THE EFFECT OF HERDING BEHAVIOR AND OVERCONFIDENCE ON INTEREST IN INVESTING IN SHARIA STOCKS: THE ROLE OF INCOME AS MODERATING

PENGARUH *HERDING BEHAVIOR* DAN *OVERCONFIDENCE* TERHADAP MINAT BERINVESTASI PADA SAHAM SYARIAH: PERAN PENDAPATAN SEBAGAI VARIABEL MODERASI

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Abstract

This study aims to analyze the effect of herding behavior and overconfidence on interest in investing in Sharia stocks, moderated by income (study at the Sharia Investment Gallery of the Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh). This is a quantitative study, with a sample size of 100 respondents. The sampling technique used was Simple Random Sampling through data collection using an online questionnaire via Google Form. The data analysis techniques used in this study are Structural Equation Modelling (SEM) and Moderated Regression Analysis (MRA), employing Smart PLS 4.0 and SPSS for data processing. The results of the study indicate that herding behavior, overconfidence, and income have a positive and significant effect on interest in investing in Sharia stocks. Income can moderate the effect of herding behavior on interest investing in Sharia stocks, but it cannot moderate the effect of overconfidence on interest in investing in Sharia stocks.

Keywords: *Herding Behavior, Overconfidence, Income, Investment Interest*

Abstrak

Penelitian ini bertujuan untuk menganalisis pengaruh *herding behavior* dan *overconfidence* terhadap minat berinvestasi pada saham syariah yang dimoderasi oleh pendapatan (studi pada Galeri Investasi Syariah Fakultas Ekonomi dan Bisnis Islam UIN Ar-Raniry Banda Aceh). Penelitian ini merupakan penelitian kuantitatif, jumlah sampel yang digunakan dalam penelitian ini sebanyak 100 responden. Teknik sampling yang digunakan adalah Simple Random Sampling melalui pengumpulan data menggunakan kuesioner online yaitu melalui *Google Form*. Teknik analisis data yang digunakan dalam penelitian ini adalah *Structural Equation Modelling* (SEM) dan *Moderated Regression Analysis* (MRA) dan menggunakan Smart PLS 4.0 dan SPSS sebagai pengolah data. Hasil penelitian menunjukkan bahwa *herding behavior*, *overconfidence*, dan pendapatan berpengaruh positif dan signifikan terhadap minat berinvestasi pada saham syariah. Pendapatan dapat memoderasi *herding behavior* terhadap minat berinvestasi pada saham Syariah, tetapi Pendapatan tidak dapat memoderasi *overconfidence* terhadap minat berinvestasi pada saham Syariah.

Kata Kunci: *Herding Behavior*, *Overconfidence*, Pendapatan, Minat Investasi

A. Introduction

The capital market is a place where buyers and sellers gather to conduct transactions to obtain capital (Thian, 2021:1). The capital market has a dual role, namely carrying out two functions simultaneously. First, the capital market functions economically by connecting parties with surplus funds with those in need of funds. Second, the capital market functions financially by providing opportunities for fund owners to earn returns through investments. In its financial function, the capital market acts as a means of business funding or as a way for companies to obtain funds from investors (Soemitra, 2017:103). Meanwhile, the Sharia capital market is a form of economic activity involving the trading of securities such as stocks, bonds, and Sharia mutual funds. This market was established with the aim of meeting the needs of Muslims in Indonesia who wish to invest in capital market products that comply with Sharia principles. The application of Sharia principles in the capital market is a form of worship and is expected to provide a solution for people who want to invest their money without involving usury and injustice (Peristiwo, 2016).

Over the past few years, stock investors in Indonesia have experienced significant growth. According to data from the Indonesian Central Securities Depository (KSEI), the number of Indonesian capital market investors in May 2024 was 12,936,162. Of these, 5,720,273 were Indonesian stock investors. Furthermore, the Indonesia Stock Exchange (IDX) reported an increase in the number of Sharia investors over the past five years, from 44,536 in 2018 to 144,913 in April 2024.

