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"Decision Making in Long Term Investments: Impact of Too Many Investment Options on Young INVESTORS"

Arun R Lonari
RV Institute of Management, Bengaluru, India
Guide name: C S VENKATESH

Abstract-- The increasing availability of diverse investment options in modern financial markets has created both opportunities and challenges for young investors. This study is an empirical examination of the impact of perceived investment options on decision paralysis and its subsequent effect on investment delay among young professionals in India. A structured questionnaire based on a 5-point Likert scale was used to collect primary data from 253 respondents through a descriptive research design.

Statistical tools such as descriptive statistics, independent sample t-test, one-way ANOVA, Pearson correlation, and regression analysis were used to analyze the data. The results indicate that there is no significant difference in decision paralysis based on demographic factors such as gender ($p = 0.338$) and income ($p = 0.236$). However, a statistically significant relationship was found between perceived investment options and decision paralysis ($p < 0.001$).

The regression model ($R^2 = 0.110$, $p < 0.001$) indicates that perceived investment options explain 11% of the variance in decision paralysis. Furthermore, decision paralysis has a strong and significant impact on investment delay ($\beta = 0.423$, $R^2 = 0.182$, $p < 0.001$), highlighting that individuals who experience higher levels of indecision are more likely to postpone or avoid investment decisions. Additionally, a moderate positive correlation ($r = 0.427$) was observed between decision paralysis and investment delay.

The study concludes that psychological factors, particularly choice overload, play a more significant role than demographic factors in influencing investment behavior. It emphasizes the need for simplifying investment choices and enhancing financial awareness to support effective decision-making among young investors.

***Keywords*-- Decision Paralysis, Investment Behavior, Choice Overload, Investment Delay, Personal Finance, Young Investors, India**

I. Introduction

In today's digital financial environment, young investors are presented with an unprecedented number of investment choices — mutual funds, stocks, cryptocurrencies, ETFs, insurance-linked products, and algorithm-driven recommendations — all available at the click of a button.

While this growing variety is intended to empower individuals and improve financial inclusion, it often creates confusion rather than clarity. Instead of making better decisions, many young investors experience hesitation, stress, and inaction when faced with too many alternatives, a phenomenon commonly referred to as decision paralysis.

Decision paralysis occurs when individuals delay or avoid making choices due to cognitive overload, fear of making mistakes, and difficulty in comparing multiple complex options. Young investors are particularly vulnerable to this problem because they typically have limited investment experience, lower financial literacy, and high exposure to digital financial information and social media-based financial advice. As a result, excessive choice can reduce confidence, increase anxiety, and lead to postponed or irrational financial decisions, ultimately affecting long-term financial well-being.

This study aims to examine the impact of too many investment options on decision paralysis among young investors. It seeks to understand how choice overload influences confusion, delay, and avoidance behavior in personal finance, and whether factors such as financial literacy and emotional responses play a role in moderating this relationship. By exploring these dynamics, the study intends to provide insights that can help financial educators, policymakers, and financial platforms design more effective tools and interventions to support better financial decision-making among young individuals.

II. Literature Review

Stepanova et al. (2018) conducted a study titled "Irrational Behavior of Youth When Taking Financial Decisions" with the objective of examining the psychological and personal factors influencing irrational financial decision-making among youth. The study adopted a descriptive and analytical research design and collected primary data from students using structured questionnaires and experimental decision-making games. Statistical tools such as percentage analysis, correlation analysis, and ANOVA were used for data analysis.

The findings revealed that emotional factors, locus of control, overconfidence, and limited financial awareness significantly contribute to irrational financial behavior among young individuals. The study concluded that psychological traits strongly influence youth financial decisions and emphasized the need for financial education integrated with behavioral training to promote rational economic behavior.

Wang (2023) conducted a study titled "The Impact of Anchoring Bias on Financial Decision-Making: Exploring Cognitive Biases in Decision-Making Processes" with the objective of examining how anchoring bias influences financial judgments and investment-related decisions. The study adopted a conceptual and analytical research design based on an extensive review of behavioral finance literature. Secondary data from prior empirical and theoretical studies were analyzed to explain the role of anchoring bias in investment decisions, pricing and valuation, and risk assessment. The findings revealed that individuals tend to rely excessively on initial reference points, even when such anchors are irrelevant, leading to biased investment evaluations and suboptimal financial choices. The study concluded that anchoring bias significantly distorts rational financial decision-making and emphasized the importance of awareness, education, and structured decision-making tools to reduce cognitive bias in investment behavior.

Lestari et al. (2019) conducted a study titled "Regret Aversion Bias, Mental Accounting, Overconfidence and Risk Perception in Investment Decision-Making among Generation Y Workers" with the objective of analyzing the influence of behavioral biases on investment decision-making among young investors. The study employed a quantitative research design and collected primary data from Generation Y workers using structured questionnaires. Statistical tools such as multiple regression analysis were used to examine the relationship between behavioral biases and investment decisions. The findings revealed that regret aversion, mental accounting, overconfidence, and risk perception significantly influence investment decision-making behavior. The study concluded that behavioral biases play a critical role in shaping investment choices among young investors, often leading to irrational decisions under conditions of uncertainty and information complexity.

