

BEHAVIOURAL DRIVERS OF SOCIALLY RESPONSIBLE INVESTMENT ADOPTION AMONG INDIAN RETAIL INVESTORS: A PLS-SEM APPROACH

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ABSTRACT

The global growth on sustainability and ethical investment practices has gained a significant rise in Socially Responsible Investment (SRI) among the retail investors. Despite its world-wide growth, the behavioural determinants that influences individual retail investors' intentions in regional contexts such as Gujarat yet to be explored. This research study investigates the independent variable effects of environmental/biospheric values, perceived SRI performance, perceived self-efficacy, and social norms on investors' attitudes and intentions, with attitude serving as a mediating variable under the theory of planned behaviour framework. Socio-demographic variables such as income level and investment experience were also examined as moderators. The Primary data were collected through a structured questionnaire from 272 retail investors across the Gujarat. The Partial Least Squares Structural Equation Modelling (PLS-SEM) was employed for data analysis. Under the model, Measurement model evaluation has indicated high reliability with Cronbach's $\alpha = 0.853-0.936$, composite reliability = $0.893-0.949$ and with strong convergent and discriminant validity having AVE = $0.681-0.758$ and Fornell-Larcker and HTMT criteria satisfied. The Structural model results indicates that perceived SRI performance with $\beta = 0.331$ and self-efficacy with $\beta = 0.284$, and social norms $\beta = 0.254$ significantly influenced attitude and in turn it also positively affected the investment intention $\beta = 0.19$. Perceived SRI performance and perceived self-efficacy also had direct effects on investor' intention while the income level has positively moderated the attitude to intention relationship. Investment experience exhibited negligible moderation. The model also explained 67.9% of the variance in attitude and 60.1% in investment intention that indicates moderate to strong explanatory power. The Findings of the study also provide empirical evidence of the psychological, social, and demographic drivers of SRI adoption and offers actionable insights required for policy development, investor education and in future the promotion of sustainable finance practices in India.

Keywords: Socially Responsible Investment, Retail Investors, PLS-SEM, Sustainable finance, Investment intention

INTRODUCTION

The growing worldwide emphasis on sustainability and ethical considerations has led a significant rise in Socially Responsible Investment(SRI) among individual retail investors (Jonwall et al., 2022). SRI integrates environmental, social, and governance factors into financial investment decisions, extending so as to include broader purely societal and environmental impacts beyond financial returns (Adam & Shauki, 2014). In the Indian context, Socially responsible investing has notable growth supported by regulatory bodies that are actively promoting ESG disclosures and sustainable practices among listed firms (Aggarwal, 2025). Despite this positive growth, empirical understanding of the specific drivers influencing individual investors' intentions to engage in SRI, particularly within regional context such as Gujarat remain underexplored (Raut et al., 2020). This research study aims to bridge this

knowledge gap by examining the determinants of investors' intentions towards SRI in Gujarat region, focusing on the environmental values, perceived SRI performance, perceived self-efficacy and social pressure as independent variables and with attitude as a mediating variable and socio-demographic characteristics such as moderators (Raut et al., 2020) (Vyas et al., 2020). Further, This study also hypothesize the relationship between these independent variables and investors' intentions towards SRI are mediated by attitude and moderated by socio-demographic factors such as gender, age, occupation, experience of investing in financial market and income level, thereby offering a comprehensive behavioural model of SRI adoption (Geetha et al., 2023) (Yu, 2024). To empirically validate this comprehensive model, the study conducted survey research through a questionnaire with Likert scales across multiple constructs and the data analysis was conducted using Partial Least Squares Structural Equation Modelling, a method used to get consistent with contemporary research methodologies in behavioural finance (Mohapatra et al., 2025).

The proposed framework integrates the theoretical perspectives from the Theory of Planned Behaviour and Social Cognitive Theory to establish a robust conceptual framework for understanding the investor intentions towards SRI (Singh et al., 2025). This integrated approach allows for a nuanced understanding of how personal environmental or biospheric values, perceived self-efficacy, and social influences collectively shape an individual's inclination towards SRI investments aligning with sustainable and ethical principles (Yu, 2024) (Mehta et al., 2019). The research study will specifically examines the role of environmental or biospheric values in shaping investor intentions that recognizes individuals with higher ecological concerns are more likely to prioritize their decisions towards sustainable investment options. Furthermore, the perceived performance of SRI that encompasses both financial returns and non-financial outcomes is positioned to influence investor's attitudes and subsequently their intentions with the theoretical premises of perceived behavioural control (Patel & Nayak, 2024). In addition, perceived self-efficacy in evaluating SRI opportunities will be examined as a critical driver of investor's intention. It establishes the understanding that an investor's confidence in their potential to make informed, sustainable investment decisions that influences their engagement in such practices (Gonzalez-Arcos et al., 2023). The study also explore the role of social pressure or subjective norms in understanding peer influence and societal expectations that contribute to an investor's decision to adopt SRI practices (Singh et al., 2025). This study will contribute to a more profound comprehension of the psychological and sociological foundations of SRI adoption, extending beyond socio-demographic profiling to examine the cognitive processes that drive responsible investment decisions within this specialized context (Glac, 2012).

