



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 Levey 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

**Kesra Nermend, Małgorzata
Łatuszyńska**



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

The Winning Investor's Guide to Making Money in Any Market Andrew Horowitz, 2025-09-23

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Portfolio Management in Practice, Volume 3 CFA Institute, 2020-11-11. Discover the latest essential resource on equity portfolio management for students and investment professionals. Part of the CFA Institute's three-volume Portfolio Management in Practice series, Equity Portfolio Management offers a fuller treatment of active versus passive equity investment strategies. This text outlines key topics in the portfolio management process with clear, concise language to serve as an accessible guide for students and current industry professionals. Building on content in the Investment Management and Equity Valuation volumes in the CFA Institute Investment Series, Equity Portfolio Management provides an in-depth technical examination of constructing and evaluating active equity methods. This volume explores an overview of passive versus active equity strategies, market efficiency, underpinnings of passive equity strategies, active equity strategies, and developing portfolios to reflect active strategies. Technical analysis as an additional consideration in executing active equity strategies. To further enhance your understanding of the tools and techniques covered here, don't forget to pick up the Portfolio Management in Practice Volume 3 Equity Portfolio Management Workbook. The workbook is the perfect companion resource containing Learning Outcomes Summary, Overview sections, and challenging practice questions that align chapter by chapter with the main text, Equity Portfolio Management, alongside the other Portfolio Management in Practice volumes. Distill the knowledge, skills, and abilities readers need to succeed in today's fast-paced financial world.

[The Investor's Guide to the Net](#) Paul B. Farrell, 1996-02-07. Your guide to the best online investing sites. Investor's Guide to the Net is your key to successful online investing. This hands-on

guide shows you where to steer yourself on the information superhighway by supplying Internet and Web addresses, screen captures and maps of major online investment sites. You will explore the growing number of investing options available to you through such popular services as Prodigy, America Online, AOL and CompuServe, plus bulletin boards, chat groups and much more. I thought I knew a lot about the Internet until I read Paul Farrell's excellent *Investor's Guide to the Net*. It teaches you how to become a profitable twenty-first century investor before the twentieth century ends. Bill Griffith, Anchor, CNBC TV and author of *10 Steps to Financial Prosperity*, an indispensable roadmap for the financial information highway. William J. O'Neil, Publisher, *Investor's Business Daily*, Investing on the Internet is revolutionizing Wall Street. Paul Farrell provides a thorough tour of the new landscape and shows you how to profit from this sea of change. Norman G. Fosback, Editor in Chief, *Mutual Funds Magazine*, *Investor's Guide to the Net* tells individual investors how to make use of the wonderful world of cyberspace without getting lost. Willard C. Rappleye, Vice Chairman, *Financial World Magazine*.

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

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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

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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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