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ii

CONTENTS

Sr. No.	TITLE & NAME OF THE AUTHOR (S)	Page No.
1.	A STUDY ON THE RISK CULTURE IN BANKING SECTOR	1
₽.	FRANK MTAKI & DR. B. GANESH	1
2.	INDIANISM AND INDIAN MANAGEMENT: A CONCEPTUAL STUDY	5
_ .	DR. RAVI.T.S	5
3.	RESEARCH IN INFORMATION TECHNOLOGY: BEHAVIORAL ECONOMICS	9
0.	DR. SOU. PARVATI BHAGWAN PATIL	5
4.	A STUDY ON THE INVESTORS PERCEPTION TOWARDS INVESTMENT IN STOCK MARKET IS	12
	LUCRATIVE	
	DR. P. RAMAN	
5.	INDIA EXPORTS TO LATIN AMERICA: A STUDY IN REFERENCE TO DOING BUSINESS WITH	17
	ARGENTINA	
	DR. JAYANT SONWALKAR & CHANDAN MAHESHKAR	
6.	A COMPARATIVE STUDY OF CUSTOMER'S PERCEPTIONS OF SERVICE QUALITY DIMENSIONS	22
	BETWEEN PUBLIC AND PRIVATE BANKS IN RAIPUR CITY (WITH SPECIAL REFERENCE TO SBI AND	
	ICICI)	
	DR. SALEEM AQUIL & NAZHAT TAHSEEN	
7.	ISLAMIC BANKING: INDIAN ECONOMIC DEVELOPMENT	27
	DR. SHAKIR SHAIK & DR. SAMEERA	
8.	IMPACT OF ECONOMIC RECESSION ON THE FINANCIAL PERFORMANCE OF SELECT PRIVATE	30
	SECTOR CEMENT COMPANIES IN TAMIL NADU	
	DR. V. MOHANRAJ & DR. N. DEEPA	
9 .	ROLE OF EMPLOYEE TRAINING IN CREATING A BEST PLACE TO WORK AND RETAIN THE BEST	33
	TALENT IN THE ORGANISATION	
	DR. J. K. RAJU & NAVEEN. G. NAIK	
10 .	AGRO BASED INDUSTRIES IN INDIA: GROWTH, STATUS AND PROSPECTUS	39
	DR. R. M. YALLATTI & A. K. JAYAPPANAVAR	
11.	A STUDY ON EXPORT PERFORMANCE OF LEATHER PRODUCTS IN INDIA	42
4.2	DR. A. MUTHUSAMY & S. KARPAGALAKSHMI FISCAL EXPANSION AND ECONOMIC GROWTH IN MANIPUR	45
12 .	HUIDROM IMOBI SINGH	45
10	THE IMPACT OF NON-PERFORMING LOANS ON NET INCOME OF JORDANIAN BANKING SECTOR	50
13 .	THROUGH 2003-2013	56
	DR. AHMAD SALEM ALKHAZALI	
14.	GLOBALIZATION: IS IT A HOLISTIC MODEL OF DEVELOPMENT?	62
14.	DR. SYED HASAN QAYED	02
15.	THE IMPACT OF INFLATION ON LIVING STANDARD OF HOUSEHOLDS IN HAWASSA CITY.	66
13.		00
	DR. P. NANDEESWARA RAO & TASSEW DUFERA TOLCHA	
16.	IMPACT OF MICROFINANCE BANKS ON POVERTY ALLEVIATION: THE CASE OF AHMADU BELLO	73
-0.	UNIVERSITY, MICROFINANCE BANK	
	AMINU Y. USMAN & DANRAKA, N. DARI	
17.	IMPORT DEMAND, CAPITAL INFLOWS AND DUTCH DISEASE IN GHANA: THE CASE OF FOREIGN	77
	DIRECT INVESTMENTS (FDIS)	
	MUSTAPHA IMMURANA, KWAKU BOATENG & DANIEL MALIK ACHALA	
18 .	PRIMARY EDUCATION IN ANDHRA PRADESH: A CASE STUDY OF GUNTUR DISTRICT	86
-	A.J. BHAGYA LATHA & DR. SHAIK AMEER	
19.	A COMPARATIVE EVALUATION OF PRIVATE SECTOR BANKS LENDING IN INDIA	95
	SOMESHWAR PRIYA D.	
20 .	HISTORY OF TOURISM IN HIMACHAL PRADESH	99
	VINAY NEGI	
	REQUEST FOR FEEDBACK & DISCLAIMER	102