LITERATURE REVIEW

The existing literature on socially responsible investing has predominantly concentrated on institutional or corporate investors with a noticeable gap in research understanding the motivations and behavioural dynamics of individual retail investors (Gevorkova et al., 2023). This gap is particularly significant that the retail investors often exhibit distinct investment decision-making processes influenced by ethical considerations, personal values, and different levels of financial literacy (Rooh et al., 2023) (Gonzalez-Arcos et al., 2023). Notably, financial knowledge identified as a critical factor that influences an individual's engagement towards sustainable investments that influences both the objective evaluations and subjective perceptions of SRI investment opportunities (Yu, 2024). The previous research studies also highlights the significance of perceived behavioural control and individuals' self-belief in their actionable insights to resolve societal challenges (Gevorkova et al., 2023), the direct implementations of these concepts within the Indian retail investment context especially concerning SRI framework requires further investigation of distinct factors affecting investment decisions (Xiao-jia et al., 2024).

This research study aims to extend the Theory of Planned Behaviour by integrating additional constructs pertinent to sustainable investing such as environmental or biospheric values and perceived SRI performance to provide a more comprehensive framework of investor's intentions in SRI context (Rooh et al., 2023). The previous studies also have shown that financial literacy has positively correlated with higher investment amounts in SRI practices suggesting that an informed investor base is more likely engaged with sustainable oriented investment decisions (Gevorkova et al., 2023). The inter-relationship between financial literacy, behavioural biases, and SRI adoption among the Indian retail investor remains underexplored (Agarwal et al., 2025). There are certain previous studies that examined how financial literacy moderates the relationship between various psychological and social factors and investor's intention towards SRI (Patel & Nayak, 2024). The study also acknowledges that investor decisions are highly influenced by psychological factors and cognitive biases that undermine the rational investment decision-making (Agarwal et al., 2025). This study also aligns with findings suggesting that **financially literate investors** are

generally less vulnerable towards behavioural biases such as **herding behaviour, overconfidence, and emotional framing** that can adversely affect investment outcomes (Agarwal et al., 2025) (N et al., 2024) (Weixiang et al., 2022). A deeper understanding of the integration between financial literacy and behavioural biases is essential in fostering informed SRI investment decisions (N et al., 2024).

This comprehensive methodological approach provides nuanced insights into the multifaceted determinants of investor's intention towards SRI within the regional context of Gujarat providing a robust empirical foundation. This comprehensive approach will offer nuanced insights into the multifaceted determinants of investor intention towards SRI, especially within the context of Gujarat, providing a robust empirical foundation for policy recommendations and educational initiatives. This study conducted a structured questionnaire survey with Likert scales to measure different constructs followed by an analysis using Partial Least Squares Structural Equation Modelling to understand these complex relationships. This methodological approach will also enable a robust assessment of direct and indirect effects of these variables providing insights for both the psychological and socio-economic drivers of SRI adoption in the regional context (Factors Affecting Investment Intuition: Knowledge, Influence, and Decision-Making, 2024). Particularly, this research study will establish a comprehensive survey instrument designed to examine the multifaceted influences on investor's intentions such as environmental values, perceived SRI performance, perceived self-efficacy, and social pressure or subjective norms with a detailed assessment of financial literacy and socio-demographic characteristics. The study will further examine the mediating role of attitude towards SRI framework and the moderating variable effects of socio-demographic variables such as gender, age, occupation, and income level on the relationships between the independent variables and investor's intention providing a detailed understanding of how these factors influence investment decisions in Gujarat (Sowmya & Muralidhar, 2024) (Ugbala et al., 2023). This study will establish a comprehensive survey instrument designed to examine the multifaceted influences on investor's intentions such as environmental values, perceived SRI performance, perceived self-efficacy, and social pressure or subjective norms with a detailed assessment of financial literacy and socio-demographic characteristics. The study will further examine the mediating role of attitude towards SRI framework and the moderating variable effects of socio-demographic variables such as gender, age, occupation, and income level on the relationships between the independent variables and investor's intention providing a detailed understanding of how these factors influence investment decisions in Gujarat (Sowmya & Muralidhar, 2024) (Ugbala et al., 2023). This study will establish a comprehensive survey instrument designed to examine the multifaceted influences on investor's intentions such as environmental values, perceived SRI performance, perceived self-efficacy, and social pressure or subjective norms with a detailed assessment of financial literacy and socio-demographic characteristics. The study will further examine the mediating role of attitude towards SRI framework and the moderating variable effects of socio-demographic variables such as gender, age, occupation, and income level on the relationships between the independent variables and investor's intention providing a detailed understanding of how these factors influence investment decisions in Gujarat (Sowmya & Muralidhar, 2024) (Ugbala et al., 2023).

