

# A Critical Bibliometric Analysis of Emotional Intelligence in Investment Decisions Research: Trends, Themes, and Policy Implications

R. Lakshmi<sup>1\*</sup>, Dr. Praseeda Challapalli<sup>2</sup> and Dr. Manjula Pattnaik<sup>3</sup>

<sup>1\*</sup> Research Scholar, GITAM School of Business, Bengaluru, Karnataka, India; Assistant Professor, Department of Commerce, Dr. NSAM First Grade College, NITTE Deemed to be University, Bengaluru, Karnataka, India

<sup>2</sup>Professor, Department of Organizational Development & Human Resources, GITAM School of Business, Bengaluru, Karnataka, India

<sup>3</sup>Associate Professor, Department of Accounting, College of Business Administration, Princess Nourah bint Abdulrahman University, Riyadh, Saudi Arabia

E-mail: <sup>1</sup>lramesh2@gitam.edu; lakshminatesh49@gmail.com, <sup>2</sup>pchallap@gitam.edu, <sup>3</sup>pattnalk@pnu.edu.sa

ORCID: <sup>1</sup><https://orcid.org/0009-0002-7462-0600>, <sup>2</sup><https://orcid.org/0000-0002-9169-3476>,

<sup>3</sup><https://orcid.org/0000-0002-1132-1438>

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**Abstract** - This bibliometric analysis is one of the first to investigate the emotional intelligence in investment decision-making regimes by employing hope theory. The study findings are significantly relevant to social researchers, government, banking and financial institutions, corporate sector and academic practitioners, in understanding the impact of behavioural dimensions on investment decisions. This bibliometric study analyses the global review of emotional intelligence research applied to investment decision making through the prism of hope theory and outline the psychological resources that helps investors control their emotions and decisions. Employing a range of bibliometric methodologies, such as keyword co-occurrence analysis, co-citation analysis, and thematic evaluation, the study assesses 381 Scopus bibliographic data points using Bibliometric tools like Biblioshiny and Vosviewer. These findings suggest a significant impact of emotional intelligence in investment decision-making based on research article production from 1999 to 2025. The thematic cluster involves investments, financial decision-making, emotional intelligence, corporate investment decisions, and behavioural finance. The findings pointedly bring out EI as an important psychological resource that enables investors to manage their emotions, beliefs, and risky behaviours. The study also reveals that the theory of hope has not been explored to a large extent in relation to investment decisions making. This bibliometric review reveals a rapid growth of research on emotional intelligence in investment decisions, especially after 2022. The primary focus has been on behavioural finance and the new pathways introduced by AI. Research can be directed towards the hope theory agency and pathways for deeper insights on the role of emotional factors in influencing the investment decision making process.

**Keywords:** Self- Regulation, Self Awareness, Motivation, Empathy, Social Skills, Financing Decisions, Pathway Thinking, Agency Thinking, Thematic Analysis

## I. INTRODUCTION

Emotional intelligence has become a significant lens which is being used by researchers to understand the behavioural

dimensions of investors and the impact of these emotions on their investment choices. The present-day investment ecology is characterised by fast and unpredictable markets, where need for information and analytics is crucial. The role of emotions in such an environment is in relation to how they aid investors in the way they judge risk, interprets signals, and commit to financial choices. The result is that investment behaviour increasingly reflects emotional patterns as much as it does analytical reasoning.

In spite of this growing interest, research about emotional intelligence in investment decisions remains fragmented and strongly uneven. Various studies draw on different definitions, constructs, and behavioural assumptions, and it is difficult to see how these aspects fit together. Important psychological elements such as self-awareness, regulation of emotions, and motivational beliefs have been examined albeit in relation to other human factors, rather than within an integrated framework involving financial decisions. Simultaneously, emerging influences such as technology disruption, algorithmic trading, and post-crisis investor sentiment are expanding the boundaries and dimensions of financial decision making.

The previous bibliometric analyses on emotional intelligence and financial decision making have identified the gradual increasing concern in this area. For example, (Das et al., 2024) performed a bibliometric study on emotional intelligence and behavioural finance in investment decisions through Dimensions.ai and VOSviewer and mapped the trends, themes, and influential countries and topics in the field. Furthermore, (Ansari, 2025) offered extensive bibliometric mapping of behavioural finance and investment decision making studies for the period 2015–2025, and focused on major research clusters, citation trends, and emergent clusters that integrate psychological dimensions with investor behaviour. These works

demonstrate the gradual integration of emotional intelligence research into the wider literature of financial decision making and the emergence of bibliometric studies on investment decisions, emotional self-regulation, and behavioural finance.

The research gap identified by a review of literature involves the restricted investigation of emotional resources, such as hope, which, while mobilizing goal-oriented behaviour, can also result in risky choices when outcomes are threatened. Although these dynamics are highly relevant to financial decision-making, they remain under-represented in existing research. There is insufficient research on the synergistic effects of hope as an emotional factor and the emotional intelligence framework on optimistic investing strategies and/or the suboptimal decision-making under market volatility. Together, these issues point to a greater scientific problem: while studies on emotional intelligence and investment decisions are growing at a fast pace, it lacks a systematic understanding of how the field has evolved, what are its core themes, and where lie the conceptual and regional imbalances. The combination of emotional intelligence and empirical understanding of hope theory can help characterize the investing behaviour of individuals during financially unstable periods. The intellectual landscape needs a structured map to clearly spell out the progress made so far and the direction in which the field is moving. This study aims to address this gap by undertaking a critical bibliometric review of global research on emotional intelligence in investment decision-making to identify the trends, thematic clusters, and policy implications defining this developing area.

#### *Key Contribution*

- The study combines emotional intelligence with Hope theory to clarify the role of psychological assets in influencing investment decisions.
- It identifies emotional intelligence research trends, especially after 2022, focusing on the convergence of emotional intelligence, AI, and behavioral finance.
- It highlights the absence of Hope theory articulation within the context of financial decision-making, and encourages researchers to consider investment decisions, particularly those influenced by AI and machine learning, as a target area.

The paper is structured as follows: Section 2, The Literature Review, discusses emotional intelligence and Hope theory and their intersection with financial decision-making. Section 3 outlines the methodology as a bibliometric analysis, particularly focusing on the data collection, keyword co-occurrence, and thematic mapping. Section 4 outlines the trends in publication data, thematic clusters, and co-citation analysis. Section 5 discusses the findings and highlights the significant insights and gaps in the literature. Section 6 concludes by providing a summary of the study's contributions, along with some policy insights and recommendations for future research.

## II. LITERATURE REVIEW

Emotional intelligence (EI) is essential psychological construction for financial investors that includes self-awareness, self-regulation, social awareness, and relationship management. EI involves having a good understanding of one's emotions and that of others (Frolova, 2025; Antonopoulou, 2024; Nayyar et al., 2025). For investors, a person's EI can help recognize the emotional impact of market events in the investors (Yekinni & Ogbuanya, 2025). More importantly, it enables the self-regulation of these emotions, thus supporting rational thinking and reducing the impact of certain biases, like loss aversion which describes the tendency of losing assets or for a winning asset to be sold too quickly (Altaras et al., 2025; Naeem Fatima et al., 2025). EI is largely important in reducing behavioural biases, whereas, traditional decision-making concepts, like expected utility theory, do not consider emotional or psychological factors like loss aversion which creates a lack in the traditional financial decision-making understanding (Mittal, 2022).

