy Rooted in the principles that made it invaluable from the start this completely revised and updated edition of The Neatest Little Guide to Stock Market Investing shares a wealth of information including What has changed and what remains timeless as the economy recovers from the subprime crash All new insights from deep historical research showing which measurements best identify winning stocks A rock solid value averaging plan that grows 3 percent per quarter regardless of the economic climate An exclusive conversation with legendary Legg Mason portfolio manager Bill Miller revealing what he learned from the crash and recovery Thoroughly updated resources emphasizing online tools the latest stock screeners and analytical sites that best navigated recent trends Accessible and intelligent The Neatest Little Guide to Stock Market Investing is what every investor new or seasoned needs to keep pace in the current market This book is a must read for anyone looking to make money in the stock market this year

The Winning Investor's Guide to How to Pick Better Stocks Andrew Horowitz, 2011-07-12 Previously published as part of The Winning Investor's Guide to Making Money in Any Market Over the past few decades certified financial planner Andrew Horowitz has helped countless clients make loads of money in the market now he's written a basic guide to determining your investing philosophy and the basic difference among quantitative fundamental and technical analysis Andrew's blend of expertise and spot on advice has landed him in numerous national newspapers and on shows like CNBC and The Daily Show With Jon Stewart Discover what millions of Winning Investor podcast fans already know Andrew's straight shooting style real life examples and quick and dirty tips take the mystery out picking the right stocks Whether you're just getting started or you want to manage your money more closely you can invest smarter and Andrew will tell you how

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International Encyclopedia of Technical Analysis Joel G. Siegel, Jae K. Shim, Anique A. Qureshi, Jeffrey Brauchler, 2014-01-27. Investors are firmly entrenched in two camps: those who believe that economic and financial fundamentals are the keys to investment success and those who prefer some form or other of technical analysis. To serve those who use technical analysis, the authors have written a practical, useful and comprehensive guide to all the major and minor technical analysis systems used by today's investors and financial professionals. In this unique reference book, technical analysis systems are discussed in depth with detailed attention to the pros and cons of each. In addition, the Encyclopedia offers a mini dictionary of the terms, concepts and market issues that are part of the discipline of technical analysis.

Decision Economics: In the Tradition of Herbert A. Simon's Heritage Edgardo Bucciarelli, Shu-Heng Chen, Juan M. Corchado, 2017-06-13. The special session on Decision Economics (DECON) is a scientific forum held annually and intended to share ideas, projects, research results, models and experiences associated with the complexity of behavioural decision processes and socio-economic phenomena. DECON 2017 was held at the Polytechnic of Porto (ISEP, Portugal) as part of the 14th International Conference on Distributed Computing and Artificial Intelligence. For the second consecutive year, the Editors of this book have drawn inspiration from Herbert A. Simon's immense body of work and argue that Simon precipitated something akin to a revolution in microeconomics focused on the concept of decision making. Further, it is worth noting that the recognition of relevant decision making takes place in a range of critical subject areas and research fields including economics, finance, information systems, small and international business, management, operations and production. Therefore, decision making issues are of fundamental importance in all branches of economics, addressed both deductively and inductively. Not surprisingly, the study of decision making has seen growing empirical research efforts in the economic literature over the last sixty years and more recently a variety of insightful, cutting-edge experimental, behavioural and computational approaches. Additionally, the awareness regarding generalizations and reductions to express economic concepts has led, on the one hand, to an increasing risk of spreading the

language of mathematics as a rhetorical tool and on the other hand to an oversimplification and overlooking of some crucial details especially when it comes to human decisions and hence economic behaviour That awareness however has helped to produce an extraordinary volume of empirical research aimed at discovering how economic agents cope with complex decisions In this sense the international scientific community acknowledges Herbert A Simon s research endeavours to understand the processes involved in economic decision making and their implications for the advancement of economic professions Within the field of decision making indeed Simon s rejection of the standard decision making models used in neoclassical economics inspired social scientists worldwide to develop research programmes in order to study decision making empirically The main achievements concern decision making for individuals firms markets governments institutions and last but not least science and research

Neuroeconomic and Behavioral Aspects of Decision Making Kesra Nermend, Małgorzata Łatuszyńska, 2017-10-06 This proceedings volume presents the latest scientific research and trends in experimental economics with particular focus on neuroeconomics Derived from the 2016 Computational Methods in Experimental Economics CMEE conference held in Szczecin Poland this book features research and analysis of novel computational methods in neuroeconomics Neuroeconomics is an interdisciplinary field that combines neuroscience psychology and economics to build a comprehensive theory of decision making At its core neuroeconomics analyzes the decision making process not only in terms of external conditions or psychological aspects but also from the neuronal point of view by examining the cerebral conditions of decision making The application of IT enhances the possibilities of conducting such analyses Such studies are now performed by software that provides interaction among all the participants and possibilities to register their reactions more accurately This book examines some of these applications and methods Featuring contributions on both theory and application this book is of interest to researchers students academics and professionals interested in experimental economics neuroeconomics and behavioral economics

The Warren Buffetts Next Door Matthew Schiffrin, 2010-10-01 A practical guide for investors who are ready to take financial matters into their own hands The Warren Buffetts Next Door profiles previously unknown investors with legendary performance records who are proving every day that you don t need to work for a hedge fund or have an Ivy League diploma to consistently beat the best performing Wall Street professionals These amazing individuals come from all walks of life from a globe drifting college dropout and a retired disc jockey to a computer room geek and a truck driver Their methods vary from technical trading and global macro economic analysis to deep value investing The glue that holds them together is their passion for investing and their ability to efficiently harness the Internet for critical investment ideas research and trading skills The author digs deep to find the best of the best even finding those who are making money during these turbulent times Contains case studies that will explain to you how these great individual investors find and profit from stocks and options Shows you how to rely on your own instincts and knowledge when making important investment decisions In an era when the best professional advice has

cracked many investor nest eggs and Madoff style frauds have shattered investor trusts the self empowered investors found in The Warren Buffetts Next Door offer an inspiring and educational tale