Investors who invest, in general, will feel the influence of behavioral finance in managing their investment portfolio. Behavioral finance is a decision-making process that is often based on simple or ordinary expectations. In efficient market theory, investors will seek optimal returns, while behavioral finance disregarding this possibility because investors tend to seek satisfactory returns (Frensidy, 2016:263). Behavioral finance shows that non-rational factors, such as herding behavior and overconfidence, plays an important role in managing finances, which can result in results that are not always optimal. Herding behavior and overconfidence in this study, including the factors behavioral finance which influences individuals when they want to make an investment. In this research, the theme raised is the influence herding behavior and overconfidence on investment interest in Sharia stocks, with income as a moderator due to the high level of investment desire in the community. Therefore, this study was conducted to identify and understand the

psychological factors that influence the tendency to invest in Sharia stocks, as well as how an individual's economic condition (income) moderates the influence of these factors.

The Sharia Investment Gallery serves as a laboratory for practical training, simulations, and direct transactions, as well as a communication and discussion platform for students at the Faculty of Islamic Economics and Business (FEBI) and the campus community. The investment gallery essentially serves as a platform to introduce the capital market to academics from the outset, enabling students to gain a theoretical understanding of the capital market and to directly practice it.

B. Theoretical Framework

Influence Herding Behavior on Investment Interest

Herding behavior is a person's tendency to imitate or follow the actions of others. Herding behavior a person's decision-making is influenced by psychological factors. Various conditions, both external and internal, influence it. One external condition that causes a person to act herding is the lack of valid information, both directly related to the decision and not (Yuniningsih, 2020:40-41). Herding behavior is the tendency of individuals to imitate the actions of larger groups, both rational and irrational. This phenomenon demonstrates how individuals in groups can act together without centralized direction (Sahabuddin, 2021:40).

This is in line with research by Rahmawati and Hakim (2024) that herding behavior has a positive effect on investment interest. However, this differs from the research results of Rona et al. (2023) who found that herding behavior does not have a significant effect on interest in stock investment. Based on the study above, the differences in the results found from the influence herding behavior regarding investment interest is still confusing. On the one hand, there is research that finds that herding behavior able to increase a person's interest in investing, but on the other hand there is also research that shows that herding behavior does not have a significant effect on investment interest.

Influence Overconfidence on Investment Interest

Overconfidence is the tendency of investors to have excessive confidence in their ability to make investment decisions. This often leads them to ignore risks and be overly optimistic about the prospects of their chosen investments (Frensidy, 2016:255). Nofsinger (Sahabuddin, 2021:6) over confidence is over confidence. This causes investors to

overestimate their knowledge and underestimate the predictions they make, as they tend to overestimate their own abilities. This is in line with research by Rona et al. (2023), which found that over confidence has a positive and significant influence on interest in stock investment. With this behavior, over confidence as investors, they tend to have high self-confidence and have confidence that the type of investment they choose will meet their expectations. Over confidence can encourage individuals to be more interested in investing and more confident in taking risks.

The Influence of Income on Investment Interest

Income is the result of material sacrifices to meet life's needs, and by investing income, a person can choose various types of investments such as stocks, bonds, deposits, gold, land, and other investments (Arianti, 2020). Income is the inflow of assets or the growth in asset value, or the fulfillment of an entity's obligations through the provision of goods, services, or other activities that constitute the company's core operations (Hery, 2017:123). The effect of income on investment interest has been studied by many researchers. For example, research conducted by Nabila and Kusnadi (2020) found that income has a positive effect on investment interest. Meanwhile, research by Hidayat and Kayati (2020) showed that income has no effect on investment interest. Based on the above studies, the differences in the results found regarding the effect of income on investment interest are still confusing. On the one hand, there is research that finds a positive income able to increase a person's interest in investing, but on the other hand there is also research that shows that income does not affect investment interest.

C. Research methodology

This study uses quantitative research. Quantitative research is an objective research method, involving the collection and analysis of numerical data and utilizing statistical testing techniques (Hermawan and Yusran, 2017:5). This method is used to understand how the influence of herding behavior and over confidence on interest in investing in sharia stocks: the role of income as a moderator in the Sharia Investment Gallery, Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh.

A sample is a part of the entire population taken for research and the data found from the sample is used as a description of the entire population (Suryani and Hendryadi, 2015:192). A sample is a portion taken from the entire population (Sugiyono, 2020:215). In

sampling, this study uses the technique probability sampling which gives every member of the selected population an equal opportunity to be part of the sample. In this technique probability sampling, there are several methods, in this study the method that will be used is simple random sampling. This study used 100 respondents as a research sample. The operational variables used in this study can be seen in Table 1.