Traditional financial theories have been found lacking as they focus only on what an investor should do and not on what the investor does in reality, thereby resulting in erroneous decisions. Concepts of behavioural finance are thus vital in providing insights into often unexplainable market inefficiencies and market anomalies (Padmavathy, 2024). An emotionally intelligent investor, aware of these aspects, might employ strategies to override the immediate emotional impulse (Zeidner et al., 2003). On the other hand, traditional models in financial decision-making, like the Efficient Market Hypothesis, ignore psychological factors such as overconfidence that can lead to excessive risk-taking and poor performance of an investment. These factors, when compared to EI do not consider the underlying psychological factors which a behavioral model takes into account, and thus be the reason for their suboptimal choices in unsettled markets (Fakhroni et al., 2018). Therefore, the present examines this problem statement by focusing on Emotional intelligence and the theory of Hope.

EI fosters humility and a more realistic assessment of one's own capabilities, thereby promoting more prudent risk management (Hung et al., 2020). Ultimately, integrating emotional intelligence into an investor's toolkit is all about incorporating emotions, for creating emotional awareness and translating it into a strategic advantage in investment decision making (Appiah et al., 2022). By cultivating self-awareness, investors can better understand their personal risk tolerance and their typical emotional reactions to market events. Through self-regulation, they can implement countermeasures to avoid knee-jerk reactions, allowing for a more analytical and long-term perspective (Harianto et al., 2025). Thus, emotional intelligence serves as a crucial psychological buffer, enhancing decision-making quality, reducing susceptibility to market irrationalities, and contributing significantly to the achievement of sustainable financial success (Cordes et al., 2026). Unlike traditional financial models, EI can improve decision-making resilience

in the face of market volatility by reducing the effects of psychological biases on investment performance.

Hope theory, developed by C.R. Snyder, also offers a valuable framework for understanding human motivation and goal-directed behaviour (Snyder, 2002). It posits that hope is not merely a passive emotion or wishful thinking, but a cognitive process comprised of three interacting components: goals, pathway thinking, and agency thinking (Corrigan & Schutte, 2023). Goals provide the target for behaviour, giving individuals a sense of purpose and direction. Pathways thinking refer to the perceived ability to generate multiple routes or strategies to achieve these goals, even in the face of obstacles. On the other hand, Agency thinking is the motivational component, the belief and self-efficacy that one can initiate and sustain the effort required to pursue those pathways (Crane, 2014). According to this theory, individuals with a higher level of hope are more likely to set challenging goals, possess a robust sense of personal control, and demonstrate greater resilience, making the theory highly applicable to fields ranging from psychology and education to health and financial decision-making (Shimshock et al., 2026). Hope theory has a distinct advantage over other motivational theories because of its unique inclusion of cognitive and emotional elements which allow a better analysis of investor behaviour.

The present study aims to examine the impact of behavioural dimensions on investment decision making in view of the growing individual participation in investments and financial markets by juxtaposing psychological insights into human actions which are overlooked by traditional economic perspectives. Traditional economic models analyse investor behaviour purely rationally and psychologically neutral, while this analysis, because of emotional intelligence and hope, offers a more complete analysis of behaviour of investors. This study has value because of the conditional

### III. METHODOLOGY

This study employs a bibliometric analysis to evaluate trends in empirical studies, theme progression, and research gaps in information on emotional intelligence in financial investment decisions. In its methodology, it employs systematic data collection, bibliometric analysis, and visualisation tools in a critical review of studies in terms of research impact in the field of emotional intelligence in financial and investment. The data for the current study have been extracted from the Scopus database, one of the largest databases of peer-reviewed, full-text articles and their citations. Search was conducted with the following Boolean search query:

("Emotional Intelligence" OR "EI" OR "Emotions" OR "Intelligence" AND "Hope" OR "Hope Theory" AND "Investment Decision" OR "Investor decision")

The search duration ranged between 1999 and September 30, 2025, and involved over three decades' worth of work in

dependence of hope and financial risk-taking. In situations where there is no perceived risk, investors with high hope will make less risky investment decisions to avoid a loss (Emmerling & Cherniss, 2003). In the situation where the hope is directed toward a positive and unthreatened end outcome (such as losing stock), high hope will lead to increased risk-taking because the investor is trying to recover the loss (gain-achievement motivation). Such situations highlight the importance of emotional intelligence and self-regulation of hope, and the self-awareness that is required to differentiate realistic rational confident decisions from emotional ill-founded confident decisions, thus reducing the disposition effect. For existing literature, the thematic evaluation of the dual aspects of emotional intelligence and investment decision-making has yet to be developed. The bibliometric study at hand aims to contribute to this gap by examining the trends, thematic evolution, study sources, co-citation and co-authorship impact, affiliations, and collaborative impact of authorship in the area of concern. The study attempts to answer the following questions:

RQ1: How have the volume, source and affiliations impact, and authorship of emotional intelligence in financial investment decisions research evolved over the past two decades?

RQ2: What are the dominant themes and conceptual frameworks in emotional intelligence in financial investment decisions research, and how have they evolved over time?

RQ3: What are the major gaps and biases in emotional intelligence research, particularly in terms of regional representation and policy relevance?

RQ4: What is the future direction of the scope of emotional intelligence in financial investment decisions.

emotional intelligence in financial investment decisions. For a focused analysis, the following selection criteria were adopted in the subject areas: business, management and accounting, economics, econometrics, finance, social science, and psychology. Document Types: Journal Articles and Review Papers, Source Type: Peer-reviewed Journals, and Language: English. 662 documents were initially returned, and then 509 documents were subsequently selected following refinement of the search in terms of subject areas, types of documents, and source types. Extra cleaning of data saw 128 documents removed for no information about an author and sources, and 381 documents for analysis (Fig. 1) were left. Several quantitative and network-based bibliometric methodologies were adopted to analyse the dataset. Techniques and tools adopted have been discussed in table I.

TABLE I TECHNIQUES AND TOOLS USED

Analysis Type	Purpose	Techniques used	Tools used
Publication Trend Analysis	Identify annual publication growth, key countries, and journals contributing to emotional intelligence in financial investment decisions research.	Descriptive statistics, trend analysis	Microsoft Excel, Biblioshiny
Citation and Co-Citation Analysis	Identify the most influential papers and authors; analyse the intellectual structure of emotional intelligence in financial investment decisions research.	Citation count analysis, Co-citation network mapping	VOSviewer, Biblioshiny
Keyword Co-Occurrence and Thematic Analysis	Identify dominant research themes, emerging trends, and shifts in research focus over time.	Keyword frequency analysis, Thematic mapping	VOSviewer, Biblioshiny
Authorship and Collaboration Analysis	Assess global research collaboration and author contribution patterns in emotional intelligence in financial investment decisions research.	Co-authorship network mapping, Author productivity analysis	VOSviewer, Biblioshiny
Geographical Analysis	Determine regional research dominance and contributions.	Country-wise publication mapping.	Biblioshiny, Excel
Content Analysis of Highly Cited Papers	Assess whether existing literature provides clear insights into emotional intelligence's economic impact, opportunities, and challenges in financial investment decisions.	Qualitative review of top-cited papers, Comparative analysis	Manual Review

