

Propensity for Decision Influence

Internal Influence

- I tend to be caught up with emotions of fear, panic and greed
- I tend to easily be caught up with emotions of panic and euphoria (i.e. I have high highs and low lows)
- I tend to get stressed out and overwhelmed by all the things I have to do

External Influence

- I tend to be a people pleaser – decisions influenced by family and friends
- I tend to not do something unless everyone else is doing it (follow-the-herd mentality)
- I tend to be highly competitive with others
- I often have a fear of missing out (FOMO)
- I'm often emotionally affected by the news and media (including stock tip sites)

Propensity for Self-Belief

Self-Defeat

- I'm afraid of financial and technical jargon
- I tell myself I'm not smart enough to deal with numbers
- I'm a technophobe – I'm afraid of learning new technology in case I mess things up
- I tend to let myself be consumed by small failures and setbacks
- I tend to give up after experiencing setbacks

Unjustified Confidence

- I tend to think I know better and stray away from what I'm being taught
- I sometimes believe I am superior to others simply because I've gained new knowledge, even though I haven't actually taken action and achieved great results yet
- I tend to get overconfident after a few wins and overtrade with bigger position sizes than I should

Propensity for Taking Action

Overly Cautious

- I often find it difficult to begin a task because the thought of getting every detail perfect is overwhelming
- Once I've started a task, finishing it can be hard as I want every detail in place
- I'm a little obsessed with achieving 100% with what I do (e.g. win rate for trades)
- I tell myself this is still too risky even though I logically know it isn't because I have protection systems in place
- I tend to underestimate myself and constantly seek approval from others

Fidgety

- I constantly crave excitement and action and tend not be able to sit still
- I get bored easily and need to do something all the time
- I hate seeing cash unused in my account and feel the need to put it to work everyday for a return even if I can't find any opportunity
- I will occasionally bend rules in order to fulfil my need for action (e.g. entering or exiting investments and trades too early)

Propensity for Stress Expression

When I get stressed I tend to:

- Get angry
- Blame and criticise others
- Blame and criticise myself
- Completely withdraw from everything
- Feel the need to move / take any action and sometimes start taking risky actions

Propensity for Procrastination

When I put off a task like investing/trading:

- I tell myself I'm too busy with work / family
- I tell myself I'll do it later, but don't
- I tell myself I'm just not cut out for it
- I tell myself it takes too much work
- I tell myself I'm not ready to take action yet
- I tell myself I need more money first

How do your natural tendencies show up in your life right now?

How might your natural tendencies show up as you're investing and trading?

What steps can you take to minimise the effects of these natural tendencies as you're investing and trading?