## Appendix-2.1

Review Matrix				
Author and Year	Title of the Paper	Objective	Issues Addressed	Outcome
1.Yoo (1994)	Age Dependent Portfolio Selection	Investment in risky assets throughout working lifetime & Vice Versa.	Risk and portfolio composition	Age
2. Achar(2012)	Savings and Investment Behaviour of Teachers-An Empirical Study	Determination of Saving and Investment Behaviour	Investment Behaviour	Age, Gender, Marital Status, Life Style, Family Income
3.Palanivelu and Chandrakumar (2013)	A Study on Preferred Investment Avenue among Salaried People with Reference to Namakkal Taluk, Tamilnadu,India	Decide investment avenues	Investment Behaviour	Education Level, Awareness and Age
4.Verma(2008)	Wealth Management and Behavioural Finance: The Effect of Demographics and Personality on Investment Choice among Indian Investors	Evidencing Investment Choice	Investment Decision	Gender, Age, Income, Education, Occupation and Personality Type.
5.Chandra(2009)	International Investors' Trading Behaviour and the competence Effect	Determine the factors influencing investors' competence	Investors Competence in Stock Market	Age, Education and Income.
6.Jain, D. and Mandat, A. (2012)	Impact of Demographic Factors on Investment Decision of Investors in Rajasthan.	Determining Risk Appetite and Investment	Relationship between risk and Demographic Factors	Negative correlation between Marital Status, Gender, Age, Qualification and Occupation. Positive relationship between Income and Knowledge level
7.Kabra,G.,et.al.(2010)	Factors Influencing Investment Decision of Generations in India, An Econometric Study	Determine the factors affecting investment behaviour	Risk Taking Capacity	Age and Gender