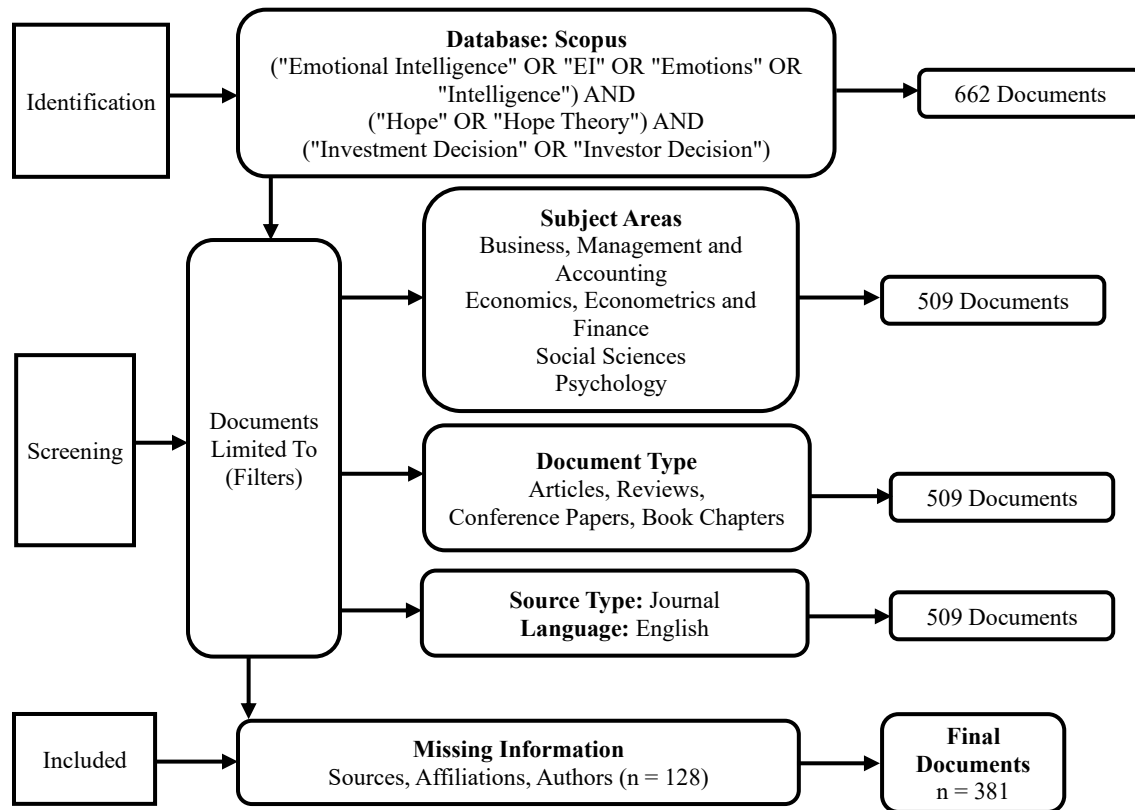


Fig. 1 Flow Diagram for Bibliometric Analysis

The analysis adhered to a clearly defined computational procedure, as shown in fig. 1. The first step of this study involved data collection, which was initiated by a detailed search of the Scopus database. This was accomplished through the judicious employment of Boolean search strategies and targeted application of filters pertaining to disciplinary area, document type, language, and the deliberate exclusion of records lacking author or source information. In the data cleansing process, 128 records were disregarded due to inadequate information, while 509 records were retained that fulfilled all the established criteria. A combination of different bibliometric methods, both

quantitative and network-based, was employed in this study: publication trends were analysed using Microsoft Excel and Biblioshiny, citations and co-citations were analysed in conjunction with VOSviewer and Biblioshiny, keyword co-occurrences were examined using VOSviewer and Biblioshiny, and theme analysis was conducted using VOSviewer and Biblioshiny. The analysis of authorship and collaboration was conducted through VOSviewer and Biblioshiny, while the geographical analysis was accomplished using Biblioshiny and Excel. Content analysis of the prominent papers in terms of citation was performed through a combination of manual review and comparative

analysis. Ultimately, the visual presentation of the dataset via Biblioshiny and VOSviewer facilitated thematic mapping and network analysis, thereby allowing the identification of trends and clusters concerning the emotional intelligence of financial decision-making.

#### IV. RESULTS

The data for this bibliometric analysis span between 1999 and 2025 and include 381 documents taken from 282 books and journals. On average, documents have an age of 3.79 years, an annual growth of 15.24%, and an average of 33.21 citations per article. There are 2164 authors in the analysis, 1 single-authored, and an average of 9.04 co-authors per article. Approximately 35.17% of collaborations include international collaboration. There are 346 articles and 25 review articles, 1 book, 7 book chapters, and 2 conference

papers with a high proportion of references (3348) and authors' keywords (2187) in the dataset.

RQ1: How have the volume, source and affiliations impact, and authorship of emotional intelligence in financial investment decisions research evolved over the past two decades?

To answer this, a bibliometric analysis of articles indexed in Scopus (1999–2025) was conducted, including trends in publication, geographical distribution, and networks of authors. Analysis reveals key phases of development, most prolific countries, most important researchers, and collaboration trends in emotional intelligence in financial investment decision studies. Fig. 2 shows trends in publications on emotional intelligence in financial investment decisions.

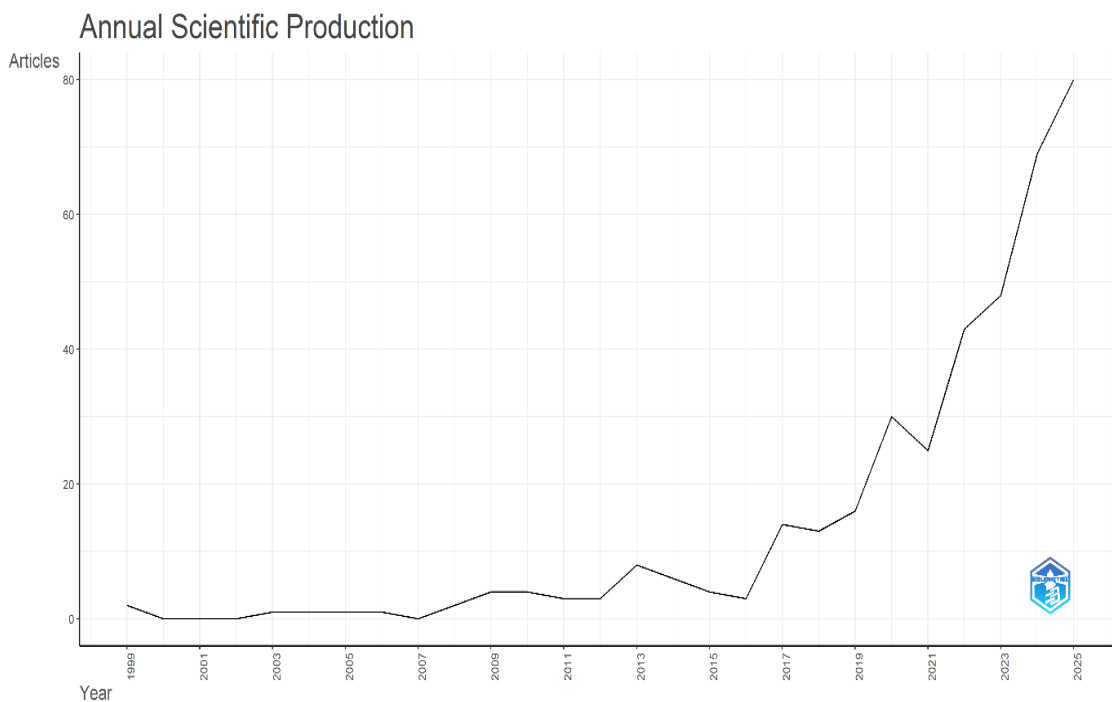


Fig. 2 Publication Trend

The publication trend (Fig. 2) in emotional intelligence in financial investment decision studies shows a consistent increase over the years. Publications during the early 2000s were meagre, reflective of the early years of studies on emotional intelligence in financial investment decisions. For the first decade and a half, specifically from 1999 to about 2011, production remained consistently low, hovering between 0 and 5 articles per year, suggesting a nascent or inactive field of research. After 2017, publications increased by more than 14 documents, with high spikes in 2017 and thereafter, most noticeably in 2022 (43 documents), 2023 (48 documents), 2024 (69 documents), and 2025 (80 documents), highlighting a substantial and recent intensification of scientific article production activity on emotional intelligence in financial investment decisions.

