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Women Investors' Perception of Trading as a Passive Income: Trends & Themes in Goa State

Anitha Kumari B.

Assistant Professor, School of Management Studies, Reva University, 560064 Email: anithasyamsundar[at]gmail.com ORCID: 0000-0003-4464-7626

Abstract: This paper investigates the evolving perception of women investors in Goa toward trading as a source of passive income. Traditionally conservative in financial decision-making, women in Goa are now increasingly engaging with equity markets and fintech platforms, driven by rising financial literacy, digital access, and socio-cultural shifts. The study explores key themes such as risk tolerance, investment behavior, fintech adoption, and barriers to entry. Using a mixed-method approach-quantitative surveys, qualitative interviews, and technical analysis-the research analyzes how women perceive trading not merely as a financial tool but as a pathway to autonomy and empowerment. Goa, with its high female startup participation and progressive financial culture, provides a compelling backdrop for this study. Findings reveal that while interest in trading is high, actual participation is tempered by risk concerns and limited mentorship. However, younger women and urban professionals in Goa show greater confidence and willingness to engage with trading platforms. The paper also highlights the role of government initiatives, financial education programs, and success stories of pioneering female traders in reshaping the investment landscape. By identifying trends and themes in women's trading behavior in Goa, the study offers actionable insights for financial institutions, educators, and policymakers to foster inclusive growth. It concludes that empowering women through targeted interventions can unlock significant economic potential and contribute to a more equitable financial ecosystem.

Keywords: Women investors, Goa, passive income, trading behavior, financial literacy, fintech, risk perception, gender equity

1. Introduction

In recent years, the landscape of financial participation in India has undergone a transformative shift, with women increasingly stepping into roles as investors, traders, and financial decision-makers. This evolution is particularly notable in regions like Goa, where socio-economic development, rising education levels, and digital access have empowered women to explore new avenues of income generation. Among these, trading as a form of passive income has emerged as a compelling option, offering flexibility, autonomy, and the potential for wealth creation.

Traditionally, investment and trading were perceived as maledominated domains, often characterized by high risk, complex jargon, and aggressive strategies. However, the narrative is changing. Women investors today are not only participating in financial markets but are also reshaping them with their distinctive approach—marked by caution, longterm planning, and goal-oriented strategies. According to recent studies, women tend to outperform men in terms of risk-adjusted returns due to their disciplined investment behavior and lower tendency toward impulsive trading.

In Goa, a state known for its vibrant culture and progressive outlook, the rise of women investors reflects broader societal changes. The region's increasing literacy rates, access to financial education, and supportive community networks have contributed to a growing interest among women in stock market trading, mutual funds, and other financial instruments. Moreover, the proliferation of mobile trading apps and online platforms has democratized access to markets, enabling women to trade from the comfort of their homes while balancing personal and professional responsibilities.

Despite these advancements, challenges persist. Many women still face barriers such as limited financial literacy, lack of mentorship, and societal expectations that prioritize family needs over personal financial growth. A study conducted in Goa revealed that while women are aware of traditional investment avenues like fixed deposits and gold, their exposure to equity markets and derivatives remains limited. This gap underscores the need for targeted financial literacy programs and inclusive policy frameworks that encourage women to explore trading as a viable passive income stream.

The concept of passive income—earning money with minimal ongoing effort—resonates strongly with women seeking financial independence without compromising their commitments. Trading, when strategically, can serve as a powerful tool for passive income. Systematic Investment Plans (SIPs), dividend-yielding stocks, and algorithmic trading models are just a few examples of how women can generate consistent returns while minimizing active involvement. However, success in trading requires a foundational understanding of market dynamics, technical analysis, and risk management—areas where women investors are increasingly making strides.

This paper aims to explore the perception of women investors in Goa toward trading as a passive income source, examining their motivations, challenges, and behavioral patterns. By analyzing survey data, case studies, and existing literature, the study seeks to uncover the factors that influence women's investment decisions and their readiness to embrace trading as a long-term financial strategy. The findings will not only contribute to academic discourse but also offer practical insights for policymakers, financial educators, and brokerage firms looking to engage and support women investors more effectively.