8.Linciano,N.(2012)	Assessing Investors'	Determine	Effect on Risk	Wealth and
	Risk Tolerance	Investment	Tolerance	Income
	through Questionnaire	Choice and Risk Tolerance		
9.Sung and Hanna (1996)	Factors Related to	Determine	Effect on Risk	Marital
	Risk Tolerence	Investment	Tolerance	Status and
		Choice and		Gender
10.75 1.1.1.1.1	****	Risk Tolerance	<b>-</b>	
10.Bajtelsmit and	Why do Women Invest		Investment	Sex,
Bernasek(1996)	Differently than Men	Decision by women	Decision	Conservative
11.Lusardi and Mitchell	Financial Literacy and	Determine	-	Financial
(2007)	Retirement	impact of		literacy and
	Preparedness, Evidence	Financial	impact on both	Financial
	and Implications for	literacy of	savings and	Knowledge
	Financial Education	woman	portfolio choice.	
12.Sujatha and Kumaresan		Determine	Gold Buying	Gender and
(2013)	Perception on Gold	influencing	Behaviour	Lifestyle
	Purchase Decision	factor on gold		Pattern
12 Vormals and Vora	Cananan Danaantiana	buying Determine	Cald Daving	Candanand
13.Kaynak and Kara (2002)	Consumer Perceptions of Foreign Products	influencing	Gold Buying Behaviour	Gender and Lifestyle
(2002)	of Foleigh Floducts	factor on gold	Deliavioui	Pattern
		buying		rattern
14.Warren,et.al.(1990)	Using Demographic	Determining	Size and nature	Lifestyle
	and Lifestyle Analysis	factor for size	of investment	
	to segment Individual	and nature of		
	Investors	investment		
15.Quisumbing(2011)	Do Men and Women	Determining	Asset	Social
	accumulate assets in		Accumulation by	Network
	different Ways,	accumulation	Husband and	
	Evidences from Rural		Wife	
1616.1 111 (2000)	Bangladesh			
16.Mittal and Vyas (2008)		Behavioural	Behavioural	Behavioural
	Investment Choice : An Empirical Study	Investment	Biases and Investment	Biasness
			imvesimeni	
	Empirical Study	mvestment		
17 Kumar(2000)			Decision	Pocitiva
17.Kumar(2009)		Investment Type		Positive Skewness
18.Gervais and	Revolution of Gold in Indian Economy Learning to be Over	Investment	Decision Investment Type Investment	Skewness Over
18.Gervais and Odean(2011)	Revolution of Gold in Indian Economy Learning to be Over confident	Investment Type Investment Success	Decision Investment Type Investment Success	Skewness Over confidence
18.Gervais and	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and	Investment Type Investment Success Better	Decision Investment Type Investment Success Better Financial	Over confidence Wealth and
18.Gervais and Odean(2011)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors	Investment Type Investment Success Better Financial	Decision Investment Type Investment Success Better Financial Decision and	Skewness Over confidence
18.Gervais and Odean(2011)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and	Investment Type Investment Success Better	Decision Investment Type Investment Success Better Financial	Over confidence Wealth and
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect	Investment Type Investment Success Better Financial Decisions	Decision Investment Type Investment Success Better Financial Decision and Biasness	Over confidence Wealth and Education
18.Gervais and Odean(2011)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and	Investment Type Investment Success Better Financial Decisions Better	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial	Over confidence Wealth and Education Wealth and
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large	Investment Type Investment Success Better Financial Decisions Better Financial	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and	Over confidence Wealth and Education
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006) 20.Agnew(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large 401(K) plan	Investment Type Investment Success Better Financial Decisions Better Financial Decisions	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and Biasness	Over confidence Wealth and Education Wealth and Education
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large 401(K) plan Measuring the	Investment Type Investment Success Better Financial Decisions Better Financial Decisions Better	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and Biasness Better Financial	Skewness Over confidence Wealth and Education Wealth and Education Wealth and
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006) 20.Agnew(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large 401(K) plan Measuring the Financial	Investment Type Investment Success Better Financial Decisions Better Financial Decisions Better Financial	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and Biasness Better Financial Decision and Biasness	Over confidence Wealth and Education Wealth and Education
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006) 20.Agnew(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large 401(K) plan Measuring the Financial Sophistication of	Investment Type Investment Success Better Financial Decisions Better Financial Decisions Better	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and Biasness Better Financial	Skewness Over confidence Wealth and Education Wealth and Education Wealth and
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006) 20.Agnew(2006) 21.Calvet, et. al.(2009)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large 401(K) plan Measuring the Financial Sophistication of Households	Investment Type Investment Success Better Financial Decisions Better Financial Decisions Better Financial Decisions	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and Biasness Better Financial Decision and Biasness Better Financial Decision and	Skewness Over confidence Wealth and Education Wealth and Education Wealth and Education
18.Gervais and Odean(2011) 19.Dhan and Zhu(2006) 20.Agnew(2006)	Revolution of Gold in Indian Economy Learning to be Over confident Up Close and Personal: Investors Sophistication and Deposition Effect Portfolio Choice and Trading in a large 401(K) plan Measuring the Financial Sophistication of	Investment Type Investment Success Better Financial Decisions Better Financial Decisions Better Financial	Decision Investment Type Investment Success Better Financial Decision and Biasness Better Financial Decision and Biasness Better Financial Decision and Biasness	Skewness Over confidence Wealth and Education Wealth and Education Wealth and

23.Shiller(1989)	Measuring Bubble	Investment	Investment	Expectations
, ,	Expectations and	Behaviour	Behaviour	and
	Investor Confidence			Confidence
24. Kaneko, H.(2004)	Individual Investors Behaviour	Investment Behaviour	Investment Behaviour	Trust
25.Kiohos and Sariannidis (2010)	Asymmetric Gold Market	on Gold Market	Reaction of other markets on Gold Market	Market positively Influence and other markets like Equity, Currency and Bond Market negatively influence.
26. Kleine and Venzin (2011)	Motives and Origins of Gold Ownership among Private Individuals in Germany	Gold Ownership and Motivation	Gold Ownership and Motivation	Crisis, Inflation and Attitude.
27.Lewis(2004)	How Human Behaviour Drives Investment Activity	Investment Decision	Investment Decision	Biasness
28.Dempster(2006)	The Role of Gold in India	Gold Investment facilitator	Gold Investment and its facilitator	Stability, portability, Hedge Against adversity, Accessibility and liquidity.
29.Lawrence(2003)	Why is gold different from other assets? An Empirical Investigation.	Gold Investment facilitator	Gold Investment and its facilitator	Homogenity, Indestructible and Astronomical ly Large
30.Aggarwal and Lucey(2007)	Psychological Barriers in Gold Prices	Determinant of Investment Decision	Determinant of Investment Decision	Safety
31.Singh and Nadda(2013)	Gold vs Stock Market: a Comparative Study of Risk and Return		Determinant of Investment Decision	Safety rather than high yielding and risky channels.
32.Ghosh,et.al.(2014)	Gold as Inflation Hedge ?		Determinant of Investment Decision	Safety rather than high yielding and risky channels.
33.Pati and Shome (011)	Do Household still prefer Bank deposits ?An analysis of Shifts in savings and savings determinants.	Investment	Determinant of Investment Decision	Safety rather than high yielding and risky channels.