Fig. 3 displays the top ten total number of articles published in the journals, suggesting that more articles (14) are published in the Sustainability (Switzerland), Frontiers in Psychology, International Journal of Accounting and Information Management, International Journal of Bank Marketing, Journal of Business Research, and Review of Behavioural Finance, each producing four publications respectively. Furthermore, Accounting and Finance, Applied Economics, Asian Journal of Business Ethics, and Cogent Business and Management sources produced three documents relating to emotional intelligence in financial investment decisions.

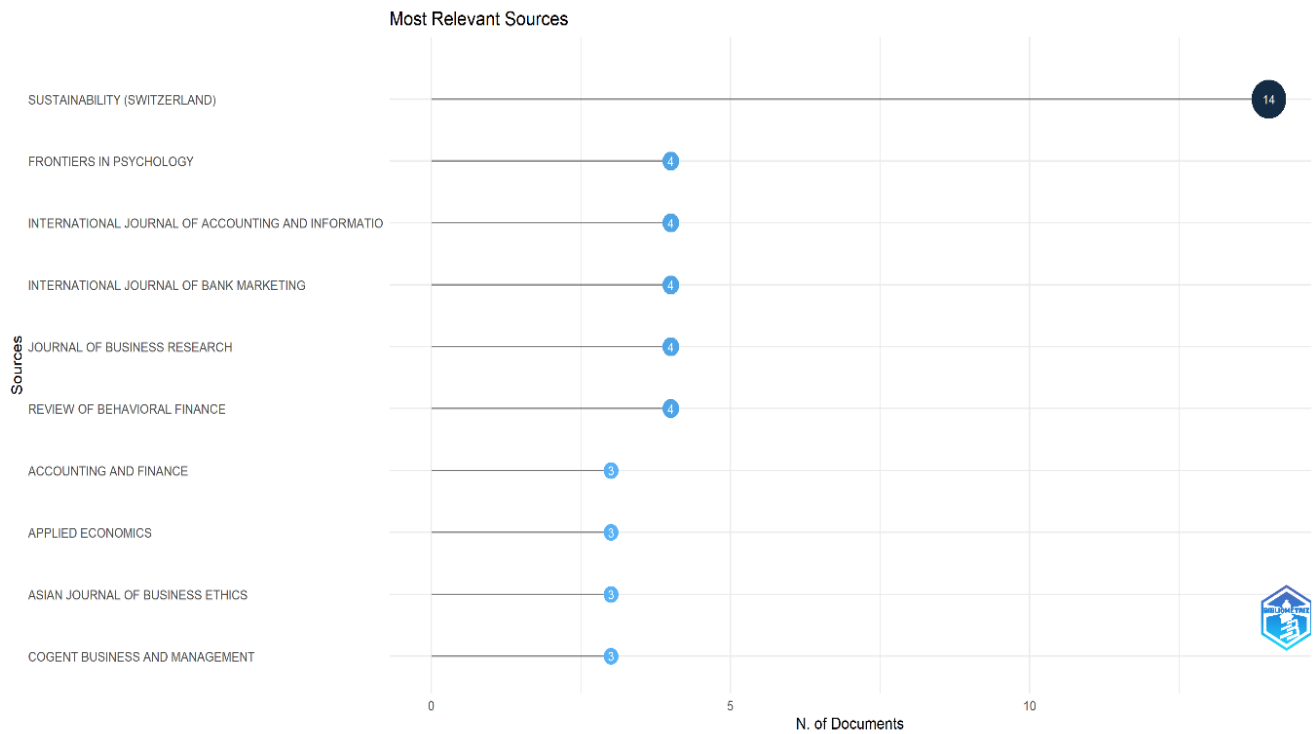


Fig. 3 Most Relevant Sources

Table II presents the most prolific collaborators, with VRIJE UNIVERSITEIT Amsterdam and the NOT REPORTED category at the top with 10 articles each, suggesting a large volume of missing / unclassified data. Next are HEINRICH-HEINE-UNIVERSITÄT DÜSSELDORF, The University of Queensland, and XI'AN JIAOTONG University with 9 each, and University of Melbourne and UNIVERSITÀ DEGLI STUDI DI ROMA "TOR VERGATA" with 8 each. Other contributors include City

University of Hong Kong, College of Business, and Delhi Technological University with 7 articles each. The grouping of the top ten indicates that the top influencing contributors are HEINRICH-HEINE-UNIVERSITÄT DÜSSELDORF, University of Queensland, and XI'AN JIAOTONG University, while the influence is also distributed to many other institutional partners from the Netherlands, Germany, Australia, China, Italy, Hong Kong, and India.

TABLE II MOST PRODUCTIVE INSTITUTIONS

No.	Institution	Articles
1	Notreported	10
2	Vrije Universiteit Amsterdam	10
3	Heinrich-Heine-Universität Düsseldorf	9
4	The University of Queensland	9
5	Xi'an Jiaotong University	9
6	University of Melbourne	8
7	Università Degli Studi Di Roma "Tor Vergata"	8
8	City University of Hong Kong	7
9	College of Business	7
10	Delhi Technological University	7