Table 1

Operational Definition of Variables

Variables	Indicator	Scale
Herding Behavior (X1) is a person's tendency to imitate or follow the actions of others.	1. Decisions to buy and sell shares are influenced by other investors. 2. Select stocks based on the results of other investors. 3. Stock trading volume is reflected by investor actions. 4. The duration of holding a stock is influenced by the decisions of other investors. (Witantri and Triyanto, 2023)	Liked 1-5
Overconfidence (X2) is the tendency of investors to have excessive confidence in their ability to make investment decisions.	1. Assess the extent to which investments are appropriately selected 2. Level of confidence in ability 3. Knowledge possessed 4. Confidence in choosing investments (Wulandari and Iramani, 2014)	Liked 1-5
Investment Interest (Y) is the desire to understand a particular type of investment, as well as wanting to spend time learning more about investing through participating in training, seminars, or trying to invest yourself.	1. Interest. 2. Investment interest. 3. Desire. 4. Confidence. (Aini, Maslichah and Junaidi, 2019)	Liked 1-5
Income (Z) is income obtained from company salaries, sales of goods and services, investments or other sources in the form of money, goods or even psychological satisfaction.	1. Fixed income 2. Non-fixed income 3. Income from other businesses (Sari and Azzafira, 2021)	Liked 1-5

The data used in this study is primary data obtained through the distribution of an

online questionnaire to 100 respondents who are members of the Sharia Investment Gallery (GIS) FEBI UIN Ar-Raniry Banda Aceh. The analysis technique used in this study is Structural Equation Modelling (SEM) and Moderated Regression Analysis (MRA). Moderated regression analysis (MRA) is an interaction test involving regression analysis with an analytical approach that maintains sample integrity and provides a basis for controlling the impact of moderator variables. When applying MRA with one predictor variable (X), it is necessary to compare three regression equations to determine the type of moderator variable (Ghozali, 2018). The MRA test is used to determine whether the moderating variable has the ability to increase or decrease the impact of the independent variable on the dependent variable. The following is a moderated regression equation, as follows:

$$MI = a + \beta_1 HB + \beta_2 OC + \beta_3 PE + \beta_4 HB*PE + \beta_5 OC*PE$$

Information:

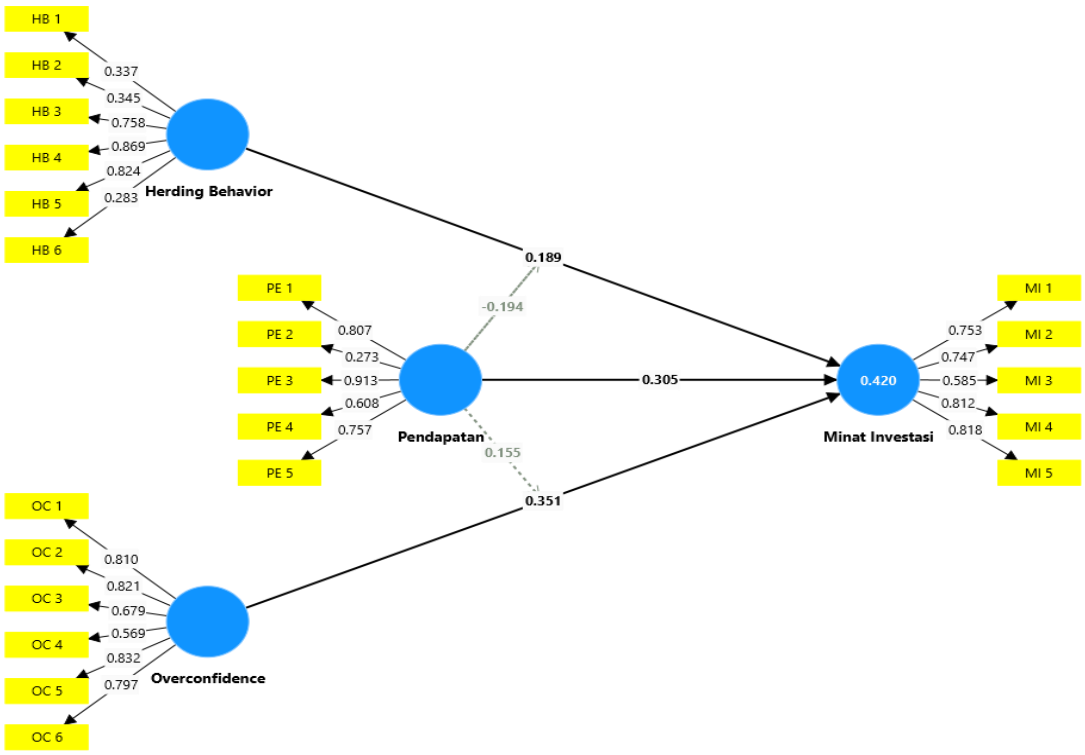
ME	= Investment Interest
a	= Constant
b_1-b_5	= Regression coefficient X
HB	= Herding behavior
OC	= Overconfidence
ON	= Income
HB*PE	= Interaction between herding behavior with income
OC*PE	= Interaction between overconfidence with income