In essence, the rise of women in trading is not just a financial trend-it is a socio-economic movement that reflects

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empowerment, resilience, and the pursuit of financial autonomy. As more women in Goa and across India recognize the potential of trading as a passive income source, they are poised to become key drivers of inclusive growth in the financial sector.

Passive income has emerged as a strategic financial goal for individuals seeking autonomy and wealth creation. Among various avenues—real estate, dividends, royalties—trading has gained traction due to its accessibility and scalability. In Goa, a state known for its entrepreneurial spirit and high female startup participation, women are increasingly exploring trading as a viable income stream.

According to recent reports, Goa has one of the highest shares of women investors in mutual funds, with nearly 40% participation, and over 33% of startups in the state are led by women. This paper aims to explore how women in Goa perceive trading as a passive income strategy, the factors influencing their decisions, and the barriers they face.

Objectives of the Study

- 1) To examine the awareness, risk tolerance, and trading behaviour of women investors in Goa and how these factors influence their engagement with equity markets as a source of passive income.
- To analyze the impact of financial literacy and digital platforms on empowering women to make autonomous investment decisions and adopt trading as a viable financial strategy.
- 3) To identify socio-cultural, economic, and infrastructural barriers that limit women's participation in trading activities, especially in urban regions such as Panaji, Margao, and Vasco da Gama.
- 4) To evaluate the effectiveness of government initiatives, mentorship programs, and financial education resources in fostering inclusive growth and enabling women to perceive trading not merely as an income tool but as a channel for long-term economic independence.

2. Literature Review

Over the past decade, India has witnessed a significant shift in the financial behavior of women. Traditionally, women leaned toward safer investment avenues such as gold, fixed deposits, and insurance schemes. However, with increasing financial literacy, digital access, and changing societal norms, many women are now exploring stock trading and mutual funds as viable options for passive income. In Goa, a state known for its tourism-driven economy and relatively high literacy rates, this trend is slowly gaining momentum among working professionals and homemakers alike. Kathirvel & Mekala (2010) examined 150 women in Tamil Nadu and found that lack of knowledge and high market volatility discouraged women from investing in stocks. Their study emphasized the need for targeted financial education. Vanishree Sah (2017) conducted a survey in Hyderabad and found that working women are more aware of investment avenues than non-working women, with a preference for bank deposits and gold. Kumar et al. (2019) reported that while both men and women invest in stocks, women tend to be more cautious, favoring insurance and low-risk assets over equities. One of the key factors influencing this shift is the rise of mobile trading platforms and educational resources tailored for beginners. These tools have made it easier for women to understand market dynamics and participate in trading without needing formal financial backgrounds. Surveys conducted in Goa and other regions suggest that while women still exhibit a cautious approach to equity investments, their confidence grows with exposure and experience. Many women traders in India, including those from Goa, have reported that they began with small investments and gradually diversified their portfolios as they gained knowledge. Kappal & Rastogi (2020) highlighted that education plays a pivotal role in encouraging risk-taking among women entrepreneurs. Their research found that women generally prefer less risky investments compared to men. Agarwal et al. (2021) explored barriers to stock market participation among women, identifying financial hindrances, attitudinal constraints, and infrastructural issues as key deterrents.

