



## The Emotionally Intelligent Investor: How self-awareness, empathy and intuition drive performance

By Ravee Mehta

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### **The Emotionally Intelligent Investor: How self-awareness, empathy and intuition drive performance** By Ravee Mehta

*The Emotionally Intelligent Investor* challenges several long-held assumptions and beliefs, by asserting that a good investment approach starts with introspection. Too many investment gurus tell you to emulate their techniques despite the fact that you may have very different personality traits, motivations and biases. Would Shaquille O'Neal tell a short basketball player to play like him? This book provides a unique template for self-reflection and a framework for developing an investment approach that works best with *who you are*.

Whereas the consensus opinion is that investing success comes from blocking out emotions and making purely rational decisions, the best money managers actually *use* their feelings. They actively sense what others in the market are thinking, and they employ gut instincts when making decisions. Nevertheless, virtually all investing text books neglect to mention how to best cultivate and utilize empathetic and intuitive realizations.

In this book you will learn a process for developing an investing advantage by putting yourself in someone else's shoes. You will also discover how a stock chart is a great tool for understanding what the current holders of a security may be feeling, and you will appreciate *why* technical analysis works.

This book demystifies intuition with respect to investing and provides a method for building and safely harnessing helpful gut instincts. Traditional security analysis is vital, but in this book you will learn why superior returns primarily depend on self-awareness, empathy and intuition. The book is complete with examples and recommendations that illuminate a path towards reaching full investing potential.

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#### **Review**

"Ravee Mehta's book is a true breath of fresh air. Through observation and experience, he deduced much of what brain science is teaching about decision making under uncertainty. In a world that still misunderstands human risk decision making, this is an incredible step in the right direction!" - Denise Shull, Author of Market Mind Games

"It is well written and it makes you think about using both emotional factors with qualitative factors. It will make a solid addition to your investment library." - Bud Labitan, Author of The Four Filters Invention of Warren Buffett and Charlie Munger

"It encouraged me to self-reflect more and use empathy, social awareness, technicals and intuition in a more systematic manner while investing." - Shiv Puri, Managing Director and Founder of First Voyager Advisors

"The Emotionally Intelligent Investor is well-written, enlightening, educational and will help any investor make better financial decisions for themselves and their clients. I highly recommend it." - Hendrie Weisinger, Ph.D., Author of The Emotionally Intelligent Financial Advisor

"I devoured this book, scanning through all the best chapters. 90 minutes later I was done. It totally resonated with me. I thought, 'I should have written this book.' That means I loved the book." - Nick Nansen, Founder of Nansen Investments

#### **From the Author**

Read my blog and sample chapter 1 at [theemotionallyintelligentinvestor.com/?page\\_id=44](http://theemotionallyintelligentinvestor.com/?page_id=44)

#### **About the Author**

Ravee Mehta spent over 11 years working at two multibillion dollar funds: Karsch Capital and Soros Fund Management. Before joining Soros, Ravee was an investment banking analyst at Donaldson, Lufkin & Jenrette for a couple of years. At the end of 2010, he quit his well-paying job as a managing director of a hedge fund to take a step back and reflect. The Emotionally Intelligent Investor is the product of that time off. Ravee now spends the majority of his time managing his own money and is a contributing writer at Seeking Alpha. He graduated *summa cum laude* from the University of Pennsylvania with degrees from both the Wharton School of Business and the School of Engineering and Applied Science.

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