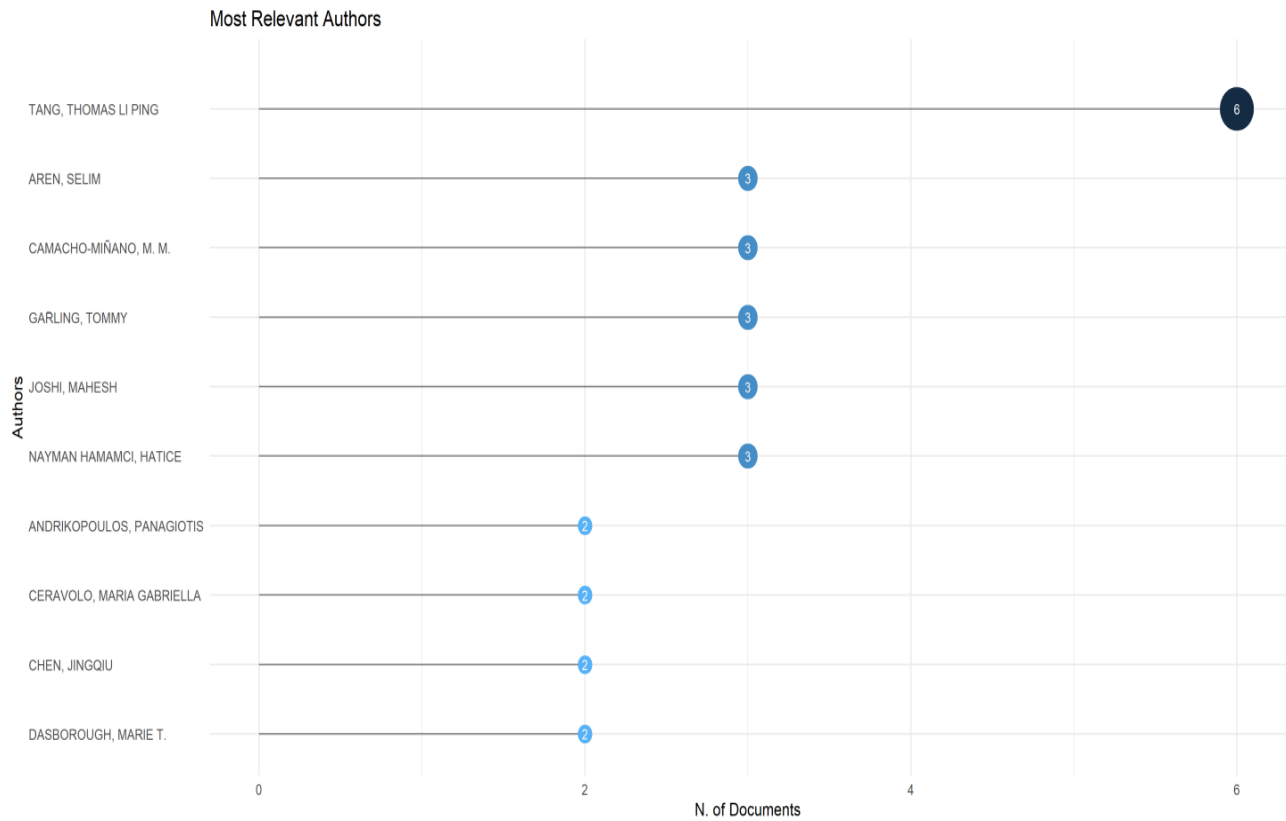


Fig. 4 Most Top 10 Relevant Authorship

Fig. 4 depicts the top 10 most relevant authors in the field of emotional intelligence in financial investment decisions, which suggests that Tang, Thomas Li Ping, dominates the field, contributing 6 documents, which is double the output of the entire second tier of researchers. This second tier comprises a large cluster of five authors, including Aren, Selim; Camacho-Minano, M. M.; Garling, Tommy; Joshi; and Nayman Hamamci, Hatice, all of whom produced 3 documents each. Finally, a third tier of four authors, including Andrikopoulous, Panagiotis, Dassborough, and Marie T., is produced at the lowest displayed productivity of 2 documents each.

RQ2: What are the dominant themes and conceptual frameworks in emotional intelligence in financial investment decisions research, and how have they evolved over time?

In order to answer the research question, study perform a keyword co-occurrence analysis to discover what research trends are prominent in emotional intelligence, and financial investment decisions. This will require looking at the most-frequently used keywords over time and documenting changes. For the purpose of visualizing trends and issues in the field, the study uses thematic mapping. Furthermore, analysing the most cited publications will help answer questions relating to the topics of emotional and

psychological issues, decision making, and changing investment policies.



Fig. 5 Word Cloud

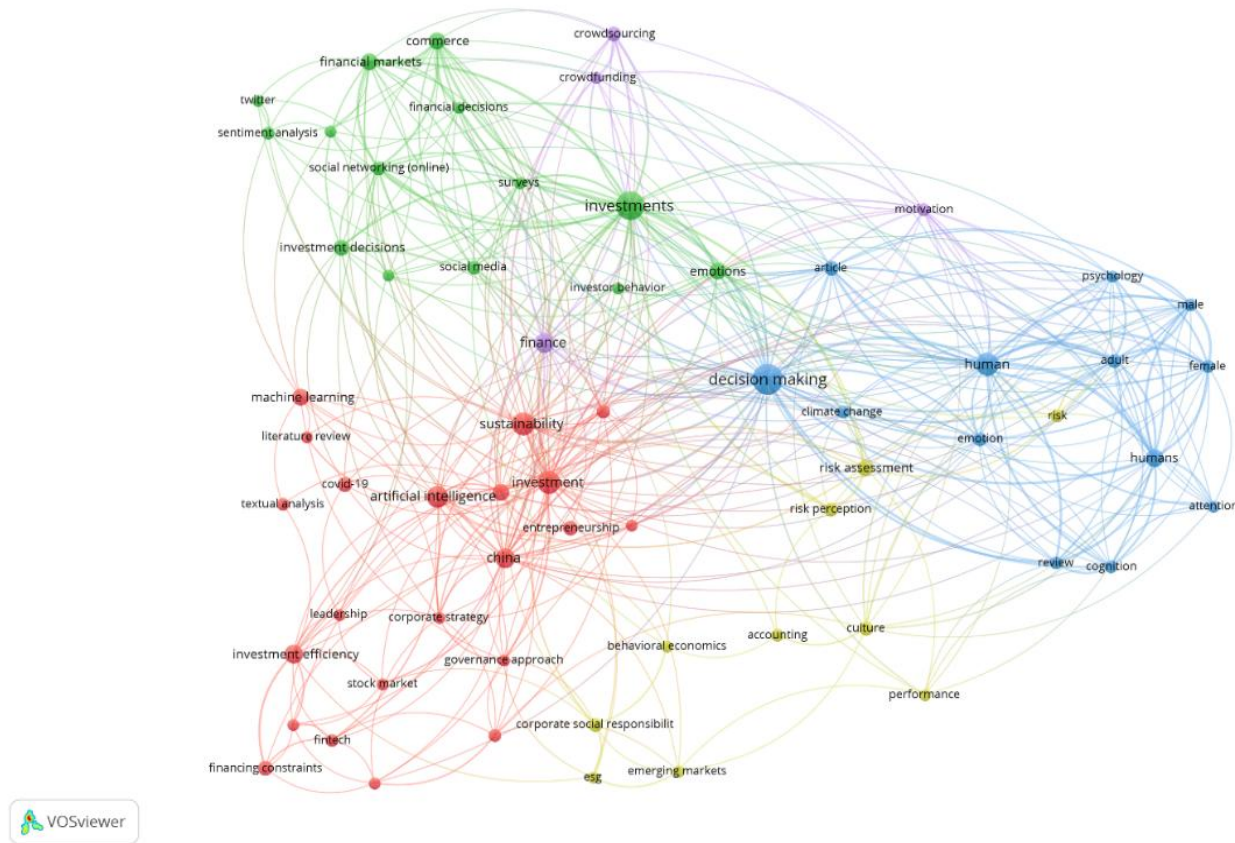


Fig. 6 Keyword Co-occurrence

The most prevalent terms (Fig. 5 and fig. 6) in emotional intelligence in financial investment decisions studies include salient ones such as decision making (31 times), investments (27 times), sustainability and humans (17 times), finance (14 times), artificial intelligence (16 times), and investment efficiency (12 times), indicating that humans’ financial

investments largely enhance their investment efficiency and decision-making process among the research phenomena. Furthermore, the authors explore the investment decision-making in the financial markets, emotions, crowdsourcing, risk assessment, corporate investment and entrepreneurship.

Theme mapping attempts to visualize and depict the most prevalent research areas of emotional intelligence in financial investment decisions by distributing keywords into four quadrants: Motor Themes, Niche Themes, Basic Themes, and Emerging or Declining Themes. Motor Themes (high centrality, high density) have areas such as decision making, behavioural finance, sustainability, artificial intelligence, and investments, which shows that they are well developed and central to the field. Niche Themes (low centrality, high density) include specialized topics such as CSR, ESG, and

the new economies. Basic Themes (high centrality, low density) have areas that are important, but less well developed, such as the investment efficiency and financing constraints. Emerging or Declining Themes (low centrality, low density) have lower relevance and include topics such as globalization, FOMO, and behavioural bias. This means that these may be new themes, or themes that are being deprecated. Generally, the fig 7 depicts the intellectual structure of the research area.