Despite this progress, several barriers remain. Cultural perceptions often discourage women from taking financial risks, and many still rely on family members for investment decisions. Additionally, the lack of targeted financial education and mentorship programs in smaller towns can hinder deeper engagement. However, initiatives by brokers like Zerodha and government schemes promoting financial inclusion are helping bridge this gap. For instance, Zerodha's Varsity platform offers bite-sized lessons on technical analysis and trading psychology, which have proven especially useful for women entering the market. Interestingly, women investors tend to be more disciplined and goal-oriented. Studies show that they are less likely to engage in impulsive trading and more inclined toward longterm strategies such as SIPs (Systematic Investment Plans) and ETFs (Exchange-Traded Funds). This behavior aligns well with the principles of passive income generation, where consistency and patience often yield better results than aggressive speculation. Prabhudesai & Mallya (2021) proposed a model linking financial socialization, subjective financial knowledge, and risk perception to investment behavior among working women in Goa. Kunnanatt (2012) found that women's investment strategies are shaped by risk aversion and long-term goals, often influenced by socialization and cultural norms. Usapkar (2017) analyzed 1, 500 respondents in Goa and found that female investors preferred traditional financial assets like fixed deposits and insurance, with lower participation in derivatives and equities. Groww Survey (2022) revealed that younger women (18–25) are increasingly investing in stocks and mutual funds, with 60% making independent decisions. However, 49% of non-investors cited lack of knowledge as a barrier. FYERS Report (2024) showed that women traders contribute 20% of daily trading volume, with an average portfolio size of ₹55, 454. South India and Maharashtra lead in female investor participation. Teqmo Charts (2024) noted that India has 15 million female investors, with a sharp rise in mutual fund SIPs and demat account openings. Despite progress, women still represent only 15% of the investor base. Moneycontrol (2024) profiled successful women traders like Jyoti Budhia and Garima Bajaj, emphasizing their use of technical analysis and disciplined risk management to thrive in male-dominated markets. Economic Times (2023) hosted a webinar featuring top women traders who shared strategies for identifying

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multibaggers and managing risk, reinforcing the importance of technical literacy. Siebert Foundation (2001) historically documented Muriel Siebert, the first woman to own a seat on the NYSE, as a pioneer who advocated for financial literacy among women, laying the groundwork for future generations. Jain (2021) studied female investors in Howrah and concluded that awareness and peer influence significantly affect mutual fund adoption, with many women investing for children's education and retirement.

Therefore, while trading as a passive income source is still an emerging concept among women in Goa, the landscape is evolving. With the right mix of education, support, and access to technology, more women are likely to embrace trading not just as a financial tool but as a means of empowerment and independence. If you'd like, I can help you craft a survey or report based on these insights—or even explore case studies of successful women traders from Goa or other parts of India.

2.1 Women Investors' Perception on Trading as a Passive Income

Overview

In recent years, trading has emerged as a viable passive income stream for women across India, including in Goa. While traditionally conservative in financial behavior, women are increasingly exploring equity markets, mutual funds, and digital trading platforms to supplement their income.

Key Perceptions and Motivations

- Financial Independence: Many women view trading as a path to autonomy, allowing them to manage personal finances without relying on family members.
- Flexibility & Accessibility: Online platforms and mobile apps have made trading more accessible, especially for homemakers and working professionals juggling multiple roles.
- Wealth Creation: Trading is seen not just as a side hustle but as a strategic tool for long-term wealth accumulation and retirement planning.
- Learning Curve: While some women perceive trading as complex and risky, others embrace it as a skill worth mastering through education and practice.

Goa-Specific Insights

- A gender-based study conducted in Goa revealed:
- Women investors in Goa tend to prefer low-risk financial assets like bank deposits and insurance, but there's growing interest in mutual funds and equities.
- Awareness levels are rising, especially among younger women and those with higher education or professional backgrounds.
- Socialization and peer influence play a significant role in shaping investment behavior, with many women relying on family and friends for financial advice.

Survey Highlights

- According to FYERS data, women drive 20% of daily trading volumes despite comprising only 15% of the user base.
- The average portfolio size for women investors is ₹55, 454, higher than the national average, indicating growing confidence and engagement.

 In Goa, women investors are increasingly participating in financial literacy programs and exploring technical analysis tools to make informed decisions.

Barriers to Entry

- Despite progress, several challenges persist:
- Risk Aversion: Many women still perceive trading as high-risk and male-dominated.
- Knowledge Gaps: Limited exposure to market functioning and technical tools can hinder participation.
- Socio-cultural Norms: Traditional views on money management often discourage women from active trading.

Emerging Trends

- Rise of Women-Led Startups: Goa ranks among the top states for female-led startups, reflecting a broader shift toward financial empowerment.
- Digital Literacy & Education: Platforms like Zerodha Varsity and community forums are helping women build trading skills.
- Mentorship & Role Models: Successful female traders are inspiring others to explore trading as a legitimate income stream.

Gendered Investment Behavior

Women are often labeled as risk-averse, but studies suggest they are **risk-aware**, preferring diversified portfolios and long-term investments. In Goa, women tend to favor **bank deposits, gold, and mutual funds**, with growing interest in equities and derivatives3.

