

---

**A Study On The Influence Of Loss Aversion Among Day Traders In Stock Exchange****Jiss Jose<sup>1</sup> And Dr.Indhu Manish Kumar<sup>2</sup>**

<sup>1</sup>m.Phil. Research Scholar, Department Of Commerce And Management, Amrita Vishwa Vidyapeetham School Of Arts And Sciences, Kochi, India

<sup>2</sup>assistant Professor, Department Of Commerce And Management, Amrita Vishwa Vidyapeetham School Of Arts And Sciences, Kochi, India

**Article History:** Received: 11 January 2021; Revised: 12 February 2021; Accepted: 27 March 2021; Published online: 10 May 2021

---

**Abstract**

Investing In The Stock Market Could Demonstrate Both Profitable And Nonprofit To Investors. They Would Not Know When You're Going Make Enormous Profits Or Cause Massive Losses On Their Stock Market Investments. Stock Market Is Known For Its Volatility And Unpredictability, As Multiple Factors Have An Impact On Market Potential. For Such A Reason, Investors Have To Be Diligent In Observing The Market Trend While Committing Their Resources. In This Research, Aim To Examine The Existence Of Loss Aversion Among Day Traders. To Make This Study More Authentic Primary Data Is Collected From The Day Traders In Stock Market. Study, It Concluded That The Loss Aversion Is Not Influence Day Today Investment Decision Of The Day Trader.

---

**Key Words:** Lossavresion, Investment Decision

---

**Introduction**

Historical Stock Market Returns Could Provide Sensible Way For You To Invest In The Stock Market. And Seeing How Much Uncertainty And What Expected Returns They Might Foresee. Three Months After The Steepest Selloff In History, India Will Have Turned Into The Biggest Stock Market In The World. Over The Previous Month, The Nifty Baseline Had Also Attained 36 Percent, The Highest In The World's Leading Metrics So According Bloomberg's Results. During The Last Three Months, India's Total Market Capitalization Has Increased From \$530 Billion To \$1.8 Trillion. With Such A Strong Revival, The Morgan Stanley Capital India Indicator Had Also Outstripped The Morgan Stanley Capital Em Indicator By 5% In The Last Three Months. Evaluation Of Equity Markets Of Developing Economies In Absolute Dollars. Compared To \$2.122.20 Trillion Post Lockdown Level, India's Market Cap Is Still 15 Points Lower. Since Disposal, In The Last Three Months, International Fund Managers Have Spent Approximately 44,500 Crore In Indian Securities. Global Fund Managers Had Already Invested A Total 44,500 Core In Indian Securities Over The Last 90 Days Since Before The Discharge Of Record Rs 62,000 Crore Prices Of Shares In March. According To Nsdl Numbers, They Purchased Investment Worth Rs 22,194 Crore In June Alone. Volatility Is The Percentage Of Rising Prices And Its Intensity. It Analyses Whether Dramatically They Swing And Just How Much Higher Or Lower They Shift. These Can Be Costs With Something At Everything. The Stock Market Leads Investors To High Volatility Levels. This Means The Market Gets Higher Sometimes But The Market Is Going Off Sometimes. Investors Do Not Mind Volatility To The Upside, But Wealth Can Be Harmed By Downward Volatility.It Is Also Believed That Individuals Can They Often Treat Themselves In A Reasonable Manner, But The Fact Is That They Sometimes Do Not. Irrational Conduct It Is Generally Understood That The Financial Output Of An Investor Suffers. This Article Will Emphasize The Influence Of Loss Aversion Among Day Traders In Stock Exchange

Loss Aversion Is A Phenomenon Applied In Behavioral Finance Whereby Investors Are So Terrified Of Losses That They Insist On Striving To Avoid More Than The Profits Away From A Loss. Those Who Witness Losses Are Quite Prone To Become Susceptible To Loss Aversion, Loss Aversion Sufficient Interpretation Associated With The Theory Of The Prospect And Expressed In The Statement 'Loss Aversion'(Nathen Novemsky Anddaniel Kahnemen, 2005) This Same Fundamental Principle Explain That, It Can Indeed Be Demonstrated Whether Penalty Frameworks Are