34.Sindhu (2013)	A Study on Impact of Select Factors of the	Foundation Asset for	Foundation Asset for Household.	Liquid
35.Mulyadi and Anwar (2012)	Price of Gold.  Gold vs Stock Investment: An Econometric Analysis	Investment	Determinant of Investment Decision	Investment Safe Heaven
36.Lutter and Soone (2008)	Consumer Behaviour during Investment Gold purchase in Comparison to other Investment Instruments	Determinant of Investment Decision	Determinant of Investment Decision	Stablility
37.Shobhna and Jayalakhmi(2009)	Investors Awareness and Preferences	Preferred Factor for Investment	Preferred Factor for Investment	Awareness
38.Bhagwati and Subhash(1991)	Problems faced by investors	Factors not impacted the investment decision.	Factors not impacted the investment decision.	Less Concern for risk and return (Middle Income Group)
39.Mazumdar(2014)	Individual Investment Behaviour with respect to Financial Knowledge and Investment Risk Preferences		Determinant of Investment Decision	Culture, Social Norms, Psychologica I Biases, Knowledge, Role of Friends, Relatives, Financial Advisors, Risk Preference
40.Brockhaus(1982)	The Psychology of the Entrepreneur	Determinant of Investment Decision	Determinant of Investment Decision	Risk Preference
41.Weber and Bottom(1990)	An Empirical of the Transivity, Monotonicity, Accounting and Conjoint Axioms for Perceived Risk.		Determinant of Investment Decision	Risk Preference
42.Dulebohn and Murray(2007)	Retirement Savings Behaviour of Higher Education Employees	Determinant of Investment Decision	Determinant of Investment Decision	Risk Preference
43.Baken and Nandi(1996)	Options and Volatility	Determinant of Investment Decision	Determinant of Investment Decision	Options and Risk

44.Lardner(1999)	Ok, here are your	Determinant of	Determinant of	Price
	options.	Investment	Investment	
		Decision	Decision	
45.Sloan and	Running out of		Determinant of	Risk of loss
Perrucci(2003)	Options	Investment	Investment	
(2010)		Decision	Decision	
46.Houston(2013)	Investigating Volatility		Investment	Uncertainty.
	Trends of Silver	preference of	preference of	Due to
	through an Analysis of	investors	investors after	uncertainty
	Stock Options Prices		recession	Shift in
				preference, Financial
				Risk,
				Volatility
47.Chance(2004)	An introduction to	Factors	Factors affecting	Uncertainty
47.Chance(2004)	Derivatives and Risk	affecting	Investment	and Financial
	Management	Investment	mvestment	Risk
	Wianagement	mvesument		KISK
48.Clapperton(2010)	Raising the Gold	Factors	Factors affecting	May not be
	Standard	affecting	Investment	safer bet in
		Investment		investing in
				Gold during
				recession
				since the
				price is
				determined
				by the other
				factors.
49.Schoenberger(2011)	Why is Gold Valuable,		Artificial Scarcity	
	Nature, Social Power	affecting the		Implication
	and the Value of	value of gold		such as
	things			Power and Control
50.Coulson(2005)	Gold as an Investment	Daufaumanaa	Performance of	Performance
50.Courson(2005)	Gold as all lilvestillelit	of gold		of gold based
		or gold	gold	on US Dollar
				Value.
51.Cross (2005)	Gold-the Emotional	How Gold	Gold as an	Emotional
31.01033 (2003)	Metal		emotional metal	Metal. The
	1,10ta1	market.	rather than	Author had
			investment	not
				recommende
				d gold as an
				investment.
				The value of
				gold is more
				than just
				monetary
				value
52.Borzykowski(2011)	Volatility Survival		Investment	Types of
	Guide	choice of	decision as per	Investors and
		investment.	the types of	their choice,
			investors.	Volatility.