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iii

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A STUDY ON THE INVESTORS PERCEPTION TOWARDS INVESTMENT IN STOCK MARKET IS LUCRATIVE

DR. P. RAMAN PROFESSOR DEPARTMENT OF MANAGEMENT STUDIES PANIMALAR ENGINEERING COLLEGE POONAMALLEE

ABSTRACT

The topic of the study is about investors perception towards investment in stock market is profitable, the aim of the study is to find out the investors perception towards investment in marketable securities, to study the investors preference on investing through various investment alternatives, the study is to analyse the importance of investments and to determined the investors according to the feedback from the investors. The entire study was conducted in and around Chennai who were in the platform of investment in stock markets. The investors in the shares are the major respondents in the study. Investment is very difficult task for investors because it has lot of predictions to make on variables in the market. Investment is not a normal man business because it includes disciplines like mathematics, statistics, accounts, economics and behavioral science. In India, the growth of stock market is realized in greater part these days and investments is one alternative to make money. The data were collected from various investors through questionnaires. The descriptive method of research has undertaken for the study. The collected ata had been analyzed by applying statistical tools such as factor analysis, discriminate analysis, Correlation, ANOVA, weighted average etc. The paper provides an insight of retail investor's belief and perception with respect to stock invests. Findings, suggestions, and conclusion are given based on the values observed from the study.

KEYWORDS

investors opinion towards stock invests, preference and risk appetite of investors.

1. INTRODUCTION

n individual who commits money to investment products with the expectation of financial returns, generally, the primary concern of an investor is to minimize risk while maximizing return, as opposed to a speculator, who is willing to accept a higher level of risk in the hopes of collecting higher-than-average profits. An investor analyses a company, decides exactly what it is worth, and will not buy the stock unless it is trading at a substantial discount to its intrinsic value.

2. OBJECTIVES OF THE STUDY

- 1. To study the investors opinion about investment in stock markets
- 2. To know the investors preference towards investments
- 3. To analyse the importance of investment in capital markets
- 4. To evaluate the investors perception on investment in various category of investments
- 5. To suggest measures to improve the participants in investments based on the findings of the study.

3. SCOPE AND NEED FOR THE STUDY

This present study was developed based on the perception of the investors about investment in stock market. Investor's reaction to various internal changes like dividend announcements, mergers and acquisitions, buyback of shares and external changes like fraud/scam, political changes are analysed in the project which helps the company to know about the overall investor's sensitivity and the future market trend. This study analyses the level investor's dependency on brokerage firm for various information about the changes in the company and market. Brokerage firm needs to attract more investors for their development by providing proper service. The study helps to understand the speculative attitude of investors and also to guide the investors in a proper way to get high return from short period of time.