---

Sometimes More Successful In Influencing Followers Than Rewards Frameworks And Advancements In Policies Have Also Been Enforced. (Gaechter 2009) Loss's Aversion To The Two-Pronged Idea Of Investors First Of All Meant To Become A 'Loss' Reluctance, It Reflects An Investor Who Is Significantly More Sensitive To The Loss Of Income Than Gains. "The Name Of This" Myopic Loss Aversion "Mixture"(Shalom Benartiz, And Richard H Thaler 1997). A Loss Aversion Index That Specifically Dilutes The Degree Of Risk In Three Different Elements, The Basic Effectiveness, The Possibility Of Going To Weigh And The Resistant Loss. (Veronikakaobbrling, Peter P Wakke1995)

Current Study Focus On The Influence Of Loss Aversion Day Traders In The Stock Exchange. "The Symmetry Firm Stock Level Returns In Two Economics "One Which Investors Are Loss Averse Over The Movement Of Their Stocks Portfolios And They Are Going To Lose The Opposite Of The Oscillation Of The Individual Investor They Own. (Nicholas Barberies And Ming Huang2002).The Appropriate Financial Plan For Loss-Averse Investors, Maintaining A Full Market And General Processes For Loss-Averse Asset-Price Investors Follows A Selective Portfolio Insurance Policy (Arjan B Berkelqar And Roy Kouwenberg 2004)human Psychology To Threatening Less Selectable Activities And Lost Opportunity To Hazardous Preference Tasks Are Massively Crucial And Clearly Connected, And Loss Aversion Increasing Age, Revenue, And Prosperity From Both Instructive Operations, And Falls In To The Literacy. (Simon Gaechter And Eric J Johnson And Andreas Herrmann2004). Loss Aversion The Powerful Tool For Forecasting Error And Uneven Effect Of Gains And Losses Had Been More An Attribute Of Affective Predictions Than An Advantage Of Affective State. . (Erin Driver-Linn And Timothy D. Wilson And Deborah A. Kermer And 2006).

### **Statement Of The Problem**

Investing In The Stock Market, The Feeling That One Can Endure Losses Is Sometimes Even Greater Than One Feels Enjoying High Incentives. Numerous Studies Have Shown That People Appear To Recall The Negative Emotions Of Losing Money From Investing In The Stock Market Better Than The Optimistic Ones Associated With Profit Making. So, You Should Be Very Careful About How To Make An Investment Decision, So That Your Money Is Not Wasted. Investors Enter Easily Into The Ill Thoughts Inability To Retain Money In This Study Try To Analyze Presence Of Loss Aversion Among Day Traders In Investment Decision And Attempt Analyze Method They Are Used For To Overcome Loss Aversion In The Day To Day Investment Decision.

### **Scope Of The Study**

The Stock Market Can Help Investors Make A Fortune, But Without Understanding The Nitty-Gritty Of The Market, People Will Lose All Your Money If You Are Reluctant To Invest Arbitrarily. An Alternative Could Be To Start Investing In The Stock Market If You Are Aware Of Investments Which Would Combat Inflation Yet Still Give You Better Returns. When Fully Understood, The Stock Market. Once Properly Understood, The Stock Market Can Help Investors Make A Lot Of Money, But If You're Eager To Invest Blindly Without Realizing The Nitty/Gritty Of The Market, People Can Also Lose All Your Money. The Sole Goal Of This Work Is To Evaluate The Effects Of Avoiding Losses On Investment Decisions Based On Day Traders And Demographic Factors Affected By Loss Aversion. The Current Study Describes The Tactic Used By Day Traders To Handle Loss Aversion And Financial Greed.

