



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 Jensen 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

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Table of Contents Technical Analysis And Individual Investors

1. Understanding the eBook Technical Analysis And Individual Investors
 - The Rise of Digital Reading Technical Analysis And Individual Investors
 - Advantages of eBooks Over Traditional Books
2. Identifying Technical Analysis And Individual Investors
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Technical Analysis And Individual Investors
 - User-Friendly Interface
4. Exploring eBook Recommendations from Technical Analysis And Individual Investors
 - Personalized Recommendations
 - Technical Analysis And Individual Investors User Reviews and Ratings
 - Technical Analysis And Individual Investors and Bestseller Lists

5. Accessing Technical Analysis And Individual Investors Free and Paid eBooks
 - Technical Analysis And Individual Investors Public Domain eBooks
 - Technical Analysis And Individual Investors eBook Subscription Services
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 - Technical Analysis And Individual Investors Compatibility with Devices
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7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Technical Analysis And Individual Investors
 - Highlighting and Note-Taking Technical Analysis And Individual Investors
 - Interactive Elements Technical Analysis And Individual Investors
8. Staying Engaged with Technical Analysis And Individual Investors
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Technical Analysis And Individual Investors
9. Balancing eBooks and Physical Books Technical Analysis And Individual Investors
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Technical Analysis And Individual Investors
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Technical Analysis And Individual Investors
 - Setting Reading Goals Technical Analysis And Individual Investors
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Technical Analysis And Individual Investors
 - Fact-Checking eBook Content of Technical Analysis And Individual Investors
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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web È naturale chiedersi se sia possibile imparare a fiutare un vero affare immobiliare come si impara a conoscere il mercato e quali siano le strategie appropriate per imparare a saperlo dominare questa guida ti avvina al mondo immobiliare ed in particolare a come poter acquistare alle aste immobiliari