4. REVIEW OF LITERATURE

Joshi, M. C., & Chawla, D. (2015) in his Study about the Perception of Retail Investors' of Surat City about Factors affecting Primary Market Mechanism in India. The primary market is that part of the capital markets that deals with the issue of new securities. Companies, governments or public sector institutions can obtain funding through the sale of a new stock or bond issue. With the reforms of industrial policy, public sector, financial sector and the many developments in the Indian money market and capital market, primary market which has become an important gateway for the retail investors to make their investment, is also influenced by various factors. Hence, this study has made an attempt to find out the perception of retail investors about factors influencing Indian primary. This study is based on primary data collected through a well-designed structured questionnaire from 175 retail investors from Surat City. In this study it has been observed that the most important factors while investing in Primary Market according to Investors are Company's Goodwill, Current Financial Position of company, Corporate Profile, Government holding in company and Promoters stake in the company. While the least important factors are Size of the IPO Issued, Disclosure by market participants and Minimum Investment amount required. The study reveals that retail investor's opinion is similar on majority aspects relevant to IPOs. Saving ratio of investors is only demographic factor affecting perception of retail investors affecting primary market. SEBI is already alert about few issues immerging in primary market though few problems related to IPOs were unfolded during the study. Major problems out of the mentioned are Refund related Problems, Delay in allotment of shares and Lack of Transparency.

Bennet, Ebenezer and Selvam, M., Investors' Perception of the Factors Influencing the Stock Selection Decision (March 24, 2011) The globalization of financial markets has been increasing the size of the community of retail investors' over the past two decades by providing a wide variety of market and investment options. Hence, it makes their investment decisions process more complex. The market conditions can be influenced by both fundamental factors of the company and external factors such as social, political, economic, regulatory, technological, environmental and legal (SPERTEL) that have an influence on the values of equity shares. The main objective of the study is to analyze the investors' perception of Social, Political, Economical, Regulatory, Technological, Environmental and Legal (SPERTEL) risks on the value of equity shares in the market. It is to be noted that except for the social factors between married and unmarried investors, political, regulatory and legal factors for age and occupation, all other factors seemed to be insignificant.

Singh R. P Jain, et.al, (2015), Perception of Retail Investors on Web Reporting by Stock Exchanges-Comparison of NSE and BSE Websites. Stock exchange is the barometer of financial markets in any country. The stock exchanges act as an institute for resource mobilization for companies and implement the policy agenda of the government through mandatory disclosures. The website is the apparent face of the stock exchanges through which they communicate with the investors, analyst and researchers. Website has become the new mode of communication between stock exchanges and shareholder/retail investors. The internet revolution and electronic dissemination of corporate information has dramatically increased the role of stock exchange and their websites multifold. Purpose of this research is to assess the perception of various retail investors on informational adequacy, usefulness and user friendliness of web reporting. A questionnaire has been

VOLUME NO. 5 (2015), ISSUE NO. 12 (DECEMBER)

administered on 101 respondents and Factor analysis has been applied on it. Factor analysis study summarised three factors which describe perception of retail investors about web reporting practices by stock exchanges. The paper provides on

Sharma, Dr. Preeti and Rao, D. N., A Study of Risk Orientation of Retail Investors in Indian Mutual Fund Industry with Special Reference to Rajasthan, India (July 18, 2014). In order to achieve the objective of developing an understanding about retail investor's risk orientation, and knowledge regarding the mutual funds a well structured questionnaire was designed. Responses of retail investors and were collected through filled questionnaire with pre-explained objectives of research. The pre-structured questionnaires were distributed among those investors only who had prior experience of mutual fund investment. For this selective systematic sampling was taken for consideration. For reliability of questionnaire 524 individual investors were selected from six cities of Rajasthan namely Ajmer Jaipur Udaipur, Jodhpur, Bikaner and Kota. Main focus of questionnaire was to obtain responses of retail investors regarding how they evaluate mutual funds services in terms of risk orientation, and knowledge on their investment. The main objective of this research is to examine whether the life cycle influences the Risk Orientation of retail investors Regarding Indian mutual fund industry with the help of Regression Analysis and Chi Square test and factor insight of retail shareholder's belief and perception with respect to website reporting by stock exchanges analysis. A study at aggregate level tested by chi-square test is also depicted.

5. RESEARCH METHODOLOGY

The methodology of the study is descriptive research it depends mainly on the primary data. The survey was conducted through questionnaire. The questionnaire was checked for reliability and validity. The questionnaire comprises both optional type and statement of likert's 5-point scale. The responses of these sections are obtained from the investors in the 5-point scale, which ranges as follows. 5- Strongly agree 4- agree, 3 –neutral 2-Disagree 1- strongly disagree and 5- Excellent 4- good, 3 – average 2-poor 1-very poor.

