

**DETERMINANTS OF PORTFOLIO INVESTMENT BEHAVIOR  
OF INDIVIDUALS IN THE GAMPAHA DISTRICT**



By

**K.D.S.M. SENARATHNE**

**EU/IS/2015/COM 58**

**COM 1938**



Project Report  
Library - EUSL

A project report

Submitted to the Faculty of Commerce and Management, Eastern University,  
Sri Lanka as a partial fulfilment of the requirement of the Degree of Bachelor of  
Commerce Honors in Accounting and Finance

[BComHons (Accounting and Finance)]

Department of commerce

Faculty of commerce and management

Eastern University, Sri Lanka

2020

PROCESSED  
MAIN LIBRARY, EUSL

## **Abstract**

The objective of this study is to examine the Determinants of Portfolio Investment Behavior of Individuals in the Gampaha District. The study accompanies by a Quantitative research approach. A structured questionnaire was used as the method of data collection and the questionnaire consists of four parts as demographic, economic, psychological, and investment behavior information of the respondent and investment behavior information.

The questionnaire included 22 questions with nominal scaled; five-point Likert scaled ranging from strongly disagree to strongly agree. Investment behavior with respect to independent variables was made up of using 120 respondents. The convenience sampling technique is used as a sampling method. It has been considered the Gampaha district as a research area. Collected data were analyzed using SPSS 22.0 analysis. The data were analyzed using descriptive statistics, and multinomial logistic regression analysis.

The results from the study reveal that the determinants of portfolio investment behavior of individuals. Furthermore how the demographic variables, economic variables, and psychological variables affect the portfolio investment behavior of individuals. Hence, it is recommended that the government and concerned investment organization should restructure their investment type programs to different educational and income groups of people.

**Keywords:** Demographic variables, Economic variables, Psychological variables, portfolio investment behavior, individual investors, multinomial logistic regression

# Table of Contents

Acknowledgement .....	i
Abstract .....	ii
List of tables .....	viii
List of Figures .....	x
Abbreviations .....	xi
CHAPTER ONE .....	1
INTRODUCTION.....	1
1.1 Background of the Study .....	1
1.2 Problem Statement.....	6
1.3 Research Questions.....	7
1.4 Objectives of the Study.....	7
1.5 Scope of the Study .....	7
1.6 Significance of the Study.....	8
CHAPTER 2.....	10
LITERATURE REVIEW.....	10
2.1 Introduction.....	10
2.2 Theoretical Framework.....	10
2.2.1 Investment.....	10
2.2.1.1 Direct and Indirect Investing.....	11
2.2.1.2 Investor .....	11
2.2.3 Investment Decisions .....	12
2.2.4 Investment Patterns .....	13
2.2.5 Investment Behavior .....	14
2.2.6 Considering Factors When Investing.....	14
2.2.6.1. Investment Capital .....	15
2.2.6.2 Individual Risk Appetite .....	15
2.2.6.3 Risk vs Reward .....	15
2.2.6.4 Investment Horizon.....	16
2.2.7 Investment Portfolio.....	17
2.2.7.1 Making Portfolio Choices .....	18
2.2.7.2 Construct Investment Portfolio .....	19

2.2.7.3 Considering Portfolio Size.....	20
2.2.8 Asset Allocation.....	21
2.3 Empirical Framework.....	22
2.3.1 Factors Influencing Investment Behavior.....	22
2.3.1.1 Demographic Factors Influencing Investment Behavior.....	23
2.3.1.2 Economic Variables Related To Investment Behavior.....	25
2.2.1.3 Psychological Variables Related To Investment Behavior.....	27
2.2.2 Risk Tolerance.....	29
2.4 Summary.....	32
CHAPTER 3.....	33
CONCEPTUALIZATION AND OPERATIONALIZATION.....	33
3.1 Introduction.....	33
3.2 Conceptual Framework.....	33
3.2.1 Conceptualization of variable.....	34
3.3 Development of Hypothesis.....	37
3.4 Operationalization.....	38
3.5 Chapter Summary.....	41
CHAPTER FOUR.....	42
METHODOLGY.....	42
4.1 Introduction.....	42
4.2 Study Setting, Design and Method of Survey.....	42
4.3 Study Population and Sampling.....	43
4.4 Methods of Data Collection and Measurement.....	44
4.4.1 Method of Measuring the Portfolio Investment behavior.....	44
4.4.2 Method of Measuring the Demographic Variables.....	46
4.4.3 Method of Measuring the Economic Variables.....	47
4.4.4 Method of Measuring the Psychological Variables.....	48
4.5 Methods of Data Analysis and Evaluation.....	49
4.5.1 Descriptive Analysis.....	49
4.5.1.1 Decision Rules and Method of Interpretations for Variables measured using Five Point Likert Scales.....	50
4.5.2 Multinomial Logistic Regression (MLR) Analysis.....	51
4.5.2.1 Multinomial Logistic Regression (MLR) procedure and statistics.....	54