Finet et al. (2024) conducted a study titled "Inside the Investment Decision: Framing, Motivation, and Post-Decision Emotion Regulation" with the objective of exploring the role of emotions in individual investment decision-making.

The study adopted a qualitative and inductive research design using trading simulations and semi-structured interviews with management students. Data were analyzed through thematic analysis to identify emotional patterns influencing investment behavior. The findings revealed that emotions affect decision-making through cognitive framing, motivational activation or inhibition, and post-decision evaluation. Negative emotions were found to contribute to hesitation and decision paralysis, while emotional regulation helped investors learn from past decisions. The study concluded that emotions are integral to investment decision-making and can lead to decision paralysis, particularly in uncertain and complex financial environments.

Jain and Kesari (2018) conducted a study titled "Impact of Behavioral Biases in Financial Risk Tolerance Ability of Mutual Fund Investors" with the objective of examining how behavioral biases influence investor awareness and financial risk tolerance. The study adopted a descriptive and analytical research design and collected primary data from 250 mutual fund investors in Central India using structured questionnaires. Statistical tools such as Confirmatory Factor Analysis, correlation, MANOVA, and regression analysis were used for data analysis. The findings revealed that behavioral biases including overconfidence, herd mentality, loss aversion, recency bias, and choice paralysis significantly affect investors' risk perception and investment decisions. The study concluded that behavioral biases play a crucial role in financial decision-making and that choice paralysis emerges due to information overload and excessive investment alternatives.

Wang (2025) conducted a study titled "The Impact of Financial Short Videos on Behavioral Decision-Making of Novice Investors" with the objective of analyzing how algorithmic recommendations and short-form financial content influence investor behavior. The study adopted a qualitative literature-based research design supported by secondary data analysis. The findings revealed that algorithm-driven content creates information overload and information cocoon effects, leading to cognitive biases and distorted risk perception among novice investors. The study concluded that excessive and repetitive financial information limits rational evaluation and increases the likelihood of irrational decision-making and hesitation among inexperienced investors.

The study titled "Gender Differences in Personal Financial Behavior" (2017) aimed to analyze variations in saving, investment, risk tolerance, and financial decision-making between men and women.

Using a quantitative research approach, primary data was collected through structured questionnaires from male and female respondents. The analysis employed descriptive statistics, independent sample t-tests, and ANOVA. The findings indicated that males generally exhibit higher risk-taking and investment participation, whereas females demonstrate greater saving discipline and preference for secure financial instruments. The study concluded that gender significantly affects financial behavior and highlighted the importance of gender-sensitive financial literacy programs to enhance financial inclusion and decision-making efficiency.

The research titled "Effect of EMI Culture on Saving Habits of Individuals" (2018) aimed to assess how the increasing reliance on Equated Monthly Installments (EMIs) influences saving behavior and financial stability. A survey-based descriptive research design was used, with primary data collected from salaried individuals and young professionals through structured questionnaires.

Data analysis was conducted using percentage analysis, chi-square tests, and ANOVA. The findings revealed that excessive EMI usage significantly reduces disposable income and negatively impacts savings, leading to financial stress and reduced emergency preparedness. The study concluded that although EMIs enhance purchasing power, uncontrolled EMI dependence weakens long-term financial health, emphasizing the need for disciplined financial planning.

Zhao, Chen, and Liu (2025), in their study "The Evidence of the Impact of Digital Inclusive Finance on Household Education Decision-Making", examined whether digital inclusive finance (DIF) affects household education expenditure. The study used secondary data from the China Family Panel Studies (CFPS) and adopted an econometric research methodology. Regression analysis, robustness tests, and heterogeneity analysis were applied for data evaluation. The findings showed that DIF significantly increases household education expenditure by improving income expectations and reducing financial constraints, with varying effects across different income and education-pressure groups. The study concluded that digital inclusive finance plays a vital role in enhancing human capital investment and can be an effective policy tool for educational development.

Wang and Bai (2025) conducted a study titled "Decoding the Crypto Investor Profile: How Financial Literacy, Investment Experience and Age Shape Cryptocurrency Investment Decisions" to identify key characteristics influencing cryptocurrency investment.

The study utilized secondary data from the National Financial Capability Study (2021) and applied a quantitative research design. Logistic regression analysis and interaction effect analysis were used as analytical tools. The findings revealed that investment experience and investment knowledge significantly increase the likelihood of cryptocurrency investment, while traditional financial literacy showed limited influence; younger investors displayed a stronger tendency toward crypto investment despite lower formal knowledge. The study concluded that behavioral and experiential factors play a more decisive role than conventional financial education in crypto investment decisions.