The researcher used simple random sampling for conducting the survey. The sample size of the study undertaken by the researcher was 100 investors. The survey was conducted in and around Chennai only.

TOOLS USED FOR ANALYSIS

The primary data collected from the investors are analysed by using the following statistical tools. Factor analysis, discriminate analysis, correlation, ANOVA, chisquare test, and weighted average.

6. LIMITATIONS OF THE STUDY

The research of the study has some limitations.

- 1. The study was based on a sample survey of only 100 respondents and was limited to Chennai city only. Hence the results obtained cannot be generalized for the total universe.
- 2. Shortage of time was another limiting factor for conducting the survey in the other geographical area.
- 3. False response or biased answers given by the respondents may affect the quality of the results obtained.
- 4. Lack of interest disposed by a few respondents leading to unauthentic response.

7. DATA ANALYSIS AND INTERPRETATION

TABLE NO. 1: DEMOGRAPHIC PROFILE

Gender	No of respondents	Percentage
Male	60	60
Female	40	40
Total	100	100
Age Group (in Yrs.)		
Less than 25	10	10
20-30	15	15
31-35	30	30
36-40	25	25
Above 40	20	20
Total	100	100
Education qualification		
School level	19	19
Under graduation	26	26
Post graduation	25	25
Professional	22	22
Others	8	8
Total	100	100
Occupation		
Business	20	20
Salaried	22	22
Professional	10	10
Retired	25	25
Home maker	8	8
Others	15	15
Total	100	100
Household income (Rs. pm)		
Less than 10,000	6	6
10,000-20,000	24	24
20,001-30,000	18	18
30,001-40,000	22	22
Above 40,000	30	30
Total	100	100

It found that 60% of the respondents are male and 40% are female. Hence it is clear that the majority of the investors are male in Chennai. With respect to the age group of respondents most of the respondents belong to the age group between 31-35 years. It is analysed that most of the respondents are graduates. From the study in respect to occupation the majority of the investors are retired and salaried class that is 25& and 22% respectively. In is inferred from the study most of the investors household income over Rs. 40,000/- pm.

VOLUME NO. 5 (2015), ISSUE NO. 12 (DECEMBER)

TABLE NO. 2: OPINION ON INVESTMENT IN STOCK IS PROFITABLE

14

E NO. 2: OPINION ON INVESTMENT IN STOCK IS PROFI						
Opinion	No of respondents	Percentage				
Very much	22	22				
Somewhat	35	35				
Very low	28	28				
No comments	15	15				
Total	100	100				

From the study towards the investors opinion on investment in stock is profitable, it is found that majority of the investors opine that the investment returns are somewhat good.

TABLE NO. 3: OPINION ON INVESTMENT IN STOCK MARKET IS RISKY

Opinion	No of respondents	Percentage
Very low	5	5
Low	8	8
Moderate	25	25
High	32	32
Very high	30	30
Total	100	100

From the study found that the majority of the investors view on the level of risk in investment in stock market is high and very high risk that is 32% and 30% respectively and only meager number (5) of respondents sad that investment in stock market is very low risk. It is inferred that the opinion on risk level expected by the investors were different from one another.

TABLE NO. 4: CATEGORY OF INVESTORS					
Category	No of respondents percentag				
Conservative	18	18			
Moderate	22	22			
Aggressive	60	60			
Total	100	100			

From the study it is found that the majority (60%) of the investors are aggressive. Hence it is inferred most of the investors in stock market were high risk taker.

