

1. How long have you been investing in financial markets?

Client 1

- 1) Less than 1 year
- 2) 1-3 years
- 3) 3-5 years
- 4) More than 5 years

Client 2

- 1) Less than 1 year
- 2) 1-3 years
- 3) 3-5 years
- 4) More than 5 years

2. What is your primary investment goal?

Client 1

- 1) Capital preservation
- 2) Income generation
- 3) Capital growth
- 4) Speculative gains

Client 2

- 1) Capital preservation
- 2) Income generation
- 3) Capital growth
- 4) Speculative gains

3. How do you react to short-term market fluctuations?

Client 1

- 1) I panic and want to sell
- 2) I get concerned but stay invested
- 3) I ignore short-term fluctuations
- 4) I see them as buying opportunities

Client 2

- 1) I panic and want to sell
- 2) I get concerned but stay invested
- 3) I ignore short-term fluctuations
- 4) I see them as buying opportunities

4. What percentage of your total net worth is invested in the stock market?

Client 1

- 1) Less than 10%
- 2) 10-30%
- 3) 30-50%
- 4) More than 50%

Client 2

- 1) Less than 10%
- 2) 10-30%
- 3) 30-50%
- 4) More than 50%

5. How familiar are you with different investment products (stocks, bonds, mutual funds, etc.)?

Client 1

- 1) Not familiar
- 2) Somewhat familiar
- 3) Moderately familiar
- 4) Very familiar

Client 2

- 1) Not familiar
- 2) Somewhat familiar
- 3) Moderately familiar
- 4) Very familiar

6. What is your risk tolerance?

Client 1

- 1) Extremely risk-averse
- 2) Conservative
- 3) Balanced
- 4) Aggressive

Client 2

- 1) Extremely risk-averse
- 2) Conservative
- 3) Balanced
- 4) Aggressive

7. How would you react if your investment portfolio declined by 20% in a short period?

Client 1

- 1) Panic and sell
- 2) Stay invested and reassess
- 3) Buy more at the lower price
- 4) See it as a normal market fluctuation

Client 2

- 1) Panic and sell
- 2) Stay invested and reassess
- 3) Buy more at the lower price
- 4) See it as a normal market fluctuation

8. What is your investment time horizon?

Client 1

- 1) Less than 1 year
- 2) 1-5 years
- 3) 5-10 years
- 4) More than 10 years

Client 2

- 1) Less than 1 year
- 2) 1-5 years
- 3) 5-10 years
- 4) More than 10 years

9. Have you ever invested in high-risk assets (e.g., cryptocurrencies, startups)?

Client 1

- 1) No
- 2) Rarely
- 3) Occasionally
- 4) Frequently

Client 2

- 1) No
- 2) Rarely
- 3) Occasionally
- 4) Frequently

10. How important is it for you to beat the market average returns?

Client 1

- 1) Not important
- 2) Somewhat important
- 3) Moderately important
- 4) Very important

Client 2

- 1) Not important
- 2) Somewhat important
- 3) Moderately important
- 4) Very important