53.Athma and	An Emerging	To focus the	Gold ETF in a	Tax
Suchitra.K.(2011)	Investment Options	Gold ETF as a strong asset class.	portfolio	Implication
54.Cai,Cheung and Wong(2001)	What Moves the Gold Market?	Effects of Gold Market Price	Effects of Gold and Market Price	Inflation and un-employment
55.Cordell(2001)	Risk Pack: How to Evaluate Risk Tolerance	Determine the ability of the Investor	Willingness of the investors to take risk	Psychologica 1 Attitude, Financial Risk
56.Singh,et.al.(2010)	An Empirical Investigation of Motivating Factors for Investing in Yellow Metal	To identify and analyse the factors that motivates the investors.	To identify and analyse the factors that motivates the investors.	Motivation towards gold investment
57.Starr and Tran (2007)	Determinants of the Physical Demand for Gold: Evidence from Panel Data	To determine physical demand of Gold	To determine physical demand of Gold	Difference in demand between developed and developing countries.
58.Warne(2012)	Investment Behaviour of Individual Investors in Stock Market	To understand the behaviour of individual investors	To understand the behaviour of individual investors based on attitude and perception	Attitude, Perception, Awareness level, Duration of investment
59.Singh and Nadda(2013)	Gold vs Stock: A Comparative Study of Risk and Return	Determine positivity of return	Determine positivity of return	Positive Returns, Technical Knowledge
60.Singh(1986)	Investment Management: Security Analysis and Portfolio Management	To determine the basic rule of investment	To determine the basic rule of investment	Risk and return
61.Francis(1986)	Investment Analysis and Management	To determine the importance of rate of return	To determine the importance of rate of return	Rate of return
62.Fisher and Jordan(1994)	Security Analysis and Portfolio Management	Investment Behaviour	Investment Behaviour	Risk and Investment Preference
63.Kumar(2012)	Revolution of Gold in Indian Economy	To determine the factor that affects gold pricing	Gold Pricing	Reliable form of investment
64.Oi(1961)	The Desirability of price Instability Under Perfect Competition	To determine Investment Relationship	Uncertainty and investment Relationship	Uncertainty
65.Fei and Adibe(2010)	Theories of Gold Price Movement	To determine price movement of Gold	To determine price movement of Gold	Interest Rate and Exchange Rate

T	T	1		
66.Montier(2003)	Behavioural Finance:	To determine	To determine	Herding
	Insights into Irrational	how the	how the investors	Behaviour
	Minds and Markets	investors	behave in the	
		behave in the	market	
		market		
67.Forrest,et.al.(2005)	Gold as a hedge	To determine	To determine the	
	against dollar	the gold's	gold's position in	
		position in the	the market	fluctuations
		market		in the foreign
				exchange
				value of the
				dollar
68.Worthington and	Gold Investment in an	To determine	Demand for gold	Durable,
Pahlavani(2006)	Inflationary Hedge: Co		in the market	Transportabl
	integration Evidence	and popularity		e,
	with Allowance for	of gold among		Universally
	Endogenous Structural	the people		Acceptable
	Breaks, Accounting			and Easily
	and Finance			Authenticate
				d
68.Faff and Chan(1998)	A Multifactor Model	To determine	Determination	Price,
,	of Gold Industry Stock	the gold price	the gold price	Interest Rate
	Returns	using multi	using multi factor	
		factor model	model	
69.Gurunathan and	Impacts of Customer	To determine	Instability and	Un-
Muniraj(2012)	Awareness and Buyer	investment in	Jewellery	stabilizing
-	Behaviour on Buying	jewellery as an	Purchase	activity
	Jewewllery Products-	activity		
	with special Reference			
	to TamilNadu			
70.Hinz,et.al.(1997)	Are Woman	Financial	Financial Wealth	Risk
	Conservative	Wealth and	and level of risk	
	Investors?	level of risk	chosen in a	
		chosen in a	portfolio	
		portfolio		
71.Wright and	Short Run and Long	To analyse	Relationship	Not a Hedge
Levin(2006)	Run Determinants of	price	between Price of	against
	the Price of Gold	determination	Gold and US	inflation
		of gold	price level	
72.Napompech,et.al.(2010	Factors Influencing	To determine	To determine the	High
)	Gold Consumption for	the factors	factors	liquidity,
	Savings and	influencing	influencing Gold	Own Value
	Investment by people	Gold	Consumption	
	in the Bangkok	Consumption		
	Metroplitean Area			
73.Benjamin,et.al. (2012)	Religious Identity and	Individual's	Individual's	Identity and
	Economic Behaviour	Identity and	Identity and	Religious
		Religious	Religious	Denominatio
		Denomination	Denomination	n
74.Stetes and Nurke	Identity Theory and	To study	To study people's	Attitudes,
(2000)	Social Identity Theory	people's	behaviour	Beliefs and
		behaviour		Values
		•		