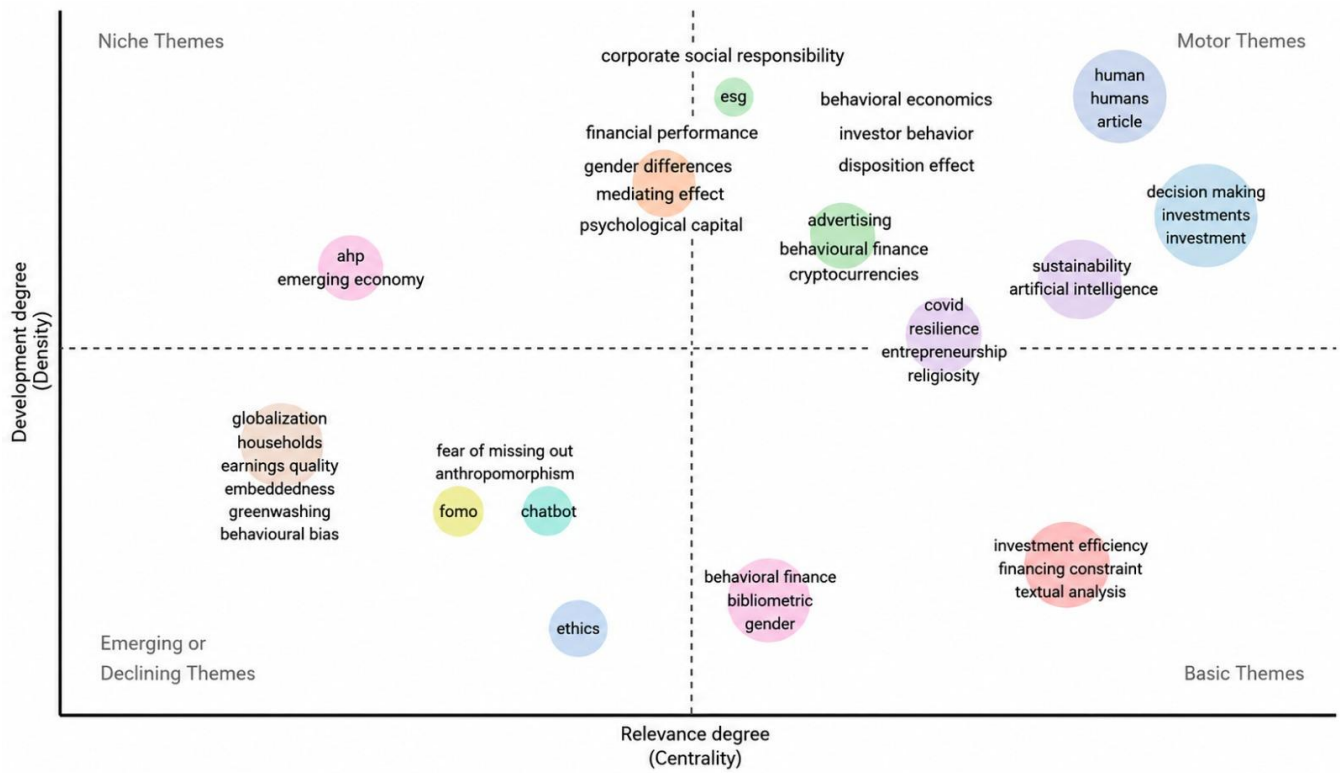


Fig. 7 Thematic Evolution Map

### Trend Topics

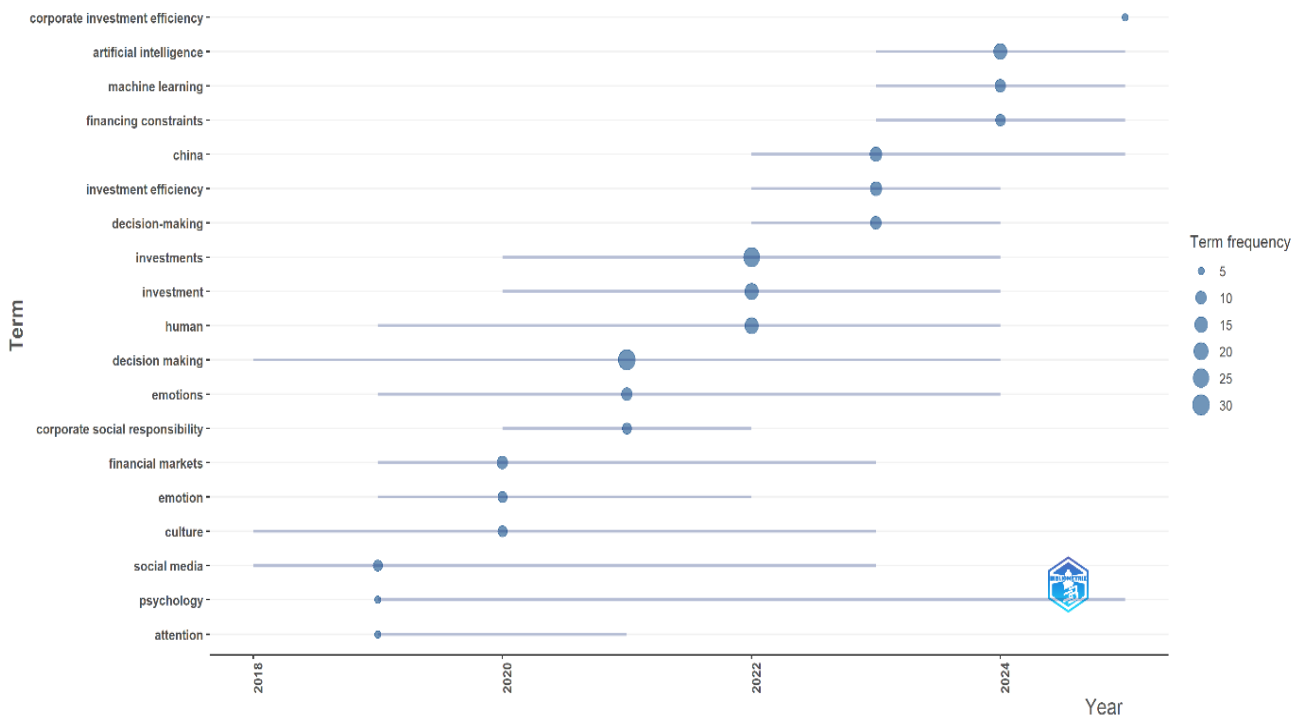


Fig. 8 Topic Trend Map

The trend map of keywords (Fig. 8) reveals a sharp transition in emotional intelligence in financial investment decisions studies, with keywords such as attention, psychology, social media, culture, emotion, and financial markets being the most occurrences prior to COVID-19 in the emotional intelligence

in financial investment decisions studies. Hence, post-COVID-19, corporate social responsibility, decision-making, emotions, investments and their efficiency, China, financial constraints keywords are the most occurrences during the last 4 years in the research field of emotional

intelligence in financial investment decisions studies. Furthermore, machine learning, artificial intelligence, and corporate investment efficiency topics are emerging and

trending research phenomena in the emotional intelligence in financial investment decisions studies.