4.5.2.2 Interpreting and Reporting the Output of a Multinomial Logistic Regression.....	58
4.6 Hypotheses Testing.....	62
4.7 Summary.....	64
CHAPTER 5.....	65
DATA PRESENTATION AND DATA ANALYSIS .....	65
5.1 Introduction.....	65
5.2 Presentation of Information on Demographic Factors.....	65
5.2.1. Demographic Variables.....	65
5.2.1.1 Age Level.....	65
5.2.1.2 Gender.....	66
5.2.1.3 Occupation .....	67
5.2.1.4 Marital Status .....	67
5.2.1.5 Education Level .....	68
5.2.1.6 Living Area .....	69
5.2.1.7 Ethnic Group.....	69
5.2.1.8 Religion.....	70
5.2.1.9 Family Size .....	71
5.2.2 Economic Variables .....	71
5.2.2.1 Monthly Income.....	72
5.2.2.2 Total Family Monthly Income .....	72
5.2.2.3 Saving Level .....	73
5.2.2.4 Consumption Level.....	74
5.2.2.5 Cash and Cash Equivalents.....	74
5.2.3 Psychological Factors .....	75
5.2.3.1 Financial Literacy .....	75
5.2.3.2 Risk Tolerance .....	76
5.2.3.3 Objectives .....	77
5.2.3.4 Consultancy Behavior.....	77
5.2.3.5 Herd Behavior.....	78
5.2.3.6 Return Preference.....	79
5.2.3.7 Risk Attitude .....	79
5.2.3.4 Data Presentation of Psychological Variables .....	80

5.2.4 Portfolio Investment Behavior of Individuals.....	80
5.2.4.1 Sample Distribution of Portfolio Investment Choices .....	81
5.2.4.2 Sample Distribution of the Number of Portfolio Investment Sizes	83
5.2.4.3 Sample Distribution of the Values of the Portfolio Investments ....	84
5.3 Reliability Analysis .....	85
5.4 Multinomial Logistic Regression Analysis .....	85
5.4.1 Analysis of Influence of Demographic Variables on Portfolio Investment Choice .....	85
5.4.2 Analysis of Influence of Demographic Variables on Portfolio Investment Size.....	88
5.4.3 Analysis of Influence of Demographic Variables on Portfolio Investment Value .....	90
5.4.4 Analysis of Influence of Economic Variables on Portfolio Investment Choice .....	92
5.4.5 Analysis of Influence of Economic Variables on Portfolio Investment Size.....	94
5.4.6 Analysis of Influence of Economic Variables on Portfolio Investment Value .....	95
5.4.7 Analysis of Influence of Psychological Variables on Portfolio Investment Choice .....	97
5.4.8 Analysis of Influence of Psychological Variables on Portfolio Investment Size.....	99
5.4.8 Analysis of Influence of Psychological Variables on Portfolio Investment Value .....	101
5.5 Hypotheses Testing.....	103
5.6 Summary.....	109
DISCUSSION .....	110
6.1 Introduction.....	110
6.2 Discussions on the Influence of Demographic Variables on Portfolio Choices .....	110
6.3 Discussions on the Influence of Demographic Variables on Portfolio Sizes .....	111
6.4 Discussions on the Influence of Demographic Variables on Portfolio Values .....	112
6.5 Discussions on the Influence of Economic Variables on Portfolio Choices	112
6.6 Discussions on the Influence of Economic Variables on Portfolio Sizes....	113

6.7 Discussions on the Influence of Economic Variables on Portfolio Values .	114
6.8 Discussions on the Influence of Psychological Variables on Portfolio Choices .....	115
6.9 Discussions on the Influence of Psychological Variables on Portfolio Sizes .....	115
6.10 Discussions of the Influence of Psychological Variables on Portfolio Values .....	116
6.11 Summary.....	118
CHAPTER 7.....	119
CONCLUSION AND RECOMMENDATION .....	119
7. 1 Introduction.....	119
7.2 Conclusion.....	119
7.2.1. The impact of demographic variables on Portfolio Investment choice, size and value of individuals in the Gampaha District.....	119
7.2.2. The impact of economic variables on Portfolio Investment choice, size and value of Individuals in the Gampaha District.....	119
7.2.3. The impact of psychological variables Portfolio Investment choice, size and value of Individuals in the Gampaha District.....	120
7.3 Recommendations.....	120
7.4 Limitations of the Study .....	121
7.5 Suggestion for Future Research.....	121
7.6 summary .....	122
References .....	123
APPENDIX 1 .....	134
APPENDIX 2 .....	142