D. Results and Discussion

Evaluation of Measurement Model (Outer Model)

In the analysis outer model evaluation will be carried out to verify indicators that can be tested further, so that indicators and latent variables used in the prediction model then provide valid and reliable results. Indicator reliability is a value that shows how big it is variance that can be explained by latent variables. In the indicator reliability, a reflective indicator must be eliminated or removed from the measurement model when the value loading factor (λ) < 0.7. Results loading factor what is obtained from the initial model is as follows following:

Figure 1
Outer Model before Outliers

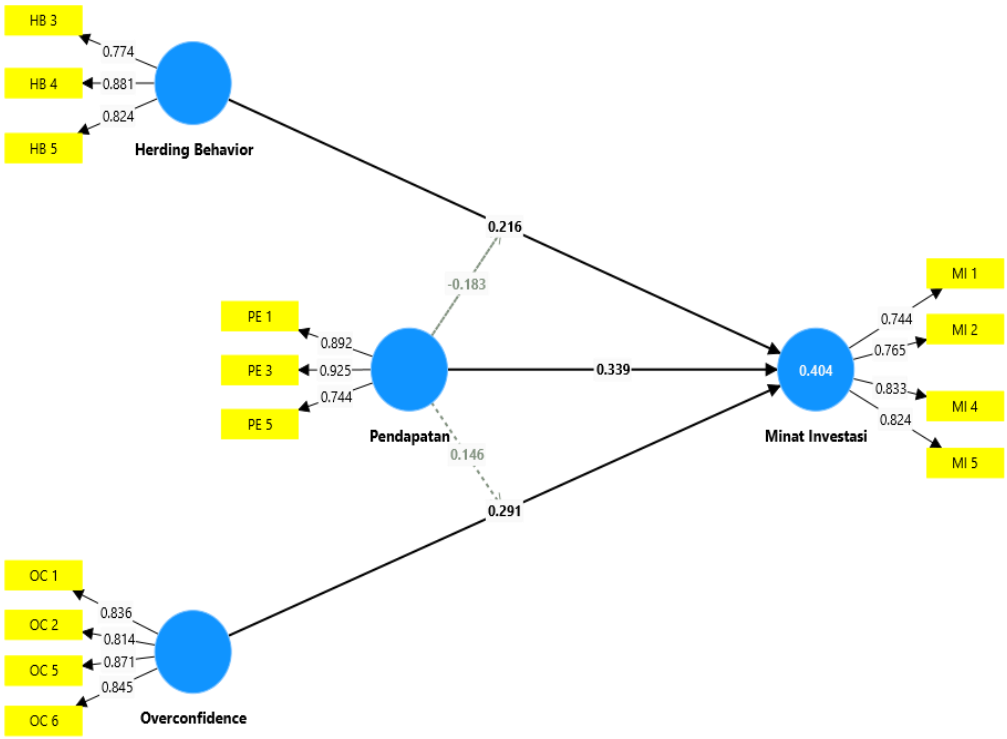


Source: Processed data (2025)

The output results of the Smart-PLS application can be seen in Figure 1. Based on Figure 1, it can be seen that from a total of 22 statements in this study, there are 8 statements that are declared invalid or unsuitable for use because their values do not meet the loading factor (λ) value requirements, namely HB1, HB2, HB6, OC3, OC4, PE2, PE4, and MI3, so that these 8 indicators must be removed from the model (outliers) and will be recalculated. Outliers are carried out to meet the validity and reliability assumptions in the outer model. Outliers are carried out by removing one or more indicators that do not have a strong relationship with the latent variable.