The research study will utilize a multi-group moderate analysis to assess significant differences across various socio-demographic segments such as gender to provide a more comprehensive understanding of these relationships (Kumar et al., 2023). This methodical approach in SRI context will facilitate a thorough examination of both the direct and indirect relationships among different constructs that provides an empirical evidence that is crucial for understanding SRI adoption in Gujarat (Geetha et al., 2023). The survey method will integrate at least three constructs measured with Likert scales to ensure a proper comprehensive evaluation of the independent variables (Pathak & Thapa, 2024). The application of Partial Least Squares Structural Equation Modeling, as a data analytical tool is relevant for this research study that provides its efficacy in analyzing complex theoretical framework with multiple latent variables and its potential to manage both reflective and formative constructs (Afrin & Rahman, 2023) (Shatila et al., 2024). This robust statistical data analytical technique will allow for the simultaneous estimation of multiple regression equations that provides an evaluation on influencing investor intentions towards SRI (Geetha et al., 2023). This approach will validate both the existing theories and uncover novel insights into the specific drivers within context of Gujarat.

Research Gaps & Objectives

Despite having substantial growth of global and national emphasis on sustainable investing, **empirical research on Socially Responsible Investment (SRI) among Indian retail investors remains unexplored** particularly in **regional contexts such as Gujarat**. The existing studies have primarily focused on **institutional or corporate investors** thereby the **motivational, psychological, and behavioural determinants** of individual retail investor's intentions remain underexplored (Gevorkova et al., 2023; Raut et al., 2020). Further, previous research studies have identified constructs such as **environmental or biospheric values, perceived behavioural control**

and social influence or subjective norms, few research studies have empirically integrated these factors or independent variables within a unified theoretical model. The extension of the Theory of Planned Behaviour (TPB) with variables like perceived SRI performance of social responsible investment and perceived self-efficacy remains limited within the Indian SRI framework.

OBJECTIVES OF THE STUDY

- To develop and empirically validates an **integrated behavioural model** to investigate investor attitude and intentions toward Socially Responsible Investment (SRI) under PLS-SEM framework.
- To examine how **environmental or biospheric values, perceived SRI performance, perceived self-efficacy and social pressure** or subjective norms influences the investor's **attitudes and intentions** toward SRI.
- To study **moderating effects of socio-demographic factors** such as gender, income, and investment experience within the **Gujarat context**.

RESEARCH QUESTIONS

- **What are the key environmental, psychological and social determinants that influences retail investors' attitudes and intentions toward Socially Responsible Investment (SRI) practices in Gujarat?**
- **How socio-demographic variables as gender, income, and investment experience moderate the inter-relationships between these determinants, mediated by investor attitudes and SRI investor's intentions?**

RESEARCH METHODOLOGY

This study adopts a quantitative research design to investigate the determinants influencing investor's intentions towards socially responsible investments (SRI) in Gujarat context. Primary data of 272 responses has been gathered using a structured questionnaire based on Likert-scale items to measure different constructs such as environmental or biospheric values, perceived SRI performance, subjective norms and perceived self-efficacy, Attitude, socio-demographic factors and intentions. Data collected will be analysed by utilizing Partial Least Squares Structural Equation Modelling (PLS-SEM) using SmartPLS 4. This method facilitates the simultaneous evaluation of multiple inter-relationships that includes mediating and moderating effects aligning with conceptual framework. Construct reliability and discriminant validity will be assessed by adapting pre-validated scales from previous studies in Indian context. Preliminary descriptive statistics and correlation analyses will be conducted using IBM SPSS 25 before running the structural model.

DATA COLLECTION & ANALYSIS

The results section will present a comprehensive analysis starting with descriptive statistics to summarize characteristics of the sample of 272 responses from all over Gujarat and distributions of key variables. Using PLS-SEM 4, the measurement model evaluation will include construct reliability (Cronbach's alpha, average variance extracted and composite reliability) and validity (convergent and discriminant) followed by Fornell-Larcker and HTMT criteria. Subsequently, The Structural model results will present the path coefficients, R² values, f-values and bootstrapped through 10000 subsamples significance of hypothesized relationships that also include the mediating and moderating effects. Special attention will be given towards socio-demographic moderators such as income level and investment experience.

Descriptive Statistics: Taking A=Attitude towards SRI, B = Biospheric/Environmental Values, I = Intention of Retail Investors towards SRI, PS = Perceived Social Performance, PSE = Perceived Self-Efficacy, SN = Subjective Norms/Social Pressure

	Mean	Median	Observed min	Observed max	Number of observations used	Standard deviation	Excess kurtosis	Skewness
A1	3.533	4	1	5	272	1.094	0.099	-0.754
A2	3.827	4	1	5	272	0.953	0.876	-0.956
A3	3.805	4	1	5	272	1.005	0.848	-0.978
A4	3.276	3	1	5	272	1.138	-0.597	-0.256
A5	3.548	4	1	5	272	1.003	0.092	-0.517