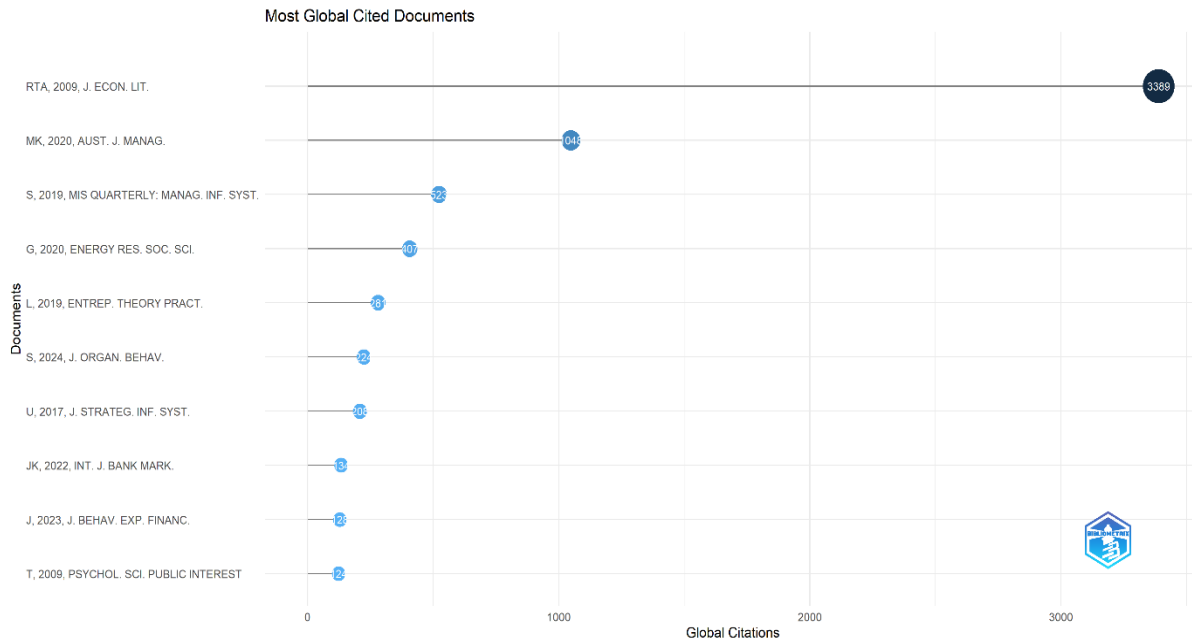


Fig. 9 Most Cited Documents

The most cited documents globally, ranked by Global Citations, are displayed in a bar chart in fig. 9. The top ten documents are described in terms of their primary authors, year of publication, and a journal abbreviation on the vertical axis. The horizontal axis indicates the citation count. The most cited document, RTA, 2009, J. ECON. LIT., has 3,386

citations, almost double the second most cited, MK, 2020, AUST. J. MANAG., who has roughly 1,000. The remaining eight documents have citation counts less than 500, even S, 2018, MIS QUARTERLY and T, 2009, PSYCHOL. SCI. PUBLIC INTEREST, further underscoring RTA, 2009’s status as a landmark contribution to the discipline.

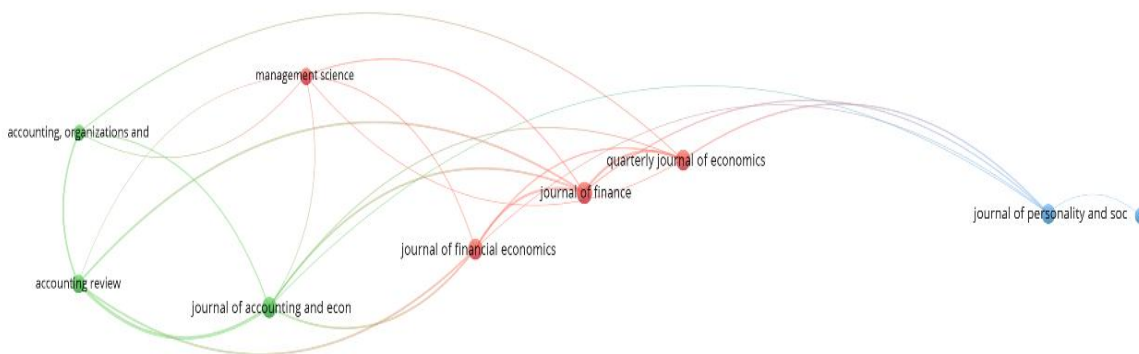


Fig. 10 Co-citation Network Map of Sources

Fig. 10 provides the co-citation network depicting thematic relations between academic journals. Only journals with 4 more citations were included. There are two clear clusters. The largest, on the left, is made up of journals that are predominantly in the areas of economics, finance, and accounting (for example, Quarterly Journal of Economics, Journal of Finance, Journal of Financial Economics). These journals are strongly linked which means that they are frequently co-cited. Journal of Personality and Social Psychology is on the right in an isolated cluster and is linked

to the largest cluster very weakly, which implies that it plays a very peripheral role in the finance-related research. This clear division illustrates that the primary area of research is financial and managerial, and there is very little integration of social and personality psychology.

RQ3: What are the major gaps and biases in emotional intelligence research, particularly in terms of regional representation and policy relevance?

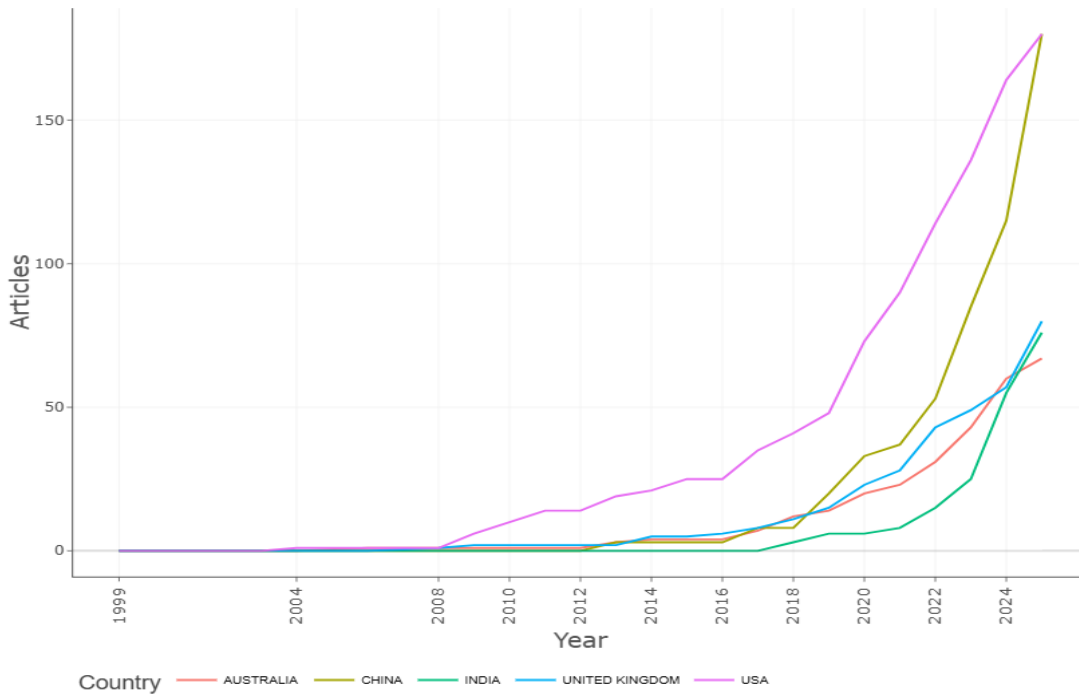


Fig. 11 Regional Distribution Map

Fig. 11 presents data between 1999 and 2024 about the research article's publications from the USA, China, the United Kingdom, Australia, and India. All countries exhibit dramatic uptrends in research publications. Especially the USA (magenta line) shows the sharpest increase after 2016, reaching over 150 publications in 2024. Previously in 2024 publication statistics research, articles count China (olive

line) data forecasted to 2024 will outpace USA. FROM THE DATA. Australia (coral line) and United Kingdom (cyan line) 2024 publication data forecasted to 2024 will be peaked at approximately 75 publications. India (green line) demonstrated to fastest increase in publications COUNT BEGINNING 2022 and. USA and China leading the world in research.