75.Barro and	Religion and	To determine	Religion and	Religion
McCleary(2003)	Economic Growth	the influence	individual's	Rengion
(2000)	Zeonomie Groven	of religion on	economic	
		individual's	behaviour	
		economic behaviour		
76.Barsky.et.al.(1997)	Preference Parameters	To determine	Demographic	Religion and
	And Behavioural	how	characteristics	Risk
	Haterogenity :An	demographic	and impact of	Tolerance
	Experimental	characteristics	risk tolerance	
	Approach in the	impact risk		
	Health and Retirement Study	tolerance		
77.Wang,et.al.(2013)	Does Gold Act as	To determine	Investors	Inflation
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Inflation Hedge in the	investors	behaviour at	Hedge, Time
	USA and Japan?	behaviour at	different time	
		different time		
78.World Gold Council	India: Heart of Gold	To find the	To find the	Return, Not
(2010)	Strategic Outlook	impact of	impact of	affected by
		fluctuations	fluctuations and	fluctuations
		and	speculations on Gold	and
		speculations on Gold	Gold	speculations.
79.Parikh and Vaish	Gold and Investor's	To determine	To determine	Stable during
(2013)	Perspective in	Gold's	Gold's	different
	Different Market	performance	performance and	market
	Conditions	and its ability	its ability to	conditions
00.34 1 (100.6)	T	to mitigate risk	_	77
80.March(1996)	Learning to be Risk	Investment	Investment	Knowledge
	Averse	Behaviour	Behaviour	
81.Bodie and Crane	Personal Investing:	Investment	Investment	Knowledge
(1997)	Advice, Theory and	Behaviour	Behaviour	
	Evidence			
82.Mandell and	Motivation and	Investment	Investment	Financial
Klein(2007)	Financial Literacy	Behaviour	Behaviour	Literacy and Expectations
83.Dulebohn and	Retirement Savings	Investment	Investment	Knowledge
Murray(2007)	Behaviour of Higher	Behaviour	Behaviour	and Risk
	Education Employees			taking ability
84. Sebastian and	Financial Literacy and	Investment	Investment	Financial
Martin(2010)	Mutual Fund	Behaviour	Behaviour	Literacy
	Investment: Who Buys			
	Actively Managed Fund?			
85.Saravanan(2010)	A Study on Consumer	To find the	The role of	Woman
, ,	Behaviour of Women	role of woman	woman investors	plays a major
	with Special Reference	investors in	in purchasing	role in taking
	to Durable Goods in	purchasing	durables or non	purchase
	Coimbatore City,	durables or	durables	decisions for
	Tamilnadu	non durables		non-durables