Figure 2

Outer Model after Outlier



Source: Processed data (2025)

After eliminating statements that were declared invalid and declared unsuitable for use, there were 14 statements that were accepted and declared valid because their values met the loading factor (λ) value requirements, namely HB3, HB4, HB5, OC1, OC2, OC5, OC6, PE1, PE3, PE5, MI1, MI2, MI4, and MI5. From Figure 4.2, it can be seen that the most influential herding behavior attribute is HB4 with a value of 0.881. Furthermore, the most influential overconfidence attribute is OC5 with a value of 0.871. The most influential income attribute is PE3 with a value of 0.925. And the most influential investment interest attribute is MI4 with a value of 0.833.

Results of Convergent and Discriminant Validity Tests

Convergent validity is the correlation between indicators and variables latent. Convergent validity has the principle that indicators of a latent variable should be highly correlated. Convergent validity can be determined through the value loading factor (λ) and Average Variance Extracted (AVE).

Table 2
Outer Loadings

	Herding Behavior (X1)	Interest in Investing (Y)	Overconfidence (X2)	Income (Z)
HB3	**0,774**			
HB4	**0,881**			
HB5	**0,824**			
MI1		**0,744**		
MI2		**0,765**		
MI4		**0,833**		
MI5		**0,824**		
OC1			**0,836**	
OC2			**0,814**	
OC5			**0,871**	
OC6			**0,845**	
PE1				**0,892**
PE3				**0,925**
PE5				**0,744**

Source: Processed data (2025)

Results loading factor (λ) in Table 2 shows that all indicators have a value of more than 0.70. It can be interpreted that more than 77% of the variables herding behavior from the HB3, HB4, and HB5 variants. In the variable overconfidence can explain more than 81% of the variance in OC1, OC2, OC5, and OC6, respectively. The investment interest variables MI1, MI2, MI4, and MI5 can each explain more than 74%. Furthermore, the income variable can be explained by PE1, PE3, and PE5each more than 74%. The convergent validity value is the value that shows the correlation between the indicators used for construct the construct, so that the higher the AVE value, the higher the correlation value, the better the indicators used to construct the construct.

Table 3
Average Variance Extracted (AVE)

Variables	Average Variance Extracted (AVE)
Herding Behavior(X1)	**0,684**
Interest in Investing (Y)	**0,628**
Overconfidence (X2)	**0,709**
Income (Z)	**0,734**

Source: Processed data (2025)

Based on Table 3, the results of the AVE test show that all variables have a value > 0.5 so it is said to be valid and acceptable. Discriminant validity ensures that a construct is different from other constructs. Discriminant validity is evaluated by considering the factors cross loadings and Fornell-Larcker criterion. Cross loadings is a measure that shows the value outer loadings indicators on the related construct must be greater than the value cross loadings on other constructs.

Table 4
Cross Loadings

	Herding Behavior (X1)	Overconfidence (X2)	Interest in Investing (Y)	Income (Z)
HB3	**0,774**	0,000	0,000	0,000
HB4	**0,881**	0,000	0,000	0,000
HB5	**0,824**	0,000	0,000	0,000
MI1	0,000	**0,744**	0,000	0,000
MI2	0,000	**0,765**	0,000	0,000
MI4	0,000	**0,833**	0,000	0,000
MI5	0,000	**0,824**	0,000	0,000
OC1	0,000	0,000	**0,836**	0,000
OC2	0,000	0,000	**0,814**	0,000
OC5	0,000	0,000	**0,871**	0,000
OC6	0,000	0,000	**0,845**	0,000
PE1	0,000	0,000	0,000	**0,892**
PE3	0,000	0,000	0,000	**0,925**
PE5	0,000	0,000	0,000	**0,744**

Source: Processed data (2025)

Based on Table 4, it shows that all values outer loadings indicators on the related construct are greater than the value cross loading son other constructs, so it can be concluded that all constructs have good discriminant validity. Fornell-Larcker criterion is a measure that compares square root from the AVE value with the relationship of latent variables. Thus, the square root value of AVE for each construct must be greater than its correlation value with other constructs, so it can be said to have a good discriminant validity value and the expected AVE value is > 0.5. In this study, the results of Fornell-Larcker criterion can be seen in Table 5.