A6	3.57	4	1	5	272	1.041	-0.1	-0.62
B1	4.217	4	1	5	272	1.004	2.27	-1.542
B2	4.132	4	1	5	272	1.017	1.695	-1.365
B3	4.217	4	1	5	272	1.004	2.182	-1.542
B4	4.279	5	1	5	272	1.03	2.494	-1.676
B5	3.956	4	1	5	272	1.239	0.576	-1.222
B6	4.044	4	1	5	272	1.014	0.993	-1.09
I1	3.816	4	1	5	272	1.072	1.006	-1.156
I2	3.835	4	1	5	272	1.039	0.6	-0.95
I3	3.86	4	1	5	272	1.132	0.611	-1.083
I4	3.353	3	1	5	272	1.188	-0.616	-0.407
PS1	3.504	4	1	5	272	1.043	0.122	-0.655
PS2	3.419	4	1	5	272	1.008	0.105	-0.568
PS3	3.61	4	1	5	272	1.089	0.203	-0.791
PS4	3.941	4	1	5	272	1.116	0.601	-1.095
PS5	3.897	4	1	5	272	1.11	0.629	-1.076
PSE1	3.761	4	1	5	272	0.995	0.991	-0.945
PSE2	3.779	4	1	5	272	0.994	0.801	-0.9
PSE3	3.688	4	1	5	272	1.03	0.478	-0.847
PSE4	3.904	4	1	5	272	0.988	1.136	-1.049
PSE5	3.864	4	1	5	272	0.993	0.703	-0.881
PSE6	3.809	4	1	5	272	0.989	0.659	-0.869
SN1	3.382	3	1	5	272	1.122	-0.396	-0.403
SN2	3.57	4	1	5	272	1.155	-0.346	-0.632
SN3	3.228	3	1	5	272	1.191	-0.787	-0.212
SN4	3.482	4	1	5	272	1.141	-0.336	-0.53
Total Experience of investing	1.831	1	1	5	272	1.144	0.824	1.312
Income Level	2.364	2	1	6	272	1.69	-0.127	1.093

Table 1

From Table 1, Descriptive statistics reveals moderate to high agreement across various constructs with its mean values primarily ranging from 3.3 to 4.2 , indicating overall positive perceptions/intentions towards SRI. The Standard deviations range around 1, indicating moderate variability. The predominantly negative skewness indicates a tendency toward higher level of agreement while low zero excess kurtosis indicates approximately the data is normally distributed. Socio-Demographic variables shows greater variation.

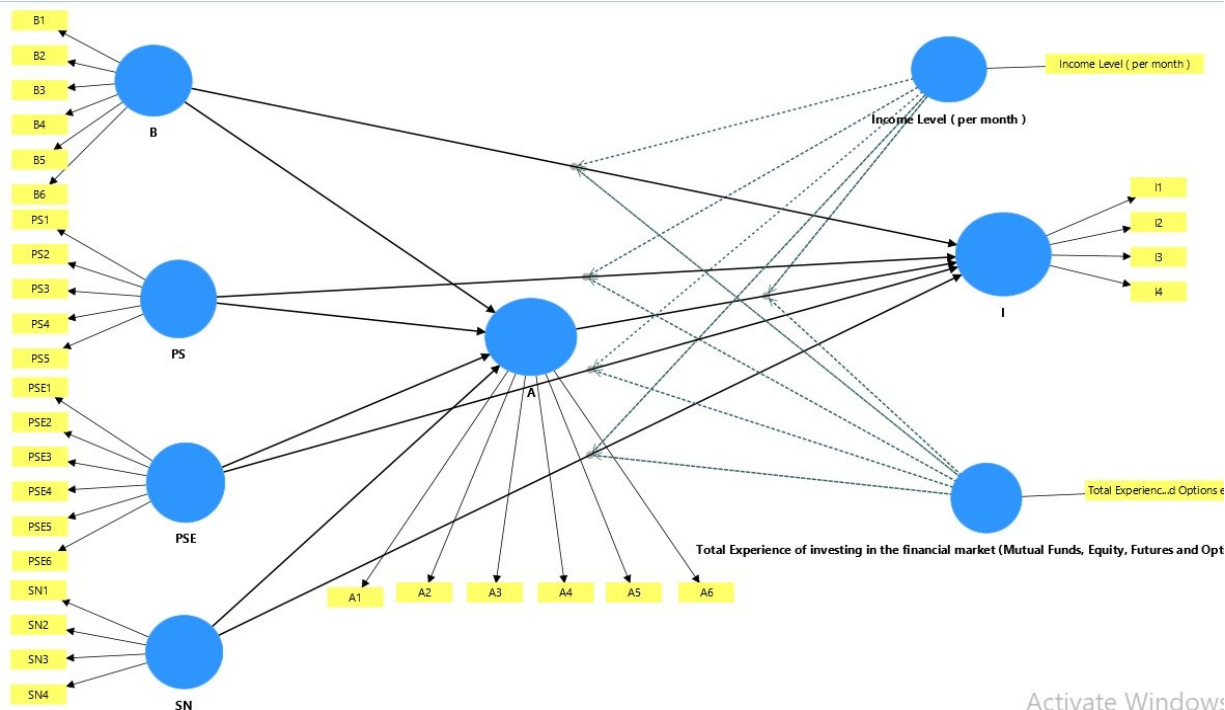


Figure 1: Conceptual PLS-SEM MODEL

Based on the Theory of Planned Behaviour, the above diagram illustrates a PLS-SEM model demonstrating how environmental or biospheric values, perceived SRI performance, perceived self-efficacy and social pressure or subjective norms influence attitude towards socially responsible investing which ultimately predicts investment intention towards SRI. Income level and investment experience act as moderating variables with dashed paths how socio-demographic factors/variables shape behavioural intentions towards SRI within the TPB framework.