86.Lucarelli.C.and	Risk Tolerance in	To determine	Impact of factors	Emotions,
Brighetti.G. (2011)	Financial Decision	the impact of	on the individual	Financial
Brighetta. G. (2011)	Making	factors on the	decision making	Literacy,
		individual	Georgian maning	Information
		decision		
		making		
87.Cateora,et.al. (2011)	International	Investment	Investment	Culture
,	Marketing	Behaviour	Behaviour	
88.Verhelst (1990)	Life without Roots	To determine	Impact of factors	Customs,
		the impact of	on the individual	Symbols,
		factors on the	decision making	Mentality,
		individual		Value
		decision		,Technical
		making		Knowledge
89.Hofstede(2001)	Culture's	To determine	Impact of factors	Culture
	Consequences	the impact of	on the individual	referred as
		factors on the	decision making	-software of
		individual		mind∥.
		decision		
		making		~
90.Deresky (2003)	International	To determine	To determine the	Cultural
	Management:	the impact of	impact of factors	Variables
	Managing Across	factors on the	on the individual	and shared
	Boarders and Cultures	individual	decision making	values
		decision		among the
		making		people
				causes
				people to
				behave
91.Joo,S.(2008)	Personal Financial	To determine	To determine the	differently. Financial
91.300,3.(2008)	Wellness	the attributes	attributes of	Satisfaction,
	Weilliess	of financial	financial wellness	
		wellness	illialiciai weilliess	Situation,
		Weilliess		Financial
				Attitudes
92.Wilson (1967)	Correlates of avowed	To determine	To determine the	Personality,
(1)01)	happiness	the attributes	attributes of	Demographi
	парршевь	of financial	financial wellness	
		wellness		
93.Campbell,Canverse and	The Quality of	To determine	To determine the	Demographi
Rodgers (1976)	American Life:	the attributes	attributes of	c variables
6 ( )	Perception, Evaluation	of financial	financial wellness	
	and Satisfaction	wellness		income and
				education
				did not
				account for
				much
				variance in
				wellbeing

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94.Bradburn,N.M. (1969)	The Structure of	To determine	To determine the	
	Psychological	the attributes	attributes of	c variables
	Wellbeing	of financial	financial wellness	
		wellness		income and
				education did not
				account for much
				variance in
				wellbeing
95.Goswami,P. (2007)	Colonial Assam:	Existence of	Existence of	Migrated to
	Trade, Development	Marwari	Marwari	all most all
	and Dependence	Community	Community	the parts of
				world in the
				19th Century
96.Society (2013)	Marwari Community	Marwaris and	Marwaris and	Pays the
	and the Brains Behind	their features	their features	perfect ode
	the Business			to the
				business of
				India the
				Marwaris
				cannot be
				skipped
05 T 1 D (2014)	3 - 1 - 1			
97.Jagannathan, R. (2014)	Marwari Businesses:	Marwaris and	Marwaris and	Ahead of
97.Jagannathan, R. (2014)	Leveraging Social	Marwaris and their features	Marwaris and their features	times in
97.Jagannathan, R. (2014)				times in terms of
97.Jagannathan, R. (2014)	Leveraging Social			times in terms of understandin
97.Jagannathan, R. (2014)	Leveraging Social			times in terms of
97.Jagannathan, R. (2014)	Leveraging Social			times in terms of understandin
97.Jagannathan, R. (2014) 98.Agarwala, D and	Leveraging Social Capital  Community's		their features	times in terms of understandin g risk and cash Very much
	Leveraging Social Capital	To determine community's	their features	times in terms of understandin g risk and cash
98.Agarwala, D and	Leveraging Social Capital  Community's	their features  To determine	their features	times in terms of understandin g risk and cash Very much
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold	To determine community's	their features  community's behaviour in	times in terms of understandin g risk and cash Very much associated
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in	their features  community's behaviour in	times in terms of understandin g risk and cash Very much associated with gold.
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold.  Almost in all the
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold.  Almost in all the occasions,
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja,
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold.  Almost in all the occasions, festival, puja, marriage,
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja, marriage, any kind of
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold.  Almost in all the occasions, festival, puja, marriage, any kind of celebration,
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja, marriage, any kind of celebration, security,
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja, marriage, any kind of celebration, security, stability of
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja, marriage, any kind of celebration, security, stability of return etc
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja, marriage, any kind of celebration, security, stability of return etc like to strive
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold.  Almost in all the occasions, festival, puja, marriage, any kind of celebration, security, stability of return etc like to strive towards
98.Agarwala, D and	Leveraging Social Capital  Community's Behaviour in Gold Investment-an exploration in	To determine community's behaviour in Gold	their features  community's behaviour in	times in terms of understandin g risk and cash  Very much associated with gold. Almost in all the occasions, festival, puja, marriage, any kind of celebration, security, stability of return etc like to strive