### **Review Of Literature**

.A Critical Aspect In The Research Study Is The Literature Review And It Has Been Carried Out To Identify The Recent Studies Undertaken In The Same Paper. A Brief Introduction Of The Literature Applicable To This Study Is Given. A Lot Of Literature Has Also Been Evaluated For This Study Through Books, Journals, Magazines, Newspapers, Etc., And Some Of The Literature Reviewed Is Mentioned Below:

Juan Luis Nicolau, Ricardo Sellers (2019) "The Bundling Strategy: The One-Click Effect On Loss Aversion" As In Context Of Value Vulnerability As Well As Utility Plugging, The Objective Of This Investigator Is To Distinguish

The Various Peaks Of Risk Tolerance. The Aim Of This Research Is To Define Varying Levels Of Aversion To Losses And In Sense Of Terms Of Resource Allocation And Consolidation Of Services. Peter Sokol-Hessner, Robb B. Rutledge (2018) "The Psychological And Neural Basis Of Loss Aversion" Suggest A Framework Cognitive And Algorithmic Model That Facilitates Vasoconstrictive To Fear And Greed And Helps To Identify A Significant Function Besides Endorphins In Threat. Study Suggests That Risk Tolerance Is Necessarily Related To A Testing Scenarios As Well As Elements Of A Conscious Awareness With Noticed Total Returns, And Not To Their Long-Term Psychological Consequences, Outlining This Same Vastly Overestimated.

.Peter Sokol-Hessner, Sandra F. Lackovic, Russell H. Tobe, Colin F. Camerer, Bennett L. Leventhal, Elizabeth A. Phelps " (2015) Determinants Of Propranolol's Selective Effect On Loss Aversion" Quantitative Simulations Have Been Used To Isolate And Measure A Significant Contribution Of Risk Avoidance, Risk Level, As Well As Confidence Preference To Impulsive Decision. Propranolol Specifically Decreased Regret Aversion In Background And Dependent Direction And Did Not Affect The Perception Of Risk Or The Quality Of Preference. Such Results Provide Strong Evidence Of A Clear, Modulatory And Even The Positive Association Between Both The Detailed Dimensions With Rhetoric As Well As The Dangerous Judgment Procedure. Corina Paraschiv, Olivier L'haridon (2008) "Loss Aversion: Origin, Components And Marketing Implications" Based On The Results, The Proposed Distinction Should Be Made Between The Four Components Of Fear And Greed, Behavioural, Beneficial And Normative Commitment Also The Recognition Of Cultural Character Traits, Perceived Value And Also Transfer Circumstances As Three Main Categories Of Risk Aversion Regulators. This Study Sets Out Effective Strategies For Marketers With A Focus On Customer Loss Sensitivity. Sabrina M. Tom, Craig R. Fox, Christopher Trepel, Russell A. Poldrack (2007) "The Neural Basis Of Loss Aversion In Decision-Making Under Risk". People Usually Show A Significant Vulnerability To Losses As Compared To Corresponding Improvements In Strategic Decisions. This Study Explored The Neural Associations Of Loss Aversion When Individuals Determined Whether To Revoke Gambling, Which Provided A Half Chance Of Gambling Or Incurring Losses. Nathan Novemsky, Daniel Kahneman (2005) "The Boundaries Of Loss Aversion" The Main Concept Is That The Exchange Of Goods "As Planned" Does Not Express Aversion To Losses. The Authors Note That, Consistent With Prospect Theory, Loss Aversion Offers A Total Risk Aversion To Risk With An Equal Chance Of Winning Or Losing. The Researchers Believe That Money Sacrificed Throughout Exchanges Was N't Towards To Aversion To Gains. Veronika Köbberling, Peter P. Wakke (2005) "An Index Of Loss Aversion" Risk Prevention, As Is Usually Seen, Is Caused By Aversion To Loss. Throughout This Paper, The Risk Attitude Is Explicitly Broken Down Into Three Different Phases: Fundamental Benefit, Probabilistic Variance, And Overconfidence Bias. Shlomo Benartzi, Richard H. Thaler "Myopic Loss Aversion And The Equity Premium Puzzle" (1995) researcher's Theory Is Based On Two Behavioral Principles. Next, Investors Are Known As "Loss Averse," That Suggests That They Are Obviously More Prone To Setbacks Than To Revenue. Long-Term Investors Are Also Expected To Evaluate Their Portfolios. This Mixture Is Called "Myopic Loss Aversion. " Amos Tversky, Daniel Kahneman (1991) "Loss Aversion In Riskless Choice: A Reference-Dependent Model" The Investigator Depends Upon Its Concept That Losses And Drawbacks Have A Stronger Effect On Perceptions Than Benefits And Advantages. Consequences Of Loss Aversion To Economic Behavior Are Considered.