The study titled "Dream Big, Budget Smarter: Navigating Finances in Your Dream Career" (2024) aimed to explore financial management challenges and budgeting behavior among individuals pursuing non-traditional or dream careers. Using a descriptive research design, primary data was collected through structured questionnaires from young adults and early-career professionals. Analytical tools such as factor analysis, regression analysis, and structural equation modeling (SEM) were employed. The findings indicated that effective budgeting, income diversification, and financial planning significantly reduce financial stress and improve stability during career transitions. The study concluded that financial literacy and proactive budgeting are essential for maintaining financial well-being while pursuing passion-driven careers.

Peterson (2007) conducted a study titled "Affect and Financial Decision-Making: How Neuroscience Can Inform Market Participants" with the objective of examining how emotions, moods, and affective states influence financial decision-making behavior. The study adopted a conceptual and analytical research approach based on an extensive review of behavioral finance and neuroscience literature. No primary survey was conducted; instead, neurological evidence from prior empirical studies was analyzed. The analytical framework focused on affective heuristics and brain systems related to reward-seeking and loss-avoidance behavior. The findings revealed that excessive emotional activation can distort risk perception, leading to poor investment decisions, hesitation, or avoidance of choices. The study concluded that awareness and regulation of emotional influences are essential for improving financial decision quality, especially in complex decision environments.

The study titled "Psychological Factors Influencing Individual Investment Decisions" (2014) aimed to identify the role of psychological biases such as overconfidence, anxiety, and emotional attachment in personal investment decisions.

The research adopted a descriptive research design and collected primary data from individual investors using structured questionnaires. Descriptive statistics, correlation analysis, and one-way ANOVA were used for data analysis. The findings indicated that psychological biases significantly affect investors' ability to evaluate multiple investment options, often leading to confusion and delayed decision-making. The study concluded that psychological factors play a crucial role in investment behavior and emphasized the need for investor education focusing on behavioral awareness.

Kumar and Rao (2016), in their study titled "Choice Complexity and Investment Decision Behaviour", examined how increasing complexity and number of investment alternatives affect individual decision-making. The study employed a survey-based descriptive research methodology and gathered data from salaried individuals and early-career professionals. Percentage analysis, t-tests, and regression analysis were applied as analytical tools. The findings revealed that a higher number of available investment options leads to increased decision difficulty, confusion, and postponement of investment decisions. The study concluded that choice overload negatively impacts investment participation and decision confidence, supporting the concept of decision paralysis in personal finance.

Singh and Mehta (2019) conducted a study titled "Financial Literacy and Investment Decision-Making among Young Adults" with the objective of examining how financial knowledge influences investment behavior. The study adopted a descriptive and analytical research design and collected primary data from young working professionals using structured questionnaires. Statistical tools such as percentage analysis, independent sample t-tests, and regression analysis were employed. The findings showed that individuals with higher financial literacy experience lower confusion and greater confidence while evaluating investment options, whereas low-literacy individuals exhibit decision delay and avoidance. The study concluded that financial literacy plays a moderating role in reducing decision paralysis and improving investment outcomes.

Kumar and Nidhi (2023) conducted a study titled "Impact of Behavioral Biases on Investment Decision-Making of Individual Investors" with the objective of examining how behavioral biases influence investment decisions. The study adopted a descriptive research design and collected primary data from individual investors using a structured questionnaire. Statistical tools such as factor analysis, correlation, and regression analysis were used for data analysis.

The findings revealed that behavioral biases including overconfidence, herd behavior, loss aversion, and mental accounting significantly affect investment decision-making. The study concluded that the presence of multiple investment alternatives combined with behavioral biases often leads to confusion and suboptimal investment choices, highlighting the need for investor awareness and behavioral finance education.

Singh et al. (2024) conducted a study titled "Choice Overload and Decision-Making Behavior: Evidence from Individual Investors" with the objective of analyzing the impact of excessive investment options on investor decision-making behavior. The study adopted an empirical research design and collected primary data from retail investors through structured questionnaires. Statistical techniques such as descriptive statistics and regression analysis were employed for data analysis. The findings revealed that an increased number of investment alternatives leads to cognitive overload, decision delay, and avoidance behavior among investors. The study concluded that choice overload significantly contributes to decision paralysis, particularly among less experienced and young investors, thereby affecting effective personal financial planning.

Khan et al. (2019) conducted a study titled "Web Disclosure as Mediating Role in the Relationship Between Paradox of Choice, Investor Experience, Financial Literacy and Investment Decision Making: Evidence from China" with the objective of examining how web disclosure mediates the relationship between paradox of choice, investor experience, financial literacy, and investment decision-making. The study adopted a quantitative research design and collected primary data from 200 investors. Structural equation modeling was employed for data analysis. The findings revealed that paradox of choice, investor experience, and financial literacy have a direct positive effect on investment decision-making and that web disclosure acts as a significant mediator in this relationship. The study concluded that adequate and transparent information disclosure can reduce confusion arising from excessive options and help investors make better investment decisions.

Adriatico et al. (2022) conducted a study titled "An Analysis on the Impact of Choice Overload to Consumer Decision Paralysis" with the objective of analyzing whether excessive choice leads to decision paralysis among consumers. The study adopted a survey-based quantitative research design and analyzed data using logistic regression and ordinary least squares regression.