99.Taknet (1987)	Industrial	Origin of	Origin of	Origin of
	Entrepreneurship of	Marwari	Marwari	Marwari
	Sekhawati Marwaris			from
				Marwar. The
				word
				Marwari
				gained
				popularity in
				Bengal since
				Marwaris
				built up their
				business
				enterprises
				there. The
				Marwaris'
				linked with
				Bengal dates
				back to 1564
100.Kedia and Bhimsen	Bharat mein Marwari	Marwari and	Marwari and	Politically
(1947)	Samaj	Rajesthan	Rajesthan	and socially,
				it was
				necessary to link the word
				Marwari
				with all
				people of
				Rajasthan.
101.Timberg (1978)	The Marwaris	Marwari and	Marwari and	Referred as
		Business	Business	emigrants'
				businessmen
				from the
				vicinity of
				Rajasthan.
102.Bharatbarsiya	Marwari Samaj	Who are	Who are	People of
Marwari Sanmilan (1989)	Trial wall Sallia	Marwaris	Marwaris	Rajasthan,
				Hariyana,
				Malwa and
				nearby areas
				having same
				language &
				culture living in different
				parts of
				country and
				abroad of
				their own or
				forefather are
				called
				Marwari.

103.Taknet (1989)	Marwari Samaj	Who are	Who are	Marwari not
		Marwaris	Marwaris	only includes
				Agarwal,
				Maheswari,
				Oswal,
				Khandelwal,
				Saraogi
				rather it
				includes
				Brahman,
				Rajput, Jaat
				, Mali,
				Muslims,
				Harijans and
				the
				communities
				who are
				having
				Rajasthani
				cultural
				values in
				their mind.

Source: Compiled from Review of Literature

Appendix-4.1

Factors and their Mean and Std	l.Deviatio	n				
Descriptive Statistics						
	Mean	Std. Deviation	Analysis N			
Safety	1.64	.481	403			
Return	1.81	.396	403			
Liquidity	1.70	.458	403			
Stability	1.75	.432	403			
Hedge against Inflation	1.90	.296	403			
Price	1.87	.333	403			
Status Symbol	1.83	.377	403			
Culture	1.74	.439	403			
Common belief	1.66	.475	403			
Religious Activity	1.82	.381	403			
Tradition	1.74	.439	403			
Custom	1.84	.368	403			
Buying Gold is our Family Culture	.70	.979	403			
Gold is a Status Symbol for me	.20	1.002	403			
I buy gold due to my emotion attached to it	.01	1.026	403			
Buying Gold is our Custom	.39	.943	403			
Investment in Gold is Backed by our Traditional Values	.31	.924	403			
I have an unknown feeling (biasness) that Gold is one of best	.31	1.137	403			
option to invest in it						
Short Term Profit Seeking	3.66	1.392	403			
Steady Income	3.14	1.316	403			
Long Term Profit Seeking	2.67	1.367	403			
Future Security	2.35	1.310	403			
Experience	1.82	.381	403			
Right Attitude	1.79	.410	403			
Own Knowledge	1.65	.479	403			
Strong Belief about positive return	1.79	.410	403			
Enjoy Tax Benefits	1.77	.420	403			

Source: Compiled from Review of Literature

Appendix-5.1

	Relational Fac	tors and Int	eraction	Effects on	Investment	Decision	1
Source	Dependent Variable	Type III Sum of	Df	Mean Square	F	Sig.	Partial Eta Squared
	Physical Gold	Squares 823.758 <sup>a</sup>	13	63.366	294.106	.000	.907
	Certificate Form of Gold	1484.081 <sup>b</sup>	13	114.160	1491.931	.000	.980
	Gold mining share	1584.302°	13	121.869	6189.708	.000	.995
	Gold Accounts	1564.864 <sup>d</sup>	13	120.374	3878.342	.000	.992
	Physical Gold	.158	1	.158	.733	.393	.002
Q_B_5_i	Certificate Form of Gold	.033	1	.033	.428	.513	.001
	Gold mining share	.000	1	.000	.025	.874	.000
	<b>Gold Accounts</b>	.005	1	.005	.170	.680	.000
	Physical Gold	.005	1	.005	.025	.875	.000
Q_B_5_ii	Certificate Form of Gold	.008	1	.008	.109	.741	.000
	Gold mining share	.008	1	.008	.413	.521	.001
	<b>Gold Accounts</b>	.001	1	.001	.019	.891	.000
	Physical Gold	1.654	1	1.654	7.676	.006	.019
Q_B_5_iii	Certificate Form of Gold	.007	1	.007	.089	.766	.000
<b>~</b>	Gold mining share	.003	1	.003	.147	.702	.000
	<b>Gold Accounts</b>	.015	1	.015	.480	.489	.001
Q_B_5_iv	Physical Gold	.079	1	.079	.365	.546	.001
	Certificate Form of Gold	.274	1	.274	3.584	.059	.009
	Gold mining share	.025	1	.025	1.254	.263	.003
	Gold Accounts	.042	1	.042	1.346	.247	.003
Q_B_5_v	Physical Gold	.025	1	.025	.115	.734	.000
	Certificate Form of Gold	.097	1	.097	1.271	.260	.003
	Gold mining share	1.183E- 006	1	1.183E- 006	.000	.994	.000
	Gold Accounts	.015	1	.015	.476	.491	.001
O. B. 5	Physical Gold	.895	1	.895	4.156	.042	.011
	Certificate Form of Gold	.182	1	.182	2.383	.123	.006
Q_B_5_vi	Gold mining share	.028	1	.028	1.401	.237	.004
	Gold Accounts	.010	1	.010	.318	.573	.001

