

# Essays on financial decision making

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Propositions accompanying the Doctoral Dissertation

**Essays on Financial Decision Making:  
How Households Save, Invest, and Dissave**

Patrick Gerhard

Thursday, June 6th, 2019 at 10:00

1. Saving successfully requires a clear purpose. (Chapter 2)
2. Self-control can only help in the absence of other constraints. (Chapter 2)
3. Neglecting heterogeneity can lead to myopic conclusions. (Chapter 2, 3)
4. Different perspective, different interpretation. (Chapter 3)
5. You can lead a horse to water, but you can't make it drink. – (Proverb; Chapter 4)
6. Keep it simple, stupid: Reduce product complexity instead of trying to explain it better. (Chapter 4)
7. Research on individual investor decision making requires a multidisciplinary lens.
8. The more I know, the more I realize I know nothing. (Socrates)
9. I didn't have time to write a short letter, so I wrote a long one instead. (Mark Twain)
10. At conferences, formality of clothing style and academic track record are usually inversely related.
11. You learn English for life and Bulgarian for love.