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The findings revealed that decision task difficulty and asymmetric information significantly increase choice overload, which in turn contributes to decision paralysis and abandonment of decisions.

The study concluded that excessive options and complex information environments overwhelm consumers' cognitive capacity, leading to inaction and delayed decision-making.

Finet et al. (2025) conducted a study titled "Negative Emotions and Decision-Making Paralysis Among Individual Investors: A Qualitative Approach" with the objective of exploring how negative emotions influence decision-making paralysis among individual investors. The study adopted a qualitative and inductive research design using experimental trading simulations and semi-structured interviews. The findings revealed a four-phase emotional process consisting of nonchalance, hesitation, partial disengagement, and decision paralysis, particularly during perceived bear markets. The study concluded that the accumulation of negative emotions leads to withdrawal, inaction, and paralysis in investment decision-making and emphasized the importance of emotional regulation strategies.

Brière, Poterba and Szafarz (2021) conducted a study titled "Choice Overload? Participation and Asset Allocation in French Employer-Sponsored Saving Plans" with the objective of examining how plan complexity and investment option variety affect employee participation and asset allocation decisions. The study adopted an empirical research design using administrative data from 680,392 employees across 1,610 firms. Econometric analysis was employed to examine participation and default option selection behavior. The findings revealed that the presence of long-term investment options reduces participation and default selection, indicating that excessive complexity discourages active decision-making. The study concluded that choice overload contributes to lower plan participation due to the cognitive costs associated with evaluating multiple complex options.

Jacob and Joseph (2024) conducted a study titled "Navigating the Mutual Fund Maze: Understanding and Alleviating Choice Overload for Retail Investors" with the objective of synthesizing research on how choice overload affects mutual fund selection and identifying strategies to mitigate its negative effects. The study adopted a conceptual and integrative literature review design based on prior empirical studies. The findings revealed that an excessive number of mutual fund schemes leads to investor confusion, inertia, and suboptimal decision-making.

The study concluded that heuristics, bounded rationality, sense-making, and the creation of a consideration set can help retail investors reduce choice overload and improve fund selection outcomes.

III. Research Gap

Existing literature in behavioral finance has extensively examined irrational financial behavior, overconfidence, financial literacy, and risk tolerance among youth and young adults. Several studies have also explored investment decision-making and saving behavior; however, very limited empirical research has specifically focused on "decision paralysis" caused by excessive investment choices, particularly among young investors. Most prior studies concentrate on what people choose, rather than why they fail to choose at all. Additionally, the psychological impact of having too many investment options—such as mutual funds, stocks, digital assets, insurance plans, and retirement schemes—on delayed or avoided financial decisions remains underexplored in the Indian context. Hence, there exists a clear research gap in empirically examining how an overload of investment options affects decision confidence, stress, and actual investment behavior among young professionals

Objectives of the Study

1. To identify the major factors influencing investment decision-making among young investors.
2. To examine the basis or criteria on which young investors make personal investment decisions.
3. To analyze the relationship between decision paralysis and actual investment behavior among young investors.
4. To assess the impact of decision paralysis on investment confidence and financial stress.

Research Hypotheses Hypotheses for t-Test (Compare two groups)

- H_{01}: There is no significant difference in decision paralysis between male and female young professionals.
- H_{11}: There is a significant difference in decision paralysis between male and female young professionals.
- H_{02}: There is no significant difference in decision paralysis between individuals with financial education and without financial education.
- H_{12}: Individuals without financial education experience higher decision paralysis.

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Hypotheses for One-Way ANOVA

(Compare more than two groups)

H_{03}: There is no significant difference in decision paralysis across income groups of young professionals.

H_{13}: Decision paralysis significantly differs across income groups.

H_{04}: There is no significant difference in decision paralysis based on number of investment options perceived (low, medium, high).

H_{14}: Higher perceived investment options lead to greater decision paralysis.

Hypotheses for Regression Analysis

(Cause–effect relationship)

H_{05}: Number of investment options has no significant impact on decision paralysis.

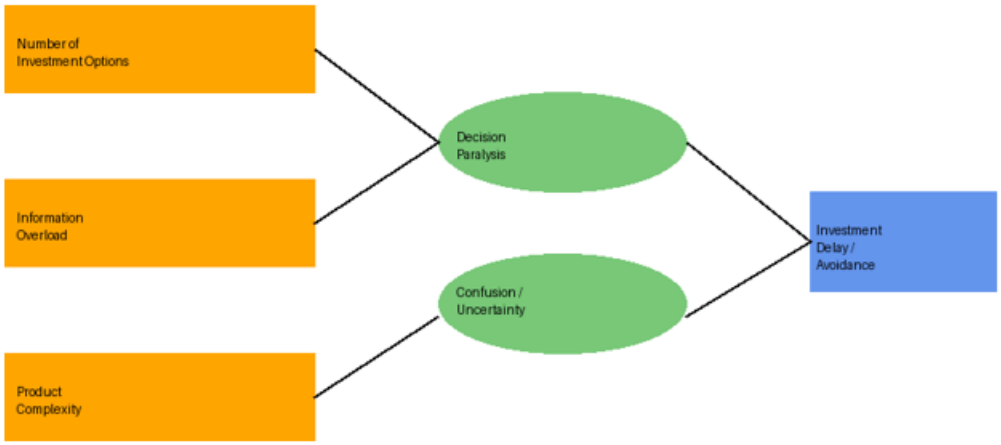
H_{15}: Number of investment options positively and significantly impacts decision paralysis.