Measurement Model

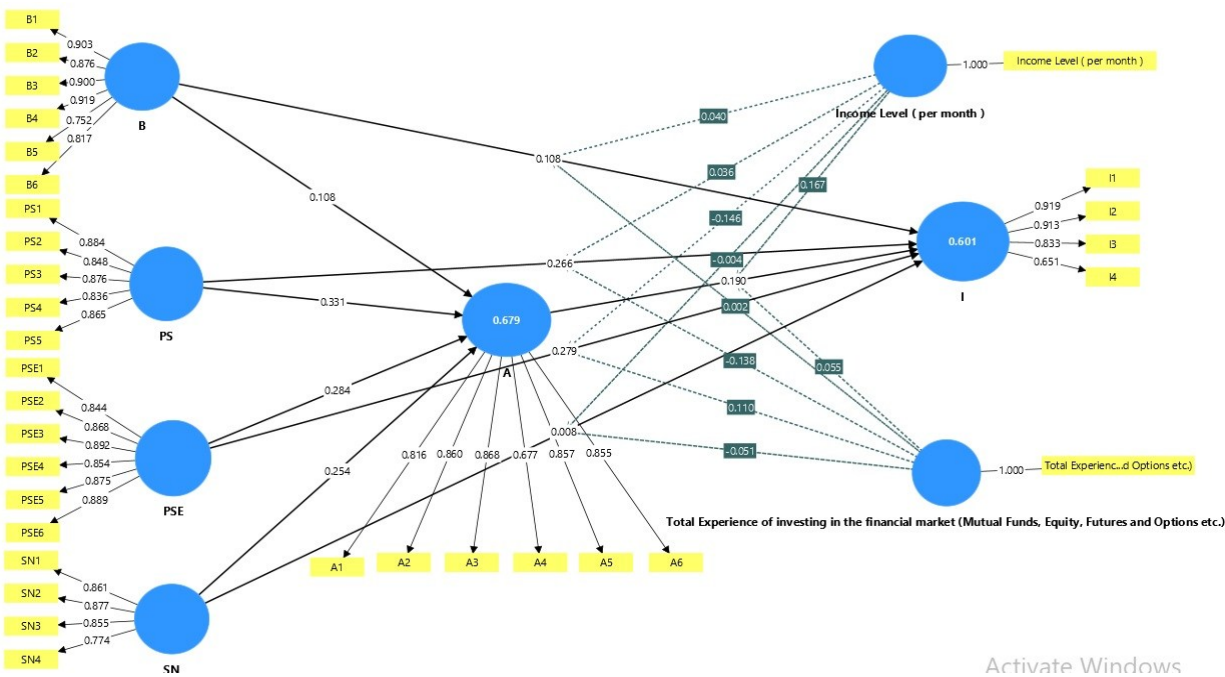


Figure 2: PLS SEM MODEL Under PLS Algorithm (computed by author)

The computed values of the path coefficient matrix under PLS Algorithm shows that perceived SRI performance (PS = 0.331), self-efficacy (PSE = 0.284), and social norms (SN = 0.254) has significantly influences on attitude (A).

Furthermore, Attitude strongly predicts investment intention ($I = 0.190$). Income level and investment experience exhibit minor moderating effects, indicating limited demographic influence on inter-relationship of different constructs. The outer loadings matrix shows higher indicator reliability for each construct in the PLS-SEM model. Most of the indicators have outer loadings above 0.70 that indicates high or strong convergent validity. On the other hand, Constructs **B**, **I**, **PS**, **PSE**, and **SN** all shows strong loadings (0.75–0.92), confirming good indicator reliability. The interaction terms like **Income Level** × **A/B/PS/PSE/SN** and **Experience of Investing** show perfect loadings (1.000) which is typical for moderating model interaction effect. So, the measurement model demonstrates good reliability and convergent validity. The **R² values** reveals that 67.9% of the variance in attitude and 60.1% in investment intention are explained by their predictors that indicate moderate to substantial explanatory power. The adjusted R² values (0.674 and 0.575) further confirm model stability. The **f² effect sizes** reveals that constructs like **PS (0.142)**, **SN (0.133)**, and **PSE (0.096)** have small-to-moderate impacts on **attitude**, while the most interaction terms as **Income** × **A**, **Income** × **PS**, have negligible moderating effects (<0.02). Concluding that the model demonstrates reasonable predictive strength but with a few variables contributing meaningfully to variance in the dependent constructs.

Constructs	Cronbach's alpha	Composite reliability (rho_a)	Composite reliability (rho_c)	Average variance extracted (AVE)
A	0.905	0.915	0.927	0.681
B	0.931	0.934	0.946	0.746
I	0.853	0.893	0.901	0.699
PS	0.913	0.915	0.935	0.743
PSE	0.936	0.936	0.949	0.758
SN	0.863	0.865	0.907	0.71

Table 2: Construct Reliability and Validity

The reliability and validity assessment indicate a highly robust measurement model. All constructs demonstrate strong internal consistency with its **Cronbach's alpha** values primarily ranging from 0.853 to 0.936 that exceeds the recommended threshold of 0.70. Similarly, **composite reliability (rho_a and rho_c)** values exceed 0.90 indicating high construct reliability. The **Average Variance Extracted (AVE)** values ranges from 0.681 to 0.758 that exceeds the minimum criterion of 0.50 that demonstrates good convergent validity. These results shows that the indicators of each construct are effectively represent their latent variables. The Findings confirm that the model possess high reliability and validity standards that shows the soundness of the measurement model.