Table 5
Fornell-Larcker Criterion

	Herding Behavior	Interest in Investing	Overconfidence	Income
Herding Behavior	**0,827**			
Interest in Investing	0,352	**0,792**		
Overconfidence	0,281	0,480	**0,842**	
Income	0,191	0,477	0,443	**0,857**

Source: Processed data (2025)

Based on Table 5, it shows that the test results Fornell-Larcker criterion for each construct is greater than its correlation value, so that the constructs in this study can be said to have good discriminant validity.

Reliability Test Results

Reliability tests are conducted to prove the accuracy and precision in measuring all constructs. Cronbach's alpha and composite reliability is said to be reliable when > 0.70. Results Cronbach's Alpha and composite reliability of each variable is shown in Table 6.

Table 6
Cronbach's Alpha and Composite Reliability

	Cronbach's Alpha	Composite Reliability
Herding Behavior (X1)	0,767	0,866
Interest in Investing (Y)	0,801	0,871
Overconfidence (X2)	0,863	0,907
Income (Z)	0,815	0,892

Source: Processed data (2025)

Based on Table 6, it is known that the value Cronbach's Alpha and value composite reliability all constructs has a value of > 0.70 so that no reliability problems were found,

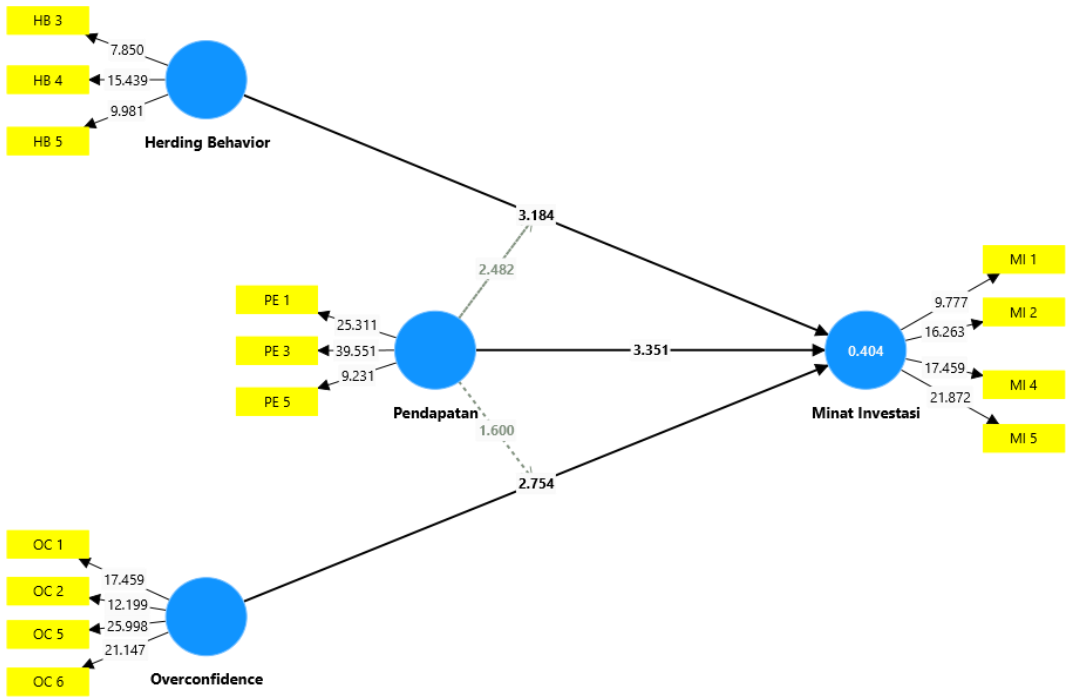
which means that the four variables are reliable or can be trusted.

Hypothesis Test Results

Hypothesis testing is carried out based on the test results inner model (measurement model) which includes output parameter coefficient. To see whether the hypothesis can be accepted or rejected by paying attention to the significance value between constructs t-statistics and p-values. The testing of the research hypothesis was carried out with the help of software Smart PLS. These values can be seen from the results bootstrapping. Rules of thumb used in this study is t-statistics > t-table (1.984) with a significance level of p-value < 0.05 or 5% and the beta coefficient is positive. The hypothesis testing results for this study are shown in Table 7, and the results of this research model are depicted in Figure 3.