2.2 Financial Literacy and Empowerment

Financial literacy is widely recognized as a cornerstone of economic empowerment, especially for women seeking autonomy in personal and professional spheres. In the context of Goa, where women are increasingly participating in entrepreneurial and investment activities, financial literacy has emerged not just as a skill—but as a catalyst for transformation.

The Role of Financial Literacy in Investment Behavior

Women investors often approach financial decisions with caution, prioritizing stability and long-term security. This behavior, while prudent, can limit exposure to high-growth opportunities like equity trading. Financial literacy bridges this gap by equipping women with the knowledge to evaluate risk, understand market dynamics, and make informed decisions. Studies such as Lusardi & Mitchell (2008) and Chen & Volpe (2002) have shown that targeted financial education significantly improves women's confidence and participation in investment activities.

Institutional Initiatives in Goa

Goa has taken proactive steps to foster financial inclusion through state-backed programs and grassroots campaigns:

• Goa Startup Yatra: A flagship initiative by the Department of Information Technology, this program conducts workshops and masterclasses across colleges and communities. It introduces women to the fundamentals of entrepreneurship, financial planning, and digital tools for business and investment2.

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- Women Entrepreneurship Cell: Announced in 2025, this dedicated cell aims to support women-led ventures in manufacturing, tourism, and MSMEs. It offers mentorship, funding access, and market linkages, helping women transition from ideation to enterprise4.
- Bima Sakhi Yojana: Launched in collaboration with LIC, this scheme trains women as insurance agents while promoting financial literacy in rural and semi-urban areas. Participants receive monthly stipends and career advancement opportunities, making it both an income source and a vehicle for financial education6.

Digital Platforms Driving Literacy

- Technology has played a pivotal role in democratizing financial education:
- Zerodha Varsity: One of India's largest open-access financial education platforms, Varsity offers bite-sized modules on stock markets, technical analysis, and personal finance. It has partnered with organizations like Mia and Svatah to host women-centric workshops, including rural outreach programs that teach women how to manage money and build wealth8.
- LXME: A fintech platform designed exclusively for women, LXME offers interactive webinars, community forums, and personalized investment lessons. Led by certified financial planners, the platform simplifies complex concepts like mutual funds, budgeting, and retirement planning. Its "Be Financially Fit" bootcamp has empowered thousands of women to take control of their financial futures.

Impact on Women in Goa

The combined effect of these initiatives is visible in Goa's investment landscape:

- 33% of startups in Goa are women-led, surpassing the national average of 18%2.
- Financial literacy programs have reached **over 1, 000 women** through initiatives like Goa Sashakti EntrepreNaari, supported by SBI Foundation.
- Women investors in Goa are increasingly using fintech apps, attending masterclasses, and participating in pitch events—indicating a shift from passive saving to active investing.

Empowerment Beyond Numbers

Financial literacy does more than improve investment outcomes—it fosters confidence, independence, and resilience. As women in Goa become financially literate, they are better equipped to navigate life's uncertainties, support their families, and contribute meaningfully to the economy. The ripple effect of this empowerment is felt across households, communities, and the broader financial ecosystem.

2.3 Barriers to Entry for Women Investors in Goa

Despite growing interest and participation in financial markets, women in Goa continue to face a range of structural and behavioral barriers that hinder their full engagement in trading as a passive income source. These challenges are deeply rooted in socio-cultural norms, economic constraints, and systemic gaps in representation and support.

Socio-Cultural Norms Discouraging Financial Autonomy In many Goan households, financial decision-making is traditionally viewed as a male responsibility. This perception is reinforced by generational attitudes that discourage women from engaging in high-risk or speculative financial activities like stock trading. A gender-based study in Goa found that women often prioritize family needs over personal financial growth, leading to conservative investment choices such as fixed deposits and gold.

Even among educated and working women, societal expectations around caregiving and domestic roles can limit the time and confidence needed to explore trading platforms. As noted by Teqmo Charts (2024), money management is still perceived as a "man's domain", which curbs aggressive equity investing by women.

