

The European Journal of Finance >  
Volume 24, 2018 - Issue 15

1,166 1

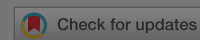
Views CrossRef citations to date Altmetric

Original Articles

# Millionaire investors: financial advisors, attribution theory and gender differences

Ylva Baeckström ✉, Jo Silvester &amp; Rachel A. J. Pownall

Pages 1333-1349 | Received 12 Nov 2016, Accepted 30 Jan 2018, Published online: 21 Feb 2018

Cite this article <https://doi.org/10.1080/1351847X.2018.1438301>

Sample our  
Area Studies  
Journals

>> Sign in here to start your access  
to the latest two volumes for 14 days

[Full Article](#) [Figures & data](#) [References](#) [Citations](#) [Metrics](#)[Reprints & Permissions](#)[Read this article](#)

## ABSTRACT

To date little attention has been paid to how social cognitive bias can influence how financial advisors interpret and respond to the needs of millionaire investors, and if this varies depending on the gender of the investor. This research investigates whether experienced professional financial advisors who work with millionaire investors make different attributions for the control and knowledge that investors have of their

### About Cookies On This Site

We and our partners use cookies to enhance your website experience, learn how our site is used, offer personalised features, measure the effectiveness of our services, and tailor content and ads to your interests while you navigate on the web or interact with us across devices. You can choose to accept all of these cookies or only essential cookies. To learn more or manage your preferences, click "Settings". For further information about the data we collect from you, please see our [Privacy Policy](#).

Accept All

Essential Only

Settings

KEYWORDS: Portfolio choice investment decisions financial advice risk-taking gender

JEL CLASSIFICATIONS: G11 G12

## Disclosure statement

No potential conflict of interest was reported by the author(s).

## Notes

1 The Financial Services Authority underwent a name change to the Financial Conduct Authority in April 2013.

## Related research ⓘ

People also read

Recommended articles

Cited by  
1



### About Cookies On This Site

We and our partners use cookies to enhance your website experience, learn how our site is used, offer personalised features, measure the effectiveness of our services, and tailor content and ads to your interests while you navigate on the web or interact with us across devices. You can choose to accept all of these cookies or only essential cookies. To learn more or manage your preferences, click “Settings”. For further information about the data we collect from you, please see our [Privacy Policy](#).

Accept All

Essential Only

Settings

## Information for

Authors

R&D professionals

Editors

Librarians

Societies

## Opportunities

Reprints and e-prints

Advertising solutions

Accelerated publication

Corporate access solutions

## Open access

Overview

Open journals

Open Select

Dove Medical Press

F1000Research

## Help and information

Help and contact

Newsroom

All journals

Books

## Keep up to date

Register to receive personalised research and resources by email



Sign me up



Copyright © 2024 Informa UK Limited [Privacy policy](#) [Cookies](#) [Terms & conditions](#)

[Accessibility](#)



Taylor & Francis Group  
an informa business

### About Cookies On This Site

We and our partners use cookies to enhance your website experience, learn how our site is used, offer personalised features, measure the effectiveness of our services, and tailor content and ads to your interests while you navigate on the web or interact with us across devices. You can choose to accept all of these cookies or only essential cookies. To learn more or manage your preferences, click “Settings”. For further information about the data we collect from you, please see our [Privacy Policy](#).

Accept All

Essential Only

Settings