TABLE NO. 5: BASIC PURPOSE BEHIND INVESTMENT					
Purpose	No of respondents	Percentage			
Returns	30	30			
Liquidity	30	30			
Tax benefits	0	0			
Capital appreciation	30	30			
Risk cover	10	10			
Total	100	100			

From the study it is found that most of investors' purposes behind the investments are returns 30%, liquidity 30% and capital appreciation30%, only few are interested in risk coverage 10% and none of the respondents interested to get tax benefits. Hence it is inferred that most of the investor's priority is to get good returns, liquidity and capital appreciation than to get tax benefit and risk cover.

TABLE NO. 6: OPINION ABOUT INVESTMENT DECISIONS					
Attributes	No of respondents	Percentage			
On your own	22	22			
With experts advice	12	12			
With investment advisers	28	28			
Corporate advisers	15	15			
With friends and relatives	23	23			
Total	100	100			

From the study, it is inferred that majority of the investors to take investment decision (28%) with investment advisors followed by friends & relatives (23%) and on their own decision (22%).

TABLE NO. 7: OPINION ON THE KNOWLEDGE ABOUT INVESTMENT ALTERNATIVES (Cross tabulation)

	Opinion				
Attributes		very high	moderate	very low	Total
Equity	Count	45	35	20	100
Equity	Expected Count	44.2	33.3	22.5	100.0
Debt	Count	50	30	20	100
Debt	Expected Count	44.2	33.3	22.5	100.0
MF	Count	20	30	50	100
IVIF	Expected Count	44.2	33.3	22.5	100.0
Insurance	Count	35	45	20	100
insurance	Expected Count	44.2	33.3	22.5	100.0
Real Estate	Count	65	25	10	100
RealEstate	Expected Count	44.2	33.3	22.5	100.0
Demosite	Count	50	35	15	100
Deposits	Expected Count	44.2	33.3	22.5	100.0
Total	Count	265	200	135	600
TULAI	Expected Count	265.0	200.0	135.0	600.0

Note: Chi-square value: 77; df: 10 ; Level of sig. 5%; Table value: 18.3

CHI-SQUARE TESTS

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	77.398*	10	.000
Likelihood Ratio	72.901	10	.000
Linear-by-Linear Association	6.651	1	.010
N of Valid Cases	600		

a. 0 cells (.0%) have expected count less than 5. The minimum expected count is 22.50.

From the above analysis, it is found that the chi-square value 77.39, p-value 0.00 are statistically significant at 5% level, this indicates that there is a deep association between level of satisfaction and various investment alternatives available in the market. It also ascertains the investors have more choices to increase their level of satisfaction.

TABLE NO. 8: LEVEL OF SATISFACTION WITH REGARD TO VARIOUS INVESTMENT OBJECTIVES (Cross tabulation)

Attribute		Opinion			Total	
		High	Moderate	Low		
Safety	Count	15	22	63	100	
	Expected Count	40.0	22.3	37.7	100.0	
Security	Count	50	30	20	100	
	Expected Count	40.0	22.3	37.7	100.0	
Liquidity	Count	70	20	10	100	
	Expected Count	40.0	22.3	37.7	100.0	
Tax Benefit	Count	5	12	83	100	
	Expected Count	40.0	22.3	37.7	100.0	
Returns	Count	40	30	30	100	
	Expected Count	40.0	22.3	37.7	100.0	
Risk	Count	60	20	20	100	
	Expected Count	40.0	22.3	37.7	100.0	
Total	Count	240	134	226	600	
	Expected Count	240.0	134.0	226.0	600.0	

Note: Chi-square value: 2.018; df: 10; Level of sig. 5%; Table value: 18.3 CHI-SQUARE TESTS

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	2.018ª	10	.000
Likelihood Ratio	215.252	10	.000
Linear-by-Linear Association	10.762	1	.001
N of Valid Cases	600		

a. 0 cells (.0%) have expected count less than 5. The minimum expected count is 22.33.

From the above analysis, it is found that the Chi-square value 2.018, p-value 0.00 are statistically insignificant at 5% level, this indicates that there is a no association between level of satisfaction and the attributes considered for study the investors. Thus it can be seen that immaterial of the roadblocks like safety, security, liquidity, tax benefit, return and risk etc., that hampers the process of investment decision and the level of satisfaction of the investors are independent.