	A	B	I	Income Level (per month)	PS	PSE	SN	Total Experience of investing in the financial market
A	0.825							
B	0.618	0.863						
I	0.666	0.601	0.836					
Income Level (per month)	0.019	-0.038	0.058	1				
PS	0.738	0.643	0.679	0.021	0.862			
PSE	0.734	0.669	0.692	0.014	0.721	0.871		
SN	0.629	0.421	0.477	-0.009	0.524	0.55	0.843	
Total Experience of investing in the financial market	0.08	0.04	0.117	0.458	0.129	0.067	0.113	1

Table 3: Discriminant Validity (Fornell-Larcker criterion)

Under the Discriminant Validity analysis, the correlation matrix shows strong positive relationships among most distinct constructs that signifies the well-established interrelationships and conceptual consistency within the model. Constructs such as **Attitude (A)**, **Biospheric or Environmental values (B)**, **Investment Intention (I)**, **Perceived SRI Performance (PS)**, and **Perceived Self-Efficacy (PSE)** reveals high correlations that ranges from **0.60 to 0.73** suggesting the close conceptual alignment and mutual reinforcement. This model also indicates that

individuals retail investors with favourable perceptions of SRI performance and higher perceive self-efficacy exhibit stronger attitudes and behavioural tendencies toward sustainable finance investment. **Social pressure / Subjective Norms (SN)** reveals moderate correlations that ranges **0.42–0.63** with other constructs implying that on the one hand, social influence contributes to investment intentions while on the other hand, it plays a secondary role compared to internal beliefs and perceptions.

Construct **Income Level** exhibits negligible correlations with other variables that suggests negligently have any direct influence on attitudes or investment intentions. **Investment Experience** also exhibits weak to moderate correlations that ranges **0.04–0.46** with a stronger relationship to income which indicates limited but notable effects on investor’s confidence and behavioural consistency. The **diagonal AVE values that ranges from 0.825–0.871** exceed the corresponding inter-construct correlations also satisfying the **Fornell–Larcker criterion** and confirming that there is strong **discriminant validity** that mean that each construct is empirically distinct and conceptually coherent. The **Collinearity outer (VIF)** analysis further supports the model adequacy where most of the indicator VIFs ranges **1.3 - 4.8** not exceeding the critical value of 5 that indicates no significant multi-collinearity. Although **B4 (4.781)** and **B1 (4.279)** show slightly higher values but they remain acceptable and indicates moderate shared variance rather than redundancy. While in the structural model, all constructs have inner VIFs ranges between **1.4 and 4.5** that confirms that constructs are not highly correlated and Interaction terms such as **Experience × A (4.537)**, **Experience × PSE (3.779)**, and **Income × PSE (3.337)** reveals slightly strong but permissible values.

The model fit indices indicate good and satisfactory **model fit**. The **SRMR value of 0.056** which is below the threshold 0.08, confirms that the model closely align with the observed data well. The marginal differences between the **saturated and estimated models in d_ULS, d_G**, and **Chi-square** values also suggest that model good stability and accuracy. The **NFI values (0.83 and 0.829)** is slightly below the ideal standard of 0.90, but still it indicates as an acceptable fit for complex models. The **BIC values for constructs A (-282.211)** and **I (-150.177)** are negative that also indicates an efficient model specification with minimal information loss. So, the structural model indicates a reliable and satisfactory fit.