H_{06}: Decision paralysis has no significant effect on investment delay or avoidance.

H_{16}: Higher decision paralysis leads to greater investment delay or avoidance.

Hypothesis	**Independent Variable**	**Dependent Variable**	**Test**
H_{11}	Gender	Decision Paralysis	t-test
H_{12}	Financial Education	Decision Paralysis	t-test
H_{13}	Income Group	Decision Paralysis	ANOVA
H_{14}	Perceived Options (Low/Med/High)	Decision Paralysis	ANOVA
H_{15}	Number of Investment Options	Decision Paralysis	Regression
H_{16}	Decision Paralysis	Investment Delay/Avoidance	Regression

Conceptual Framework



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Independent and Dependent Variables

Independent Variables (Choice Environment):

- Number of Investment Options
- Information Overload
- Financial Product Complexity

Dependent Variables (Investment Decision Behaviour):

- Decision Paralysis
- Investment Delay / Avoidance

IV. Research Methodology

Nature of Data:

Primary collection used to ensure a comprehensive understanding of the research problem.

Research Design:

The study adopts a descriptive and analytical research design to systematically describe investors' characteristics and to analyze the relationship between excessive investment options and decision paralysis in personal finance.

Primary Data Collection:

Primary data are collected through a structured questionnaire administered to individual investors. The questionnaire is designed using a Likert scale to measure respondents' perceptions of investment choice overload, decision paralysis, and investment delay or avoidance behaviour.

Sampling Technique:

The study employs convenience sampling by selecting respondents based on accessibility and young investors .

Sample Size: n=(z^2*p*(1-p))/e^2)

The sample size of the study consists of approximately **485 respondents**, which is considered adequate for meaningful statistical analysis within the scope of the study.

Tools for Analysis:

Data analysis includes percentage analysis to understand the demographic profile of respondents, mean score analysis to assess perceptions of choice overload and decision paralysis, and appropriate statistical tests such as t-tests, one-way ANOVA, and regression analysis to examine relationships between variables.

Software Used:

Data are coded and analyzed using **MS Excel and SPSS** to ensure accuracy, reliability, and validity of the results.

Expected Outcomes

1. The study is expected to confirm that an increase in the number of investment options leads to higher levels of decision paralysis among investors.
2. Information overload and financial product complexity are expected to significantly contribute to confusion and hesitation in investment decision-making.

Decision paralysis is likely to result in greater investment delay or avoidance behaviour among investors.

1. Investors with higher financial literacy and experience are expected to exhibit lower levels of decision paralysis compared to less experienced investors

V. Analysis And Interpretation Data

Case Processing Summary

Cases	**N**	**%**
Valid	253	100.0
Excluded	0	0.0
Total	253	100.0

Interpretation

The above table presents the case processing summary of the data collected for the study. It can be clearly observed that all 253 responses are valid and there are no missing or excluded cases. This indicates that the dataset is complete and free from inconsistencies. The absence of missing data ensures that the statistical analysis performed on the dataset will produce reliable and unbiased results. Therefore, the dataset is considered suitable for further analysis and hypothesis testing.

Reliability Statistics

Cronbach's Alpha	**No. of Items**
0.720	16

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Interpretation

The reliability of the questionnaire was tested using Cronbach's Alpha, which measures the internal consistency of the items used in the study. The obtained value of 0.720 is above the acceptable threshold of 0.7, indicating that the items included in the questionnaire are consistent and measure the intended constructs effectively. This suggests that the responses collected are dependable and the scale used in the study is reliable. Therefore, the data can be confidently used for further statistical analysis.

Gender of the Respondents

Gender	Frequency	Percent
Male	144	56.9
Female	109	43.1
Total	253	100.0

Interpretation

The above table represents the gender distribution of the respondents included in the study. It can be observed that out of the total 253 respondents, 144 respondents (56.9%) are male, while 109 respondents (43.1%) are female. This indicates that male respondents form a slightly higher proportion of the sample compared to female respondents. However, the difference is not very large, and both groups are adequately represented. This balanced representation ensures that the findings of the study are not biased toward a particular gender group.

Gender and Decision Paralysis (T-Test)

H_{01}: There is no significant difference in decision paralysis between male and female respondents.