TABLE 9: RESPONDENTS' OPINION ABOUT STOCK BROKERS TRUSTWORTHINESS USING WEIGHTED AVERAGE METHOD

Attributes	No of respondents	weights	Weighted average
Strongly agree	30	5	150
Agree	25	4	100
Neutral	20	3	60
Disagree	10	2	20
Strongly disagree	15	1	15
Total	100		345

Weighted moving average = 345/100 = 3.45 or 3.5 (approx.)

Form the above table it is inferred that the respondents agree in their opinion regarding the stock broker's honesty.

8. SUMMARY OF FINDINGS

From the demographic profile of the study, it found that the majority of the investors are male (60%). With respect to the age groups majority of the respondents belong to the age group between 31-35 years. From the study it is found that most of the respondents are graduates. From the study in respect to occupation the majority of the investors are retired followed by the salaried class. From the study it is found that most of the investors household income over Rs.40,000 pm. From the study towards the investors opinion on investment in stock market are profitable, it is found that majority of the investors opine that the investment returns are somewhat good. With regard to the opinion on the level of risk expected by the investors were different from one another. From the study it is found that the majority (60%) of the investors are aggressive. Hence it is inferred most of the investors in stock market were high risk taker. Hence, it is inferred that most of the investor's priority is to get good returns, liquidity and capital appreciation than to get tax benefit and risk cover. From the study it is inferred that majority of the investors to take investment decision (28%) with investment advisors followed by friends & relatives (23%) and on their own decision (22%). Form the study it is inferred that the respondents agree in their opinion regarding the stock broker's honesty. It is found that the chi-square value 77.39, p-value 0.00 are statistically significant at 5% level, this indicates that there is a deep association between level of satisfaction and various investment alternatives available in the market. It also ascertains the investors have more choices to increase their level of satisfaction. It is found that the Chi-square value 2.018, p-value 0.00 are statistically insignificant at 5% level, this indicates that there is a no association between level of satisfaction and the attributes considered for the investors. Thus it can be seen that immaterial of the roadblocks like safety, security, liquidi

9. SUGGESTIONS

Here are a few tips to help you make smart investment decisions. Do not invest money you cannot afford to lose, Always deal with the market intermediaries registered with SEBI / stock exchanges, diversify your investments, don't trade if you don't have time to research, and make a plan. Many brokerages have the ability to schedule buy and sell orders based on predefined criteria, such as a percentage drop (or increase) in your original investment, Scheduling limit orders takes the emotion out of your finances. "Have a plan and stick with it," Beauregard said. "Know why you are buying a particular security, how much to invest, what your expected return is, and have an exit strategy." Don't buy high. Stock may be trending upward at an extreme pace, in which case you shouldn't always jump

VOLUME NO. 5 (2015), ISSUE NO. 12 (DECEMBER)

16

to buy stock, wait for opportunities to get a lower entry point. Don't give in to fear, while you may see stock values plunge for a company, don't despair or pull your money out. Stock trading is a long-term investment and requires patience and perseverance.

10. CONCLUSION

The study was conducted to know the investors sensitivity toward investments in stock market and to analyse about investor's speculative attitude, reasons for attachment to a particular company stocks and impact of tax implications on the investments. From the study it is found that investors are more sensitive to various changes in market and investors depend on the broking firms as a main source to get information. It is found that most of the investors have ranked high returns, liquidity, and capital appreciation than risk coverage and tax benefit. Having considered all these points made up basic knowledge with which any investor should be comfortable. However, these concepts mean nothing unless it can be put into practice. The investors look for safety first in stocks, followed by good returns, tax benefits, liquidity and capital appreciation. The survey further revealed that the scheme selection decision were newspapers and magazines, brokers and agents, television, friend's suggestions etc.

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