	<del>.</del>						
	Physical Gold	.043	1	.043	.200	.655	.001
	Certificate Form	.009	1	.009	.118	.731	.000
Q_B_6_i	of Gold Gold mining	.034	1	.034	1.725	.190	.004
	share	.034	1	.034	1.723	.190	.004
	Gold Accounts	.058	1	.058	1.869	.172	.005
	Physical Gold	.602	1	.602	2.794	.095	.007
	Certificate Form	.009	1	.009	.119	.731	.000
Q_B_6_ii	of Gold						
Q_b_0_n	Gold mining	.004	1	.004	.211	.646	.001
	share						
	Gold Accounts	.010	1	.010	.326	.568	.001
	Physical Gold	2.947	1	2.947	13.677	.000	.034
	Certificate Form	.242	1	.242	3.163	.076	.008
Q_B_6_iii	of Gold	004		0.04	0.0.1	2=2	000
<b>Q_D_</b> 0_ <b>111</b>	Gold mining	.001	1	.001	.026	.872	.000
	share	007	1	007	226	625	001
	Gold Accounts	.007 1.221	1	.007 1.221	.226 5.669	.635	.001 .014
	Physical Gold Certificate Form	.006	1	.006		.775	.000
	of Gold	.000	1	.000	.082	.113	.000
<b>Q_B_6_iv</b>	Gold mining	.005	1	.005	.248	.618	.001
	share	.003	1	.003	.240	.010	.001
	Gold Accounts	.056	1	.056	1.802	.180	.005
	Physical Gold	3.152	1	3.152	14.632	.000	.036
		2.102	-	0.102	1	.000	.000
	Certificate Form	.059	1	.059	.771	.381	.002
Q_B_6_v	of Gold						
	Gold mining	.002	1	.002	.087	.768	.000
	share						
	<b>Gold Accounts</b>	.002	1	.002	.057	.811	.000
	Physical Gold	.004	1	.004	.018	.893	.000
	<b>Certificate Form</b>	.085	1	.085	1.108	.293	.003
Q_B_6_vi	of Gold	000	1	000	011	015	000
\\ \	Gold mining	.000	1	.000	.011	.915	.000
	share Gold Accounts	.130	1	.130	4.193	.041	.011
	Physical Gold	84.242	391	.215	4.173	.041	.011
Error	Certificate Form	29.919	391	.077			
	of Gold	29.919	391	.077			
	Gold mining	7.698	391	.020			
	share	7.050	0,1	.020			
	Gold Accounts	12.136	391	.031			
Total	Physical Gold	908.000	404				
	Certificate Form	1514.000	404				
	of Gold						
Total	of Gold Gold mining	1592.000	404				
Total		1592.000 1577.000	404				

Source: Compiled from Questionnaire

Exhibit- 7.1

Interpretation table of Financial Wellness Score					
5 Points Coding	Financial Wellness Score	Level of Financial Wellness			
1	8-14.4	Very Low Level of financial Wellness			
2	14.4-20.8	Low Level of financial Wellness			
3	20.8-27.2	Moderate Level of financial Wellness			
4	27.2-33.4	High Level of financial Wellness			
5	33.4-40	Very High Level of financial Wellness			

 $Source:\ Compiled\ from\ Question naire$