### Objectives Of The Study

1. Evaluate If The Loss Aversion Influences The Investment Decisions Of Day Traders
2. To Study Demographic Factors Influence The Loss Aversion Among The Day Traders

### Hypothesis

1. Loss Aversion Significantly Influence On Investment Decision Of Day Traders
2. Years Of Experience Has Significant Influence On Loss Aversion Of Day Traders
3. Level Of Income Has Significant Influence On Loss Aversion Of Day Traders
4. Education Qualification Has Significant Influence On Loss Aversion Of Day Traders
5. Frequency Of Invest. Has Significant Influence On Loss Aversion Of Day Traders

**Research Methodology**

The Present Work Focuses On Analytical Research Design And It Has The Prime Goal Of Investigating The Effect Of Loss Aversion Among Stock Exchange Traders, And A Significant Amount Of Data And Information Has Also Been Collected Both From Primary And Secondary Sources In Necessary To Undertake Out The Current Analysis In A Substantial Manner. Relevant Information Has Been Collected Though The Questionnaires, Telephone Interviews And Online Websites, And A Compilation Of Available Literature Reviews In The Form Of Books, Journals, Magazines And Studies, Published And Unpublished Papers. The Existing Research Population Is The Day Traders On The Stock Exchange. This Research Takes Into Account The Selection Of 110 Day Trading Executives As Survey Respondents. For Selecting The Sample Response, A Convenient Random Sampling Technique Is Used. Regression Analysis And One Way Anova Was Adopted For The Analysis In Order To Establish The Substantial Difference In All Dimensions Of Loss Aversion Factors And Demographic Parameters Of Respondents.

**Analysis And Interpretation Of Data**

**Testing Of Hypothesis (H 1)**

H1.Loss Aversion Significantly Influence On Investment Decision Of Day Traders

H0. Loss Aversion Is Not Significantly Influence On Investment Decision Of Day Traders

**Dependence Of Loss Aversion In Investment Decision**

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error Of The Estimate
1	.103 <sup>a</sup>	0.011	0.001	0.68723

A. Predictors: (Constant), Loss Aversion

The Table Demonstrates That The Correlation Coefficient Between The Variable Investment Decision And Loss Aversion. The Coefficient Of Correlation As 0.103 And R<sup>2</sup>as 0.011 Indicates That There Is Very A Little Correlation Between These Two Variables And Very Low R<sup>2</sup> Value Indicates That 1.1percent Of The Change In Loss Aversion Is Being Influenced By Investment Decision.

Anova <sup>a</sup>						
Model		Sum Of Squares	Df	Mean Square	F	Sig.
1	Regression	0.543	1	0.543	1.150	.286 <sup>b</sup>
	Residual	51.007	108	0.472		
	Total	51.551	109			

The Significance Value Is More Than The Criterion Value Of 0.05 States That Even Though There Is A Very Low R<sup>2</sup> Value Of .0.011, Loss Aversion Is Not Significantly Influence On Investment Decision Of Day Traders

Coefficients						
Model				Standardized Coefficients	T	Sig.
				Beta		
1	(Constant)	3.072	0.485		6.330	0.000
	Loss Aversion	-0.144	0.134	-0.103	-1.072	0.286

. Dependent Variable: Investment Decision

The Value Of Regression Coefficient For Loss Aversion Bias Is 0.286 Which Isn't Really Substantial At P Value More Than 0.05.