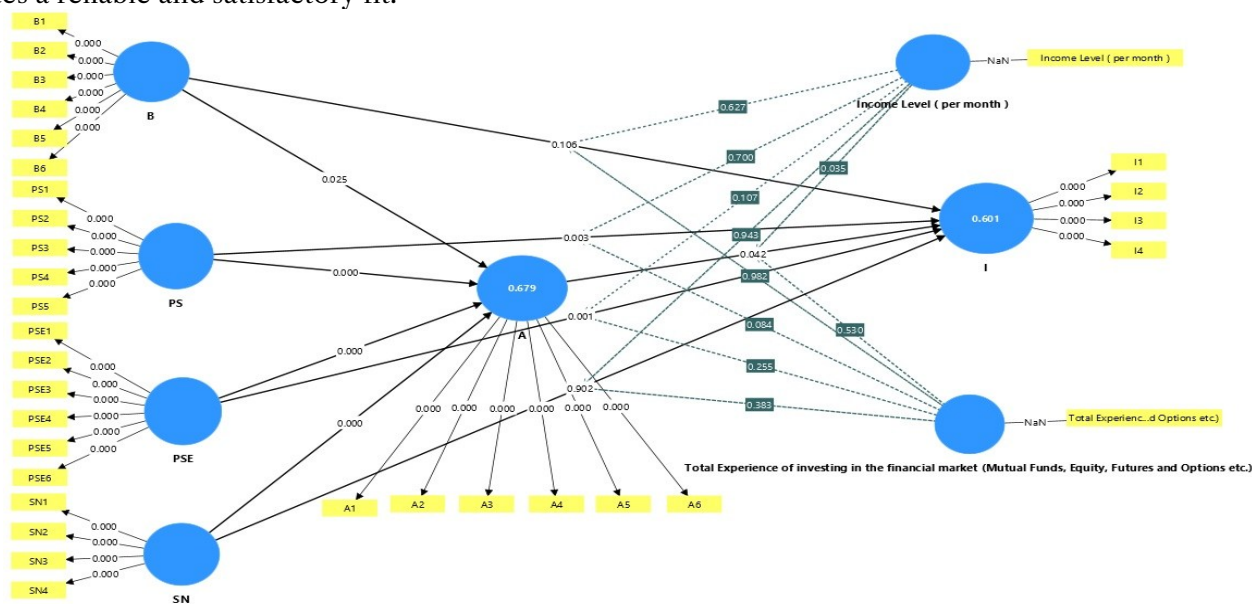


Figure 3: PLS -SEM MODEL Under bootstrapping (10000 sub-samples)

The results reveals several significant relationships among the examined constructs. Attitude (A) exerts a significant positive influence on Intention (I) ($\beta = 0.19$, $p = 0.042$) indicating that individuals retail investors with favourable attitudes are more likely to develop strong intentions towards SRI. Biospheric or Environmental values (B) positively affects Attitude (A) ($\beta = 0.108$, $p = 0.025$), but its direct impact on Intention (I) is insignificant. Among the external antecedents, Perceived Social responsible investment performance (PS), Perceived Self-Efficacy (PSE), and Social Norms/ Subjective norms (SN) significantly influence Attitude (A), having all p-values below 0.05 indicates strong positive relationships. PS and PSE also have strong significant direct effects on Intention (I) that emphasizes their importance in shaping both attitude and investment intention.

While the Income level does not directly affect Intention (I) and it significantly moderates the relationship between Attitude (A) and Intention (I) ($\beta = 0.167$, $p = 0.035$) means that the individuals retail investor with higher income levels show stronger association between attitude and intention. While the moderating effects of income and investment experience were statistically not significant which implies limited influence on constructs. Therefore, Attitude (A) serves as a crucial mediating variable that connects both the psychological and social factors to Intention (I) while the Income Level enhances this effect.

The results of the Outer loadings reveals how strongly each indicator (survey item) reflects its latent variables (e.g., A, B, I, PS, PSE, SN). A loading exceeding **0.70** indicates that the item strongly contributes to measuring the construct while higher values ranges 0.80–0.90 reflect there exists excellent reliability and convergent validity. All indicators in this model reflects **very high loadings** that ranges from **0.651 to 0.919** having all **p-values = 0.000** that means each indicator significantly contributes to its construct. For instance, within construct **Attitude**, all items (A1–A6) load between 0.677 and 0.868 that indicates good internal consistency. On the other hand, construct **Environmental or Biospheric values** reveals very high loadings that ranges 0.752–0.919 that suggests a robust measurement reliability. Constructs **I, PS, PSE, and SN** all exhibit loadings exceed 0.77 confirms that their indicators are highly reliable and valid measures. Constructs such as “Income Level” and “Total Experience” and their interactions are also single-item constructs thereby loading = 1 that is typical in moderation analysis.

All constructs such as Attitude (A), Biospheric or Environmental Values (B), Intention (I), Perceived Social responsible investment performance (PS), Perceived Self-Efficacy (PSE), and Social/ Subjective Norms (SN) indicates an excellent internal consistency and reliability. The composite reliability values ranging from 0.681 - 0.949 having all t-statistics far exceeding the critical value criterion of 1.96 and p-values also equal to 0. This also confirms that each construct is measured accurately and consistently by its respective indicators. Constructs such as PSE, PS, and B reveals very high or strong reliability i.e. above 0.93 that indicates a strong indicator correlations and accurate measurement. Single-item constructs and interaction terms such as Income Level and Total Experience of investing and their moderations effects are assigned fixed values of 1.0 that is standard practice as they do not require reliability testing. So, the results of the study confirms that the measurement model has strong high reliability and convergent validity that means the constructs are statistically sound and suitable for further structural model assessment.

The HTMT results under discriminant analysis confirm strong discriminant validity among constructs as all values are **below the threshold of 0.90**. High correlations exists between Attitude and Intention (0.744) and between Perceived Social responsible investment performance (PS) and Attitude (0.804) that indicates theoretical but distinct relationships. Moderate correlations appear between PS, PSE, and Social Norms ranges 0.588–0.779 that shows relation between distinct constructs. Low HTMT values for Income Level and Investment Experience (<0.25) reveals negligent overlapping of moderators over with psychological variables. The confidence intervals 2.5%–97.5% also do not include 1.0 that reinforces discriminant validity.