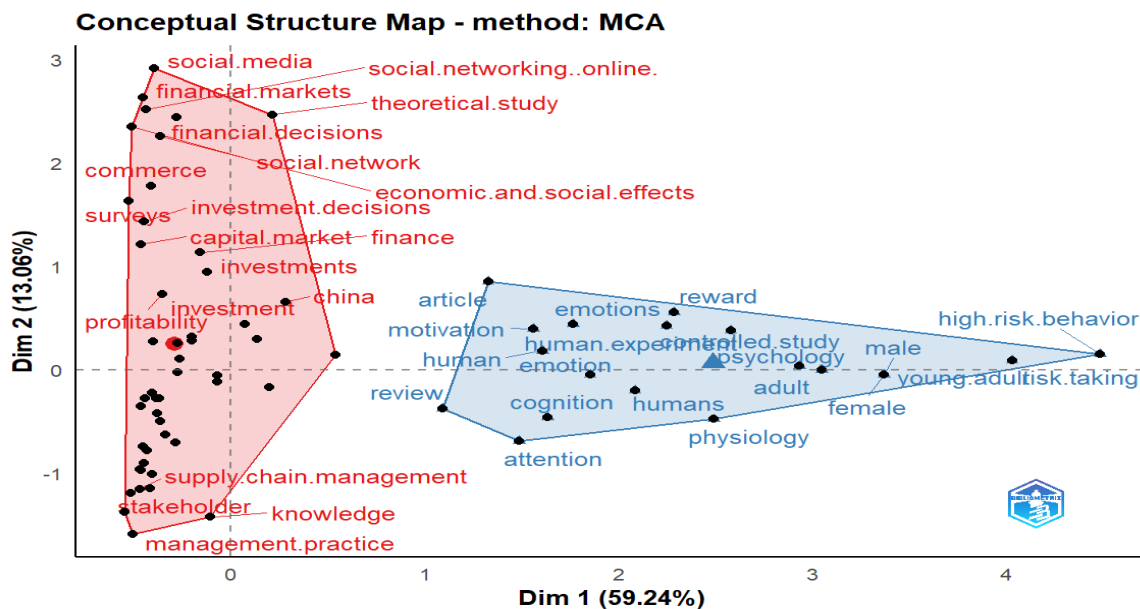


Fig. 12 Factorial Analysis Map

The thematic map based on Multiple Correspondence Analysis (MCA) demonstrated in fig. 12 shows the various keyword themes as per their co-occurrence. This map is partitioned into two major clusters. Cluster 1 (red) on the left is more focused on the finance, business, and socio/online aspects, with the key clusters being social media, financial markets, investment decisions, and capital market finance. This cluster captures the technological and market-oriented view of the area of study. Cluster 2 (blue) on the right is more oriented towards behavioural, psychological, and This study aims to addresses this gap by undertaking a critical bibliometric review of global research on emotional intelligence in investment decision-making to identify the trends, thematic clusters, and policy implications defining this developing area. The results demonstrate that the publication trend in emotional intelligence in financial investment decision studies shows a consistent increase over the years. Publications during the early 2000s were meagre, reflective of the early years of studies on emotional intelligence in financial investment decisions. For the first decade and a half, specifically from 1999 to about 2011, production remained consistently low, hovering between 0 and 5 articles per year, suggesting a nascent or inactive field of research. After 2017, publications increased by more than 14 documents, with high spikes in 2017 and thereafter, most noticeably in 2022 (43 documents), 2023 (48 documents), 2024 (69 documents), and 2025 (80 documents), highlighting a substantial and recent intensification of scientific article production activity on emotional intelligence in financial investment decisions. Additionally, the study shows that the most prevalent terms in emotional intelligence in financial investment decisions studies include salient ones such as decision making (31 times), investments (27 times), sustainability and humans (17 times), finance (14 times), artificial intelligence (16 times), and investment efficiency (12 times), indicating that humans' financial investments largely enhance their investment efficiency and decision-making process among the research phenomena. Furthermore, the authors explore the investment decision-making in the financial markets, emotions, crowdsourcing, risk assessment, corporate investment and entrepreneurship.

The trend map shows changes in the emotional intelligence aspects pertaining to financial investments research. Before COVID-19, the map showed the presence of keywords "attention, psychology, social media, financial markets." After COVID-19, 'corporate social responsibility, decision-making, emotions, investment efficiency, China, financial constraints' gained interest. Also, machine learning, artificial intelligence, and corporate investment efficiency are newer research areas. There are two major clusters in the co-citation network. The larger, denser cluster on the left pertains to the economics, finance, and accounting journals (for example, Quarterly Journal of Economics, Journal of Finance). The strong links among these journals indicate an interdisciplinary connection. In contrast, Journal of

demographic aspects, with the clusters of interest being emotions, psychology, cognition, and risk-taking. The distinctness along Dimension 1 (59.24%) shows the market/contextual (red) as opposed to the psychological/human (blue), indicating a thematic division in the body of literature.

## V. DISCUSSION

Personality and Social Psychology is the isolated cluster on the right. It has little to no cross-citation to finance-cantered journals. This compartmentalization indicates that in research, financial and managerial aspects are more dominant, and social and personality psychology are less engaged.

### *Policy Recommendation*

Decision-makers should optimize investor behaviour by incorporating emotional intelligence training into financial decision-making. Better investment approaches can stem from integration of cross-disciplinary studies from psychology into finance. Furthermore, the inclusion of artificial intelligence and machine learning into financial policies could potentially improve the effectiveness of decision-making and minimize errors.

## VI. CONCLUSION

This bibliometric study evaluates emotional intelligence (EI) within investment decision-making by analyzing its sources, authors, affiliations, and impact, and performing thematic studies. The study shows some advancement and the beginning of a noticeable development trend in the post-2022 period, which correlates to the growing academic interest in the significance of EI in finance. The study also identifies the gap in literature related to the application of Hope theory in financial decision-making, thus justifying the need for this study. EI is critical in understanding the intricacies of human behavior and giving meaning to the beliefs of an investor and their internal system, which affects the investment decision. Hope theory, with the concepts of agency and pathway thinking, sees EI as a psychological counterweight to the negative side of high hope, which can induce risk-taking and the disposition effect. The human decision-making and behavioral finance domains predominate the intellectual structure of the field, while artificial intelligence, machine learning, and corporate investment efficiency emerge as new trends. The field is characterized by a dual structure, with most studies focusing on either the market/content factors (e.g., social media, financial markets) or the psychological/human factors (e.g., emotions, risk-taking) and advocating for more cross-disciplinary studies to balance the financial and psychological aspects. Despite the noticeable bias in published literature in favor of the USA and China, studies examining investment behavior in more conservative countries, such as India, are still needed. The need for EI

development as a core competency is imperative to achieving the level of financial discipline and success. Research on the impacts of artificial intelligence and machine learning on emotional investment decisions should utilize the longitudinal research and quantitative research techniques. The moderating effect of the theory of hope constructs will certainly improve the quality and depth of the research on individual financial decision making.

#### Author Contributions

Conceptualization, Data curation, Formulation analysis, writing, methodology, Investigation, Resources, Validation, Visualization, writing-original draft and funding acquisition: Lakshmi R

Conceptualization, Data curation, Formulation analysis, writing, methodology, Investigation, Supervision, Validation, Visualization, writing-original draft and writing-review & drafting: Praseeda Challapalli

Conceptualization, Data curation, Validation, Visualization & writing-review & drafting: Manjula Pattnaik

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