H_{11}: There is a significant difference in decision paralysis between male and female respondents.

t-value	p-value
-0.96	0.338

Interpretation

An independent samples t-test was conducted to determine whether there is a significant difference in decision paralysis between male and female respondents. The results of the test indicate that the t-value is -0.96 and the corresponding p-value is 0.338. Since the p-value is greater than the significance level of 0.05, the result is not statistically significant. This implies that there is no meaningful difference in the level of decision paralysis experienced by male and female respondents. In other words, gender does not play a significant role in influencing decision-making difficulties in investment contexts. Therefore, the null hypothesis (H_{01}) is accepted and the alternative hypothesis (H_{11}) is rejected.

Descriptive statistics

Variable	Mean	Std. Deviation
Options Score	3.73	0.685
Decision Paralysis	3.73	0.720
Investment Delay	3.73	0.714

Interpretation

The above table presents the descriptive statistics of the key variables used in the study, namely perceived investment options, decision paralysis, and investment delay. The mean values for all three variables are approximately 3.7, which indicates a moderate to high level of agreement among respondents on the Likert scale. This suggests that respondents generally perceive a large number of investment options and experience noticeable levels of decision paralysis as well as investment delay.

The standard deviation values for all variables are relatively low (around 0.6 to 0.7), indicating that the responses are not highly dispersed and are fairly consistent around the mean. This implies that most respondents share similar perceptions regarding investment options and their impact on decision-making behavior.

Overall, the descriptive statistics indicate that decision-related challenges such as confusion, hesitation, and delay are commonly experienced among young professionals when dealing with multiple investment options

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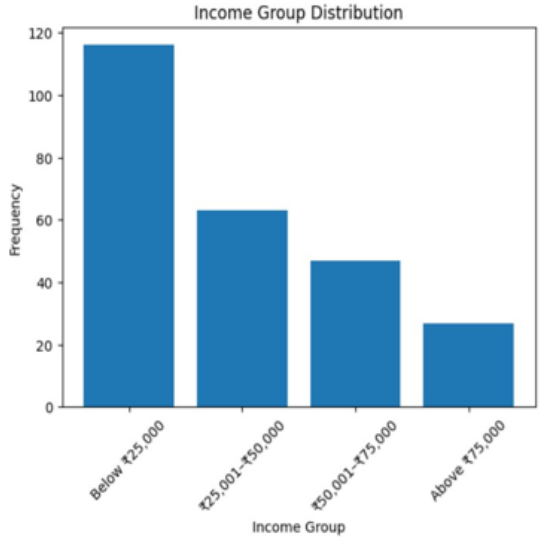
Income and Decision Paralysis (ANOVA)

H_{03}: There is no significant difference in decision paralysis across income groups.

H_{13}: There is a significant difference in decision paralysis across income groups.

F	p-value
1.425	0.236



Interpretation

A one-way ANOVA test was conducted to examine whether decision paralysis varies across different income groups. The results show that the F-value is 1.425 and the corresponding p-value is 0.236. Since the p-value is greater than the significance level of 0.05, the result is not statistically significant. This indicates that there is no significant difference in decision paralysis among respondents belonging to different income categories. Therefore, income does not have a considerable influence on decision-making difficulties. Hence, the null hypothesis (H_{03}) is accepted and the alternative hypothesis (H_{13}) is rejected.

Investment Options and Decision Paralysis (ANOVA)

H_{04}: There is no significant difference in decision paralysis based on perceived investment options.

H_{14}: Higher perceived investment options lead to greater decision paralysis.

F	p-value
10.092	$p < 0.001$

Options Level	Mean Decision Paralysis
Low	2.69
Medium	3.65
High	3.79

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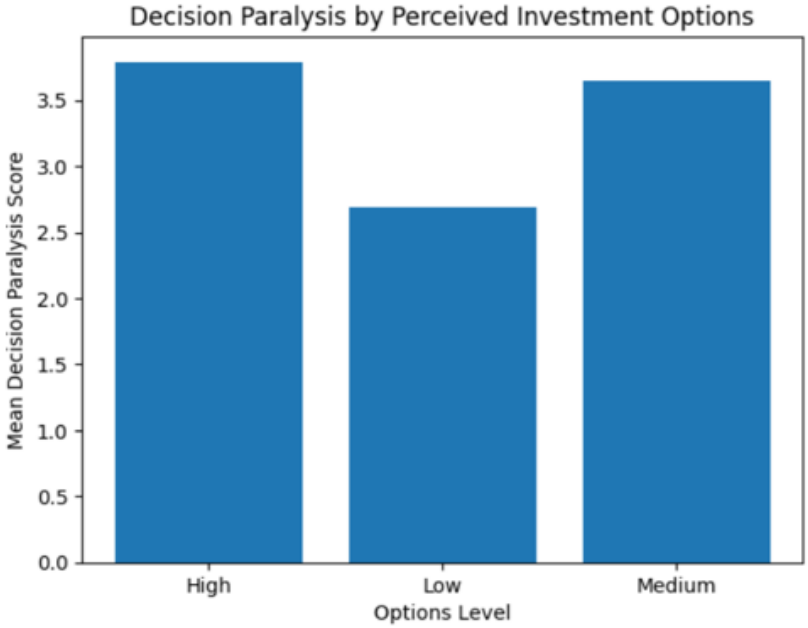