**Testing Of Hypothesis (H 2)**

H1. Experience Has Significant Influence On Loss Aversion Of Day Traders

H0. Experience Has No Significant Influence On Loss Aversion Of Day Traders

**Anova- Loss Aversion And Years Of Experience**

Anova					
Loss Aversion					
	Sum Of Squares	Df	Mean Square	F	Sig.
Between Groups	0.886	4	0.222	0.917	0.457
Within Groups	25.364	105	0.242		
Total	26.250	109			

From The Table It Is Clear That Years Of Experience Of The Day Traders Has No Significant Influence On Loss Aversion. The P-Value Of Years Of Experience Is 0.457 That Would Have Been More Than 0.05. The Testable Hypothesis Has Been Rejected. There Is Still No Significant Difference Among Loss Aversion Traders Based On Their Years Of Experience

**Testing Of Hypothesis (H 3)**

H1. Level Of Income Has Significant Influence On Loss Aversion Of Day Traders

H0. Level Of Income Has No Significant Influence On Loss Aversion Of Day Traders

Anova					
Loss Aversion					
	Sum Of Squares	Df	Mean Square	F	Sig.

Between Groups	0.568	4	0.142	0.580	0.678
Within Groups	25.223	105	0.245		
Total	25.791	109			

**Anova- Loss Aversion And Income**

From The Table It Is Clear That There Is No Significant Difference Between Traders On Loss Aversion Based On Their Level Of Income. The P-Value Of Annual Income Is 0.678 That Was More Than 0.05. The Null Hypothesis Was Rejected. There Has Been No Considerable Impact Between These Loss Aversion Traders On The Basis Of Their Level Of Income

**Testing Of Hypothesis (H 4)**

H1 Qualification Has Significant Influence On Loss Aversion Of Day Traders

H0. Qualification Has No Significant Influence On Loss Aversion Of Day Traders

**Anova- Loss Aversion And Education Level**

<b>Anova</b>					
Loss Aversion					
	<b>Sum Squares</b>	<b>Of Df</b>	<b>Mean Square</b>	<b>F</b>	<b>Sig.</b>
Between Groups	0.979	4	0.245	1.017	0.402
Within Groups	25.270	105	0.241		
Total	26.250	109			

From The Table It Is Clear That There Is No Significant Difference Between Traders On Loss Aversion Based On Their Education Qualification. The P-Value Of Education Level Is 0.402

It Will Be More Than 0.05. The Same Alternative Hypothesis Is Rejected And The Null Hypotheses Is Perhaps Accepted. There Would Be No Substantial Effect Between Loss Aversion Traders Based On Their Educational Qualifications.

**Testing Of Hypothesis (H 5)**

H1. Frequency Of Invest Has Significant Influence On Loss Aversion Of Day Traders

H0 Frequency Of Invest Has No Significant Influence On Loss Aversion Of Day Traders

**Anova- Loss Aversion And Frequency Of Investment**

<b>Anova</b>	
Loss Aversion	

	Sum Of Squares	Df	Mean Square	F	Sig.
Between Groups	2.300	4	0.575	2.521	0.045
Within Groups	23.949	105	0.228		
Total	26.250	109			

From The Table It Is Clear That There Is Significant Difference Between Traders On Loss Aversion Based On Their Frequency Of Investment. The P-Value Of Education Level Is 0.045 That's Less Than 0.05. The Alternative Hypothesis Is Accept. There May Be A Clear Difference Between Loss Aversion Traders Based On How Often They Invest.