Figure 3

Bootstrapping



Source: Processed data (2025)

Based on Figure 3, it can be concluded that the value coefficient herding behavior of 3.184 which shows that herding behavior has a positive and significant influence on interest in investing in sharia stocks. Furthermore, overconfidence has a coefficient value of 2.754 which means that overconfidence has a significant positive effect on interest in investing in sharia shares and income with a coefficient value of 3.351 means that income

also has a significant positive effect on Interest in investing in sharia stocks. The results of the hypothesis testing are shown in Table 7.

Table 7
Hypothesis Testing

	Original Sample (O)	Sample Mean (M)	Standard Deviation (STDEV)	T statistics (|O/STDEV|)	P-Values
Herding Behavior → Interest in Investing	0,216	0,222	0,068	3,184	0,001
Overconfidence → Interest in Investing	0,291	0,293	0,106	2,754	0,006
Income → Interest in Investing	0,339	0,337	0,101	3,351	0,001
Income *Herding Behavior → Interest in Investing	-0,183	-0,176	0,074	2,482	0,013
Income *Overconfidence → Interest in Investing	0,146	0,148	0,092	1,600	0,110

Source: Processed data (2025)

Based on Table 7, it shows that herding behavior (X1) has a value t-statistics 3.184, which is a value greater than the t-table value (3.184 > 1.984) and the value p-value of 0.001, which is a value smaller than 0.05 (0.001 < 0.05), which means that herding behavior (X1) has a positive and significant influence on interest in investing in Sharia shares (Y), then the hypothesis states that herding behavior (X1) has an influence on interest in investing in Sharia shares (Y) is accepted.

Overconfidence (X2) has a value t-statistics 2.754, which is greater than the t-table value (2.754 > 1.984) and the p-value is 0.006, which is less than 0.05 (0.006 < 0.05), which means that overconfidence (X2) has a positive and significant influence on interest in investing in sharia shares (Y), then the hypothesis states that overconfidence (X2) has an influence on interest in investing in sharia shares (Y) is accepted.

Income (Z) has a value t-statistics 3.351, which is greater than the t-table value (3.351 > 1.984) and the p-value is 0.001, which is less than 0.05 (0.001 < 0.05), which means that income (Z) has a positive and significant effect on interest in investing in sharia shares (Y), so the hypothesis states income (Z) influences the interest in investing in sharia

shares (Y) received.

Income (Z) moderates the influence herding behavior (X1) on the interest in investing in Sharia shares (Y) significantly. The valuet-statistics2.482, which is greater than the t-table value (2.482 > 1.984) and the p-value is 0.013, which is less than 0.05 (0.013 < 0.05), then the hypothesis states that income (Z) moderates the influence herding behavior (X1) on interest in investing in Sharia shares (Y) is accepted.

Income (Z) cannot moderate the influence overconfidence (X2) on the interest in investing in sharia shares (Y) significantly. The valuet-statistics1,600, which is smaller than the t-table value (1,600 < 1,984) and the p-value is 0.110, which is greater than 0.05 (0.110 > 0.05), then the hypothesis states that income (Z) cannot moderate the influence overconfidence(X2) on interest in investing in sharia shares (Y) is accepted.

Test Results Moderated Regression Analysis (MRA)

Analysis Moderated Regression Analysis (MRA) is an interaction test involving regression analysis with an analytical approach that maintains sample integrity and provides a basis for controlling the impact of moderator variables.

Regression Equation Output Results

$MI = a + \beta_1 HB + \beta_2 OC + \beta_3 PE + \beta_4 HB*PE + \beta_5 OC*PE$

MI = 0.543 + 1.083 HB – 0.535 OC + 0.354 PE – 0.226 HBPE + 0.215 OCPE

Table 8
MRA Test Results

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	.543	1.918		.283	.778
	HB	1.083	.396	1.194	2.737	.007
	OC	-.535	.464	-.510	-1.152	.252
	ON	.354	.494	.359	.717	.475
	HB*PE	-.226	.098	-1.410	-2.305	.023
	OC*PE	.215	.118	1.355	1.816	.073

a. Dependent Variable: MI

Based on Table 8, the results of the moderation test, the significance value of the interaction variable between Herding Behavior with Income of 0.023 (<0.05), it can be concluded that the Income variable is able to moderate the influence of the variable Herding Behavior on the Investment Interest variable. Furthermore, the significance value of the interaction variable between Overconfidence with Income of 0.073 (> 0.05), it can be concluded that the Income variable is not able to moderate the influence of the variable Overconfidence on the Investment Interest variable.