Interpretation

A one-way ANOVA test was conducted to determine whether decision paralysis differs based on the perceived number of investment options. The results show that the F-value is 10.092 and the p-value is less than 0.001, which is statistically significant. This indicates that there is a significant difference in decision paralysis among the groups categorized as low, medium, and high perceived investment options. The mean values further reveal a clear pattern, where respondents with high perceived investment options report the highest level of decision paralysis, followed by medium and low groups. This suggests that an increase in the number of available investment choices leads to greater confusion and difficulty in making decisions. Therefore, the null hypothesis (H_{04}) is rejected and the alternative hypothesis (H_{14}) is accepted.

Investment Options and Decision Paralysis (Regression)

H_{05}: Number of investment options has no significant impact on decision paralysis.

H_{15}: Number of investment options has a significant impact on decision paralysis.

Model Summary

R	R Square	Adjusted R Square
0.332	0.110	0.106

ANOVA

F	p-value
30.95	$p < 0.001$

Coefficients

Variable	B	t-value	p-value
Constant	2.427	10.23	$p < 0.001$
Options Score	0.348	5.56	$p < 0.001$

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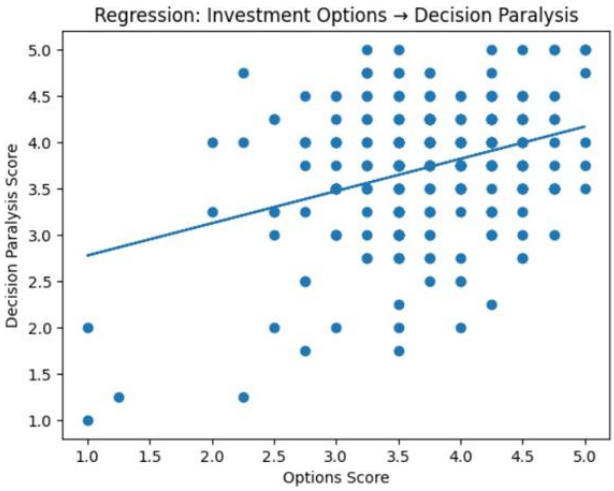


Interpretation

A regression analysis was conducted to examine the impact of perceived investment options on decision paralysis. The results indicate that the model is statistically significant, as the p-value is less than 0.001. The R Square value of 0.110 suggests that 11% of the variation in decision paralysis is explained by the number of perceived investment options. Although this value is moderate, it is acceptable in behavioral studies where multiple factors influence outcomes. The coefficient value (β = 0.348) is positive and statistically significant, indicating that as the number of investment options increases, decision paralysis also increases. This finding highlights the effect of choice overload, where too many options make decision-making more difficult. Therefore, the null hypothesis (H_{05}) is rejected and the alternative hypothesis (H_{15}) is accepted.

Decision Paralysis and Investment Delay (Regression)

H_{06}: Decision paralysis has no significant impact on investment delay.

H_{16}: Decision paralysis has a significant impact on investment delay.

Model Summary

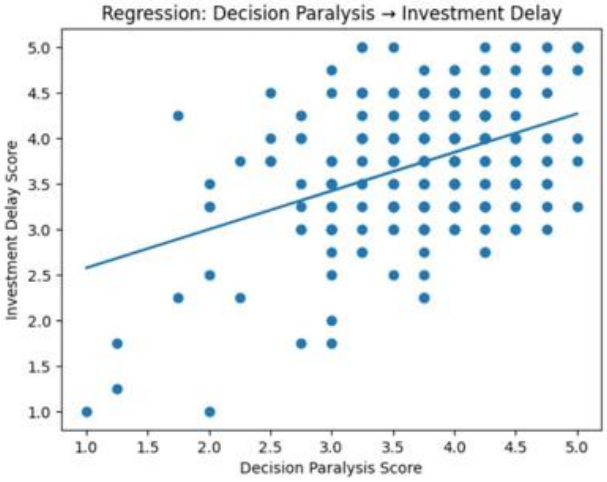
R	R Square	Adjusted R Square
0.427	0.182	0.179

ANOVA

F	p-value
55.90	p < 0.001

Coefficients

Variable	B	t-value	p-value
Constant	2.151	10.01	p < 0.001
Decision Paralysis	0.423	7.47	p < 0.001



Interpretation

A regression analysis was conducted to examine the effect of decision paralysis on investment delay. The results show that the model is statistically significant, with a p-value less than 0.001. The R Square value of 0.182 indicates that 18.2% of the variation in investment delay is explained by decision paralysis, which is relatively strong in behavioral research. The coefficient value (β = 0.423) is positive and significant, indicating that higher levels of decision paralysis lead to increased investment delay.