**Discussion**

Our Study Could Be Seen As A Continuation Of This Line Of Analysis.Loss Aversion Does Not Have Amajor Impact On The Investment Decisions Of Day Traders. Day Traders Are Not Lossaverse To Daytoday Investment Decisions On The Stock Market. If Investors Are Still Not Afraid Of Losses, The Emphasis Is On Trying To Make More Gains Than Losses. In Day Trading, A Trader Purchases And Started Selling A Financial Asset Within The Same Trading Day, So That All Transactions Were Also Closed Even Before Auction Ends Mostly On Trading Day To Eliminate Uneconomic Difficulties But Rather Unfavorable Price Shortfalls Between Both The Value At The End With One Day And The Open Price Of The Next.The Intention Of Day Trading Is To Extract Gains From Of The Market Action Of The Underlying Financial Asset Within The Shortest Possible Time. This Is Often Done While Using The Margin

Sl.No	Hypotheses	Name Of The Test	Accepted/Rejected
1	Loss Aversion Significantly Influence On Investment Decision Of Day Traders	Regression	Rejected
2	Years Of Experience Has Significant Influence On Loss Aversion Of Day Traders	One Way Anova	Rejected
3	Level Of Income Has Significant Influence On Loss Aversion Of Day Traders	One-Way Anova	Rejected
4	Education Qualification Has Significant Influence On Loss Aversion Of Day Traders	One Way Anova	Rejected
5.	Frequency Of Invest Has Significant Influence On Loss Aversion Of Day Traders	One Way Anova	Accepted

**Conclusion**

In This Paper We Investigated Influence Of Loss Aversion Among The Day Traders Investment Decision. Study, It Concluded That The Loss Aversion Is Not Influence Day Today Investment Decision Of The Day Traders. Loss Aversion Is Not Significantly Influence On Investment Decision Of Day Traders. Demographical Variable Like Experience, Income, Education May Not Influence Loss Aversion .There Is No Significant Difference Between Traders On Loss Aversion Based On Their Education Qualification, Experience And Income. Work Experience In The Stock Market Will Help The Day Traders To Decide If The Role Or Industry Is Somewhere You See Yourself In

---

The Future, It Will Help To Manage Loss Aversion Effectively. But There Is Significant Difference Between Traders On Loss Aversion Based On How Frequent They Invest.

**References**

1. Nathan Novemsky, Daniel Kahneman (2005) "The Boundaries Of Loss Aversion" : 42 ( 2), : 119-12
2. Shlomo Benartzi, Richard H. Thaler "Myopic Loss Aversion And The Equity Premium Puzzle 110(1):73-92
3. Veronika Köbberling, Peter P.Wakke (2005) "An Index Of Loss Aversion Risk Avoidance122(1):119-131
4. Nicholas Barberberries And Ming Huang2002 "Mental Accounting, Loss Aversion, And Individual Stock Returns"56(4): 1247-1292
5. Arjan B. Berkelaar, Roy Kouwenberg And Thierry Post (2004)"Optimal Portfolio Choice Under Loss Aversion".86(4):973-987
6. Gachter, Simon And Johnson, Eric J. And Herrmann, Andreas, Individual-Level Loss Aversion In Riskless And Risky Choices (July 2007). 2961: 11-19
7. Deborah A. Kermer And Erin Driver-Linn And Timothy D. Wilson 2006.17(8):649-653
8. Juan Luis Nicolau, Ricardo Sellers (2019) "The Bundling Strategy: The One-Click Effect On Loss Aversion 44(4): 704-712
9. Peter Sokol-Hessner, Robb B. Rutledge (2018)"The Psychological And Neural Basis Of Loss Aversion" 28(1): 20-27
10. Peter Sokol-Hessner, Sandra F. Lackovic, Russell H. Tobe, Colin F. Camerer, Bennett L. Leventhal, Elizabeth A. Phelps "(2015) Determinants Of Propranolol's Selective Effect On Loss Aversion" 26(7):1123-30.
11. Corina Paraschiv, Olivier L'haridon( 2008) "Loss Aversion: Origin, Components And Marketing Implications" 23 ( 2), : 67-82
12. Sabrina M. Tom, Craig R. Fox, Christopher Trepel, Russell A. Poldrack (2007) "The Neural Basis Of Loss Aversion In Decision-Making Under Risk 315,( 5811) :515-518
13. Amos Tversky, Daniel Kahneman (1991) "Loss Aversion In Riskless Choice 106( 4), 1039-1061