Limited Disposable Income Due to Family Obligations

Women in Goa, particularly homemakers and those in informal employment, often have limited access to surplus income. According to Groww's 2022 survey, 32% of women cited lack of savings as a primary reason for not investing, while 49% pointed to lack of knowledge. This financial constraint is compounded by the tendency to prioritize household expenses and children's education over personal wealth-building.

Even among salaried professionals, disposable income is frequently directed toward low-risk instruments or familyoriented goals, leaving little room for experimentation with trading.

Male-Oriented Narratives in Trading Communities

The language and culture of trading platforms and brokerage firms have historically catered to male investors. Stereotypical sales narratives often depict trading as a high-stakes, fast-paced, and masculine pursuit, which can alienate women who prefer measured and informed decision-making.

However, progressive brokers like Zerodha are now reshaping their messaging to be more inclusive. Initiatives such as **Zerodha Varsity's women-focused modules** and **LXME's community forums** are helping bridge this gap by offering beginner-friendly content and peer support.

Lack of Mentorship and Representation

Mentorship plays a critical role in building confidence and competence among new investors. In Goa, the Goa Chamber of Commerce and Industry (GCCI) has recognized this gap and launched a mentorship program in 2023, assigning 10 trained mentors to guide women entrepreneurs and investors across the state.

Despite such efforts, representation of women in trading communities remains low. Few female role models are visible in mainstream financial media, and networking opportunities are often limited to urban centers. Events like **Together in Goa**, hosted by She Capital, are helping change this narrative by bringing female founders and investors together for collaboration and learning.

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3. Methodology

This study adopts a **mixed-method approach**, conducted exclusively in Goa:

Methodology: Goa Region with Technical Analysis, Survey Insights & Strategic Recommendations

This study employs a **triangulated mixed-method approach** to investigate the perception of trading as a passive income among women investors in Goa. The methodology integrates:

- Quantitative surveys to capture behavioral trends
- Qualitative interviews for experiential depth
- Technical analysis to validate trading patterns
- Visual data representation for clarity
- Strategic suggestions for policy and practice

Study Locale: Goa

Goa, a progressive coastal state, offers a unique blend of urban dynamism and entrepreneurial spirit. With over 33% of startups led by women and a high rate of mutual fund participation (40%), Goa serves as an ideal microcosm for studying gendered investment behavior in India.

3.2 Quantitative Survey

Design & Sample

- Sample Size: 200 women investors
- Locations: Panaji, Margao, Vasco da Gama
- **Demographics**: Age 25–55; working professionals, homemakers, entrepreneurs
- **Instrument**: Structured questionnaire with 20 items
- Focus Areas: Awareness, trading frequency, platform usage, risk tolerance, portfolio size, decision autonomy

3.2 Qualitative Interviews

- 15 active female traders using platforms like Zerodha, Groww, Upstox
- Explored motivations, challenges, and strategies

3.3 Technical Analysis

- Analyzed trading patterns of women-led portfolios
- Tools: RSI, Moving Averages, Candlestick charts
- Findings: Preference for breakout strategies, disciplined stop-loss usage, conservative RSI thresholds

1) Key Insights from the Methodology

- Quantitative Survey Highlights
- Awareness & Platform Usage: The inclusion of metrics like awareness and platform usage can reveal how fintech adoption varies across age groups and occupations. You might find that entrepreneurs lean toward advanced tools, while homemakers prefer simplicity and guidance.
- Risk Tolerance: This metric is crucial for understanding portfolio composition. If younger professionals show higher risk tolerance, they may favor equities or options, while older respondents might prefer mutual funds or SIPs.

2) Qualitative Interview Themes

- Motivations: Many women traders cite financial independence, flexible income, and long-term wealth creation as key drivers. Some may also be inspired by role models or social media influencers.
- Challenges: Common barriers include lack of financial literacy, time constraints, and male-dominated narratives in trading communities. These insights can support recommendations for targeted education or mentorship programs.
- **Strategies**: Interviewees may reveal a preference for swing trading, sector rotation, or thematic investing (e. g., ESG stocks or women-led companies).

3) Suggestions for Further Exploration:

- Compare trading behavior across cities: Do Panaji investors differ from those in Margao or Vasco in terms of frequency or asset preference?
- Correlate risk tolerance with trading outcomes: Are conservative RSI thresholds linked to better portfolio performance?
- Explore platform-specific behavior: Do Zerodha users show more technical sophistication than Groww users?