Table 9
R Square Values
Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.635[a]	.403	.371	.57370

Based on Table 9, the R-value is known Square is 0.403, which means that the contribution of the influence of the variable Herding Behavior and Overconfidence on the Investment Interest variable after the moderating variable (Income) of 40.3%.

E. Conclusion

Based on the research results and discussions obtained, the following conclusions can be drawn:

1. Herding behavior has a positive and significant effect on interest in investing in sharia shares at the Sharia Investment Gallery, Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. The results of this study show that herding behavior has a positive and significant influence on the interest in investing in sharia stocks at the Sharia Investment Gallery of the Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. In this study, the attributes herding behavior the most influential is "I will buy shares that have a higher trading volume than usual" (HB4) with a value estimate0.881. The results of this study are supported by research by Rahmawati and Hakim (2024) who found that herding behavior has a positive effect on investment interest. However, the results of this study differ from the results of research by Rona, Sinarwati, and Suci (2023) which found that herding behavior does not have a significant effect on interest in stock investment. If someone has herding behavior, this tends to make it easier to invest based on the decisions of other investors. People tend

to follow the investment results of larger groups. This can encourage more people to invest, increase market liquidity, and reduce volatility.

2. Overconfidence has a positive and significant effect on investment interest in sharia shares at the Sharia Investment Gallery, Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. The results of this study show that overconfidence has a positive and significant influence on the interest in investing in sharia stocks at the Sharia Investment Gallery of the Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. In this study, the attributes overconfidence the most influential is "I understand the types, risks and strategies for investing in the capital market" (OC5) with a valueestimate0.871. The results of this study are supported by research conducted by Rona et al. (2023) who found that overconfidence has a positive and significant effect on interest in stock investment. If the level of overconfidence the investment actors are very high, so they tend to be bolder in investing. With this behavior overconfidence as investors, they tend to have high self-confidence and have confidence that the type of investment they choose will meet their expectations. Overconfidence can encourage individuals to be more interested in investing and more confident in taking risks.
3. Income has a positive and significant effect on investment interest in sharia shares at the Sharia Investment Gallery, Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. The results of this study indicate that income has a positive and significant effect on interest in investing in sharia stocks at the Sharia Investment Gallery of the Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. In this study, the income attribute that has the most influence is "I tend to invest as another source of income" (PE3) with a value ofestimate0.925. This research is supported by Nabila and Kusnadi's (2020) study, which found that income positively influences investment interest. However, a different finding was obtained in Hidayat and Kayati's (2020) study, which found that income had no effect on investment interest in the capital market. Income is a determining factor in meeting current and future needs. Income plays a significant role in investment activities; the higher the income, the greater the tendency to enter the investment world.
4. Income moderates against Herding Behavior and Interest in Investing in Sharia Stocks at the Sharia Investment Gallery, Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. The results of the study using SmartPLS show that income is able

to moderate the influence herding behavior significantly on interest in investing in Sharia stocks. The same results were also obtained when using SPSS, which showed that the income variable was able to moderate the influence of the variable herding behavior on the investment interest variable. Although there is agreement in the significance of the moderating variables, there is a slight difference in the coefficient values and p-value between Smart PLS and SPSS. This difference may be caused by some of the same factors as the differences in factor analysis results. In other words, a person's high income can increase their interest in investing. This occurs because the high income of investors who invest increases the level of investment herding behavior. This is influenced by those closest to you, social media, investor community groups, and other influences. Income contributes to this influence, leading to higher investment and greater investment confidence.

5. Income cannot moderate against Overconfidence and Interest in Investing in Sharia Stocks at the Sharia Investment Gallery, Faculty of Islamic Economics and Business, UIN Ar-Raniry Banda Aceh. The results of the study processed using Smart PLS showed that income was not able to moderate the influence overconfidence on interest in investing in sharia stocks. The same results were also obtained when using SPSS, which showed that the income variable was unable to moderate the influence of the variable overconfidence on the investment interest variable. Although there is agreement in the significance of the moderating variables, there is a slight difference in the coefficient values and p-values between Smart PLS and SPSS. This difference may be caused by several factors similar to the differences in factor analysis results. The research results indicate that a person's high or low income cannot strengthen their interest in investing, as this is influenced by their low level of investment overconfidence on someone to invest. This is due to the attitude of considering risks and other existing influences.

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