Cryptocurrency Investing For Dummies

Kiana Danial,2023-03-28 From Bitcoin to Solana the safe and secure way to invest in cryptocurrencies Cryptocurrency Investing For Dummies the bestselling guide to getting into the exciting world of crypto is updated for today s cryptocurrency markets Currencies like Bitcoin Ethereum Solana and XRP are gaining popularity and this trusted guide can help you strike while the iron is hot to profit from the explosive growth in cryptocurrency We ll help you understand decentralized currency get started with leading crypto exchanges and brokers learn techniques to buy and sell and strategize your crypto portfolio You ll even dig into the details on cryptocurrency tax laws and new opportunities for investors Gain the tools you need to succeed in the cryptocurrency market Learn about the newest cryptocurrencies on the market and how to evaluate them Develop a strategy for reaping outsized gains using crypto exchanges Understand how cryptocurrencies interact with virtual worlds This is the perfect Dummies guide for investors who are new to the cryptocurrency market or first time investors who want to add cryptocurrency to their portfolio Get started on your crypto adventure

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The Non-Timing Trading System

George O. Head,2021-02-09 This book will teach you a low risk strategy that will give you consistent average yearly returns of between 20 and 30 percent and beat the S P 500 year after year The Non Timing Trading System is a conservative process for investing in the stock market This book is perfect for the investors that are dissatisfied with low interest rates and want decent returns on their investment without high risk The book will teach you a low risk strategy that will give you consistent average yearly returns of between 20 and 30 percent and beat the S P 500 year after year The system is based on a

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Sources Lorna M. Daniells, 1993 This is the reference work that librarians and business people have been waiting for Lorna Daniells's updated guide to selected business books and reference sources Completely revised with the best most recent information available this edition contains several new sections covering such topics as competitive intelligence economic and financial measures and health care marketing Handbooks bibliographies indexes and abstracts online databases dictionaries directories statistical sources and periodicals are also included Speedy access to up to date information is essential in the competitive computerized business world This classic guide will be indispensable to anyone doing business research today **The Financial Times Guide to How the Stock Market Really Works** Leo Gough, 2011-12-29 Whether you are new to investing or already have a share portfolio this is an intelligent guidebook to the often confusing world of investing Written especially for the ordinary investor it will provide you with the key strategies you need to make money on the stock market Back cover *Financial Institutions and Services* Robert S. Uh, 2006 Book Computer Disk This book examines international aspects of financial institutions as well as their economic performance and development Emphasis is placed on transition economics as well as Developing Countries Issues within the scope of this new book include financial reporting efficiency of financial institutions Middle East financial institutions money market liquidity economic performance risk capital allocation financial market soundness instability devaluations capital flight and related issues including governance How to Understand the Financial Pages Alexander Davidson, 2008-07-03 The only basic guide to the financial media that anyone will ever need This new edition of How to Understand the Financial Pages provides comprehensive coverage of newspapers and magazines and also financial websites stockbrokers research and company reports The handy A Z format enables the reader to look up entries quickly and easily Essential terms and concepts are explained in non technical English and it is extensively cross referenced A valuable reference tool for any private investor it is international in scope and includes references to the use of technical analysis in internet trading the development of hedge funds and other alternative investments and the growth of financial services regulation and compliance something other guides often omit Journalistic snappy and stylish it will help anyone to read the financial pages and gain a full understanding of the concepts involved

Equity Home Bias Adam Hantak, 2011-10-20 Inhaltsangabe Introduction Every investor faces the challenge of making the right investment decisions Upon analysing the allocation of wealth among countries it becomes evident that investors do not invest their financial wealth internationally but tend to invest the majority of their wealth in domestic equity Financial theory deems this behaviour irrational since holding a domestic portfolio is considered to be suboptimal due to the foregone benefits of international diversification Assuming that the financial theory is right in this prediction the question as to what are the causes for this irrational behaviour comes to mind and forms the focal point of this work One the one hand investors may be well aware of the costs connected with holding a domestic portfolio Market restrictions however do not allow investors to attain the optimal international portfolio On the other hand investors may be unaware of the benefits of international diversification and instead have a preference for domestic equity and fail to perceive the domestic portfolio as suboptimal The traditional financial theory for this behaviour provides the institutional explanations with the focus on market imperfections and the behavioural financial theory provides explanations with the focus on investor irrationality Following this classification of both theories this work briefly reviews institutional explanations as many of them lack empirical evidence and concentrates mainly on the behavioural explanations as they are the focal point of current research and find wide empirical support After defining equity home bias and related concepts in Chapter 2 the costs of equity home bias are discussed in Chapter 3 In Chapter 4 institutional explanations are considered Section 4 1 reviews briefly a number of older institutional explanations such as direct investment barriers transactions costs and taxes as they do not find much empirical support Section 4 2 explores in more detail an explanation based on information asymmetry as it may at least partially contribute to the solution of the home bias problem With the emergence and acceptance of behavioural finance new explanations based on irrationality of investors were advanced and are presented in Chapter 5 Section 5 1 explores optimistic expectations about domestic markets as one of the early behavioural explanations Section 5 2 deals with the competence hypothesis and creates a foundation for the

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