The collinearity outer (VIF) results indicates that all constructs have **VIF values are below the critical threshold of 5** that confirms that **multicollinearity is not a concern** in this measurement model. Most of the indicators falls within the **1.3–4.8 range**, also suggesting moderate but acceptable levels of shared variance among the constructs. High values such as B4 (4.781) and B1 (4.279) remain within tolerance that implies stable estimates. Constructs with VIF = 1 such as Income Level and Investing Experience also indicates that there is complete independence in variables. The inner collinearity (VIF) results reveals that all predictor constructs have **VIF values well below the threshold of 5** that confirms that **multicollinearity is not concern** in the structural model. Most of the constructs fall between **1.4 and 4.5** that indicates moderate but acceptable interrelationships among constructs. This demonstrates that the constructs contribute uniquely to explain the dependent construct (I) that ensures the **stability, reliability, and validity** of the path measurement model estimates without any redundancy among the constructs.

Hypotheses Formulation and Testing (On bootstrapping results)

H₁: Attitude (A) positively influences Investment Intention (I).

H₂: Biospheric or environmental values (B) positively influences Attitude (A).

H₃: Biospheric or environmental values (B) positively influences Investment Intention (I).

H₄: Perceived SRI performance (PS) positively influences Attitude (A).

H₅: Perceived Self-Efficacy (PSE) positively influences Attitude (A).

H₆: Social/Subjective Norms (SN) positively influence Attitude (A).

H₇: Perceived SRI performance (PS) positively influences Investment Intention (I).

- H₈**: Perceived Self-Efficacy (PSE) positively influences Investment Intention (I).
H₉: Social/Subjective Norms (SN) positively influences Investment Intention (I).
H₁₀: Income Level moderates the relationship between Attitude and Investment Intention.
H₁₁: Investing Experience moderates the relationship between Attitude and Investment Intention.

Hypothesis Testing (Based on bootstrapping results)

Hypothesis	Relationship	Beta (β)	t-statistic	p-value	Decision	Interpretation
H ₁	A → I	0.19	2.032	0.042	Supported	Attitude positively and significantly influences Investment Intention.
H ₂	B → A	0.108	2.237	0.025	Supported	Behaviour has a positive and significant impact on Attitude.
H ₃	B → I	0.108	1.619	0.106	Not Supported	Behaviour does not directly influence Investment Intention.
H ₄	PS → A	0.331	4.088	0	Supported	Perceived SRI Performance significantly enhances Attitude.
H ₅	PSE → A	0.284	3.82	0	Supported	Self-Efficacy has a significant positive effect on Attitude.
H ₆	SN → A	0.254	5.489	0	Supported	Social Norms significantly strengthen Attitude.
H ₇	PS → I	0.266	2.944	0.003	Supported	Perceived SRI Performance directly increases Investment Intention.
H ₈	PSE → I	0.279	3.199	0.001	Supported	Self-Efficacy directly influences Investment Intention.
H ₉	SN → I	0.008	0.123	0.902	Not Supported	Social Norms do not directly affect Investment Intention.
H ₁₀	Income Level × A → I	0.167	2.111	0.035	Supported	Income Level moderates the Attitude–Intention link positively.
H ₁₁	experience × A → I	0.055	0.629	0.53	Not Supported	Investing Experience does not significantly moderate the Attitude–Intention relationship.

CONCLUSION

The PLS-SEM model results indicates that **Attitude (A)** has significantly predicts **Investment Intention towards SRI (I)** having values $\beta = 0.190$, $t = 2.039$, $p = 0.042$ that confirms a positive behavioural linkage. Furthermore, **Perceived SRI Performance (PS)** having $\beta = 0.33$ and **Perceived Self-Efficacy (PSE)** having $\beta = 0.284$ and **Social Norms (SN)** having $\beta = 0.254$ has significantly enhance Attitude (A) that each items with $p < 0.05$. This model also explains **67.9% of the variance in Attitude** and **60.1% in Intention ($R^2 = 0.601$)** that indicates moderate-to-high predictive accuracy. Besides, The **Income Level × Attitude** interaction item having $\beta = 0.167$, $t = 2.11$, $p = 0.035$ is also significant that shows that higher-income retail investors exhibit stronger intention when holding the favourable attitudes. Conversely, **Investment Experience values with $\beta = 0.055$, $p = 0.530$** is not significant. So, the model shows a robust validity with AVE = 0.681–0.758 and construct reliability with $\alpha = 0.853$ –0.936.

LIMITATIONS OF THE STUDY

- Cross-sectional design study can limits causal inference.
- Self-reported data may cause some common method bias.
- Demographically, concentrated number of sample limits the generalizability.
- Interaction terms may not fully capture moderating effects. More moderating effects can be impacted

FUTURE RESEARCH DIRECTIONS

Future studies should focus on **longitudinal study or multi-group PLS-SEM designs** that can be expanded with demographic and cultural diversity and also include **behavioural moderators** like financial literacy, risk

perception, or sustainability awareness in order to deepen the understanding of sustainable investment behaviour dynamics across the retail and corporate investor segments.

MANAGERIAL IMPLICATIONS

The findings of the highlight that psychological variables (attitude, self-efficacy) and perceptual (SRI performance) factors substantially drive sustainable investment intentions towards SRI and on the other hand, demographic moderators may have limited impact. Therefore, Financial institutions can leverage these actionable insights to design investor education programs that emphasizes on the benefits and societal impact of SRI. The Policy frameworks should be incentivize sustainable investing through conduct of awareness campaigns, ESG transparency and investor's confidence-building initiatives.

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