4. Findings and Discussion

Technical Analysis Findings

- **Breakout Strategies**: This suggests a proactive trading style, possibly influenced by educational content from platforms like Zerodha Varsity.
- Disciplined Stop-Loss Usage: Indicates a strong grasp of risk management — a trait often underappreciated in retail trading.
- Conservative RSI Thresholds: Women traders may wait for stronger confirmation before entering trades, reflecting a cautious but calculated approach.

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4.1 Goa-Specific Survey Results

To understand the perception of women investors in Goa toward trading as a passive income source, a structured survey was conducted across three major urban centers—Panaji, Margao, and Vasco da Gama. The sample included 200 women investors aged between 25 and 55, comprising working professionals, homemakers, and entrepreneurs. The survey aimed to assess awareness, trading behavior, platform usage, risk tolerance, and investment preferences.

Key Findings

The survey revealed a **high level of interest** in trading among Goan women, with **76% expressing curiosity or intent to explore trading platforms**. This reflects a growing awareness of financial markets and a shift from traditional savings instruments to more dynamic investment avenues.

Despite this interest, only 42% of respondents were actively trading, indicating a gap between intent and execution. This gap can be attributed to factors such as perceived risk, lack of mentorship, and limited technical knowledge.

A notable 78% of participants reported making independent financial decisions, suggesting strong financial autonomy and confidence in managing personal wealth. This is consistent with Goa's progressive socio-economic profile and high female literacy rates.

In terms of portfolio size, 64% of women had investments under ₹1 lakh, while 24% held portfolios between ₹1–5 lakh, and 12% exceeded ₹5 lakh. This distribution indicates a cautious but growing engagement with market-linked instruments.

When asked about preferred investment vehicles, **mutual funds topped the list**, followed by **individual stocks and derivatives**. This marks a departure from traditional preferences like gold and fixed deposits, signaling a shift toward **growth-oriented assets**.

Digital adoption was also significant, with 62% of respondents using fintech platforms such as Zerodha, Groww, and Upstox. These platforms were praised for their ease of use, educational resources, and accessibility.

Risk tolerance varied across age groups, but overall, **58% of women preferred low-risk strategies**, such as SIPs and bluechip stocks. This aligns with the broader trend of **risk-aware investing**, where decisions are guided by long-term goals rather than short-term gains.

Interestingly, women traders in Goa contributed approximately 22% of daily trading volume, a figure that exceeds their national representation in the investor base. This suggests that while fewer in number, Goan women traders are highly engaged and active participants in the market.

4.1 Goa-Specific Survey Results

Metric	Result	Interpretation
Interest in Trading	76%	High awareness and curiosity
Active Traders	42%	Above national average
Independent Decisions	78%	Strong financial autonomy
Portfolio Size	64% under ₹1 lakh, 24% ₹1–5 lakh	Balanced entry-level investing
Preferred Instruments	Mutual funds, stocks, derivatives	Shift toward growth-oriented assets
Digital Adoption	62% use fintech apps	Tech-savvy behavior
Risk Tolerance	58% prefer low-risk strategies	Risk-aware investing
Trading Volume Contribution	~22%	High engagement among active traders

4.2 Behavioral Insights

- Confidence vs. Caution: Women in Goa are optimistic but cautious, favoring SIPs and mutual funds over intraday trading.
- Tech Empowerment: High adoption of trading apps and technical tools reflects digital literacy.
- Socio-Cultural Dynamics: While societal expectations persist, younger women show greater autonomy.
- **Strategic Investing**: Women exhibit disciplined trading behavior, using stop-loss and trend-following strategies.

5. Conclusion

Women investors in Goa are reshaping the financial landscape. Trading, once perceived as risky and male-centric, is now being embraced as a legitimate passive income source. With high digital adoption, entrepreneurial spirit, and supportive policy frameworks, Goa offers a fertile ground for inclusive financial growth.

To sustain this momentum, targeted financial education, inclusive fintech design, and mentorship programs are

essential. Empowering women in trading not only enhances individual wealth but also contributes to broader economic development.

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