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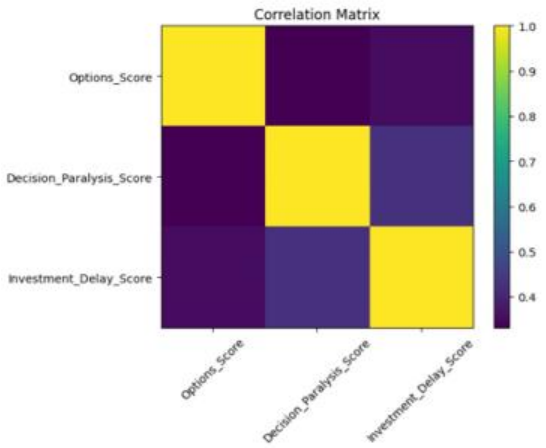
This suggests that individuals who face difficulty in making investment decisions are more likely to postpone or avoid investing altogether. Therefore, the null hypothesis (H_{06}) is rejected and the alternative hypothesis (H_{16}) is accepted.

Correlation analysis

Variables	Correlation
Decision Paralysis & Investment Delay	0.427



Interpretation

The correlation analysis shows a moderate positive relationship between decision paralysis and investment delay. This indicates that as decision paralysis increases, investment delay also increases. The strength of the relationship suggests that indecision plays a significant role in influencing investment behavior. This finding is consistent with the regression results, further strengthening the validity of the study.

Descriptive statistics

Variable	Mean	Std. Deviation
Options Score	3.73	0.685
Decision Paralysis	3.73	0.720
Investment Delay	3.73	0.714

Interpretation

The descriptive statistics show that the mean values for all variables are approximately 3.7, which indicates a moderate level of agreement among respondents. This suggests that respondents generally perceive a high number of investment options and experience noticeable levels of decision paralysis and investment delay. The relatively consistent standard deviation values indicate that the responses are moderately spread around the mean.

VI. Results

The statistical analysis of the data revealed several important outcomes regarding the relationship between perceived investment options, decision paralysis, and investment delay among young professionals.

The independent sample t-test showed that there is no significant difference in decision paralysis between male and female respondents ($p = 0.338$). This indicates that gender does not play a significant role in influencing decision paralysis.

Similarly, the one-way ANOVA test conducted to examine differences across income groups revealed no significant variation in decision paralysis ($p = 0.236$). This suggests that income level does not significantly affect the level of difficulty experienced in investment decision-making.

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However, the analysis of perceived investment options using ANOVA showed a statistically significant result ($p < 0.001$). This indicates that decision paralysis varies significantly based on the number of investment options perceived by individuals.

Further, regression analysis revealed that perceived investment options have a significant positive impact on decision paralysis ($\beta = 0.348$, $p < 0.001$). Additionally, decision paralysis was found to have a strong and significant impact on investment delay ($\beta = 0.423$, $p < 0.001$).

These results confirm that while demographic factors do not significantly influence decision paralysis, psychological factors such as perceived investment options play a crucial role.

VII. Findings

The major findings derived from the analysis are as follows:

- Gender does not have a significant influence on decision paralysis
- Income does not significantly affect decision paralysis
- Perceived investment options significantly influence decision paralysis
- Higher number of investment options leads to increased confusion and difficulty in decision-making
- Decision paralysis significantly leads to investment delay or avoidance
- There exists a positive relationship between decision paralysis and investment delay
- Psychological factors are more influential than demographic factors in determining investment behavior

VIII. Discussion

The findings of the study provide important insights into the behavior of young professionals when making investment decisions. The results indicate that demographic factors such as gender and income do not significantly influence decision paralysis. This suggests that decision-making difficulties are experienced across different groups in a similar manner.

On the other hand, the study highlights the significant role of perceived investment options in influencing decision paralysis.

The presence of a large number of investment choices appears to overwhelm individuals, making it difficult for them to evaluate alternatives effectively. This phenomenon can be explained through the concept of "choice overload," where too many options lead to confusion and hesitation.

Furthermore, the results show that decision paralysis has a strong positive impact on investment delay. This indicates that individuals who experience difficulty in making decisions tend to postpone or completely avoid investment decisions. This behavior can negatively affect long-term financial planning and wealth creation.

Overall, the study confirms that psychological factors play a more critical role than demographic factors in influencing financial decision-making. The findings are consistent with behavioral finance theories, which emphasize the role of cognitive limitations and emotional factors in decision-making processes.

IX. Conclusion

Based on the analysis and findings of the study, it can be concluded that decision paralysis is a significant issue among young professionals when dealing with investment decisions.

The study reveals that the perception of having too many investment options leads to increased confusion and difficulty in making decisions. This, in turn, results in delayed or avoided investment behavior.

While demographic factors such as gender and income do not have a significant impact on decision paralysis, psychological factors such as choice overload play a crucial role in influencing investment behavior.

The results emphasize the need for simplifying investment choices and providing clearer guidance to investors. Reducing complexity and improving financial awareness can help individuals make more confident and timely investment decisions.

Thus, the study establishes a clear relationship between perceived investment options, decision paralysis, and investment delay, highlighting the importance of behavioral factors in personal finance.

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