

**Financial Attitude and Financial Knowledge toward Behavior Financial  
Management through Internal Locus of Control on Pelita Bangsa University  
Student**

**Sunita Dasman<sup>1\*</sup>, Ricky Riyana<sup>2</sup>, Surya Bintarti<sup>3</sup>, Lisa Kustina<sup>4</sup>**

<sup>1</sup>Management, Pelita Bangsa University, Bekasi

<sup>2</sup>Management, Pelita Bangsa University, Bekasi

<sup>3</sup>Management, Pelita Bangsa University, Bekasi

<sup>4</sup>Management, Pelita Bangsa University, Bekasi

Author's email: [sdasman@gmail.com](mailto:sdasman@gmail.com); [rickyriyana18@gmail.com](mailto:rickyriyana18@gmail.com); [suryabintarti@gmail.com](mailto:suryabintarti@gmail.com);  
[lisakustina188@gmail.com](mailto:lisakustina188@gmail.com);

\*Corresponding author: [sdasman@gmail.com](mailto:sdasman@gmail.com)

**Abstract.** *Financial management practices for young people and students get serious attention from various organizations such as government, financial institutions, universities, etc. Young people are growing up amid a debt culture facilitated by expensive lifestyles and easy credit creation and use. Young people often begin to enter the world of college without having responsibility for their sources and financial management. This study determines the effect of Financial Knowledge, Financial Attitude on Financial Management Behavior with Internal Locus of Control as an intervening variable in Pelita Bangsa University Academic Year 2019-2020.*

*This study uses a descriptive analysis approach using questionnaire data. Sampling by disproportionate stratified random sampling and snowball sampling subsequently resulted in a sample of 315 respondents from undergraduate students at Pelita Bangsa University. This research uses the SEM analysis technique with the PLS method and hypothesis testing by calculating bootstrapping on Structural Equation Modeling (SEM). Financial attitude and financial knowledge through the locus of control significantly impact Pelita Bangsa University students' financial management behavior.*

**Keywords:** *Financial Attitude, Financial Knowledge, Internal Locus of Control, Financial Management Behavior.*

## **1. INTRODUCTION**

Behavior finance began to be recognized and developed in business and academia in 1990 and is a relatively new field that seeks to combine behavioral theory and cognitive psychology with conventional economics and finance to explain why people make irrational financial decisions (Phung, 2016). The National Statistics Agency (2020) states that GDP in the fourth quarter of 2019 in terms of expenditure, mainly household consumption, is still dominated with a proportion of 57.32%, an increase of 4.97 percent compared to the quarter in 2018. It shows that the Indonesian people's financial behavior still tends to be competitive, leading to various irresponsible financial behaviors, such as a lack of activities for saving, investing, and personal budgeting funds for the future.

According to the Financial Services Authority, Indonesia's level of financial literacy is 38.03 percent, which means that around 38.03 percent of Indonesians understand and know about the financial services or products they use. In comparison, the level of financial inclusion (access) in Indonesia is 76 percent. Its position is below other Southeast Asian countries, with Malaysia having reached around 85 percent of the total population and Singapore has reached 98 percent, and Thailand has reached 82 percent. This data indicates that Indonesian people's financial literacy and inclusion are low (OJK, 2019).

Inadequate knowledge and low education can cause each individual's financial problems, which is in line with what was stated by Terri, Niels, Zeelenberg & Schors (2016), which stated that finance is always associated with deficient academic performance. Other factors, such as financial attitudes and financial skills, are very influential predictors of each individual's financial problems. This low level of financial knowledge confirms by a survey conducted by OJK 2018 that most Indonesians do not have adequate financial knowledge (Otoritas Jasa Keuangan, 2018).

## **2. LITERATURE REVIEW**

### *2.1 Financial Management Behavior*

Financial Management Behavior is a person's ability to manage, plan, budget, check, manage, control, search, and store daily monetary funds (Kholilah and Iramani, 2013). The emergence of Financial Management Behavior impacts a person's desire to meet their needs following the level of income earned (Kholilah and Iramani, 2013). Financial Management Behavior deals with a person's financial responsibilities regarding how to manage their finances. Financial responsibility is the process of managing money and other assets in a way that is considered productive. Money management (money management) is the process of mastering using financial assets.

This Financial Management Behavior refers to human behavior relevant to money management, such as income, loans, expenses, and insurance (Xiao, 2016). Financial management behavior is directly related to a person's responsibility and personality towards financial management and other assets. Financial management's main objective is to ensure that individuals can manage finances and their obligations well (Ida and Dwinta, 2010). Several elements go into effective money management, such as budgeting, assessing the necessity of purchasing and retirement debt within a reasonable time frame. The main task of money management is the budgeting process. The budget aims to ensure that individuals can manage financial liabilities promptly using the income received in the same period.

### *2.2 Financial Attitude*

Attitude refers to a person's state of mind, opinion, and assessment of his finances (Ersha, Dadan, and Ardila 2013). Rajna, Junid, and Moshiri (2011) define that Financial Attitude is a psychological tendency when evaluating recommended financial management practices with several levels of agreement and disagreement. (Ersha, Dadan and Aldila 2015) there is a relationship between financial attitudes and the level of financial problems. Thus, it can be said that a person's financial attitude also affects how a person regulates their financial behavior. Madern and Schors (2012) state that many Financial Attitudes are also related to young people's financial difficulties. Financial attitudes affect financial problems, such as arrears in bill payments and a lack of income to meet ends. Short-term thinking and a lack of willingness to save are attitudinal factors that can cause financial problems (Madern and Schors, 2012).

### *2.3. Financial Knowledge*

Knowledge refers to what individuals know about personal financial matters, as measured by their level of knowledge about various personal finance concepts (Ida and Dwinta, 2010). Financial knowledge is a person's mastery of various things about the world of finance (Kholillah and Iramani, 2013)

Most people are looking for a quality life and financial security. Society wants to make smart decisions about how to manage spending and investment and ultimately achieve a level of wealth. A practical approach to achieving this desired goal involves learning about the specific financial activities faced, namely recording and budgeting, banking and the use of credit, savings, and loans, paying taxes, making significant expenses (such as houses and cars), buying insurance, investing, and retirement plans.

To handle personal finances systematically and successfully requires knowledge. To have Financial Knowledge is necessary to develop financial skills and learn to use financial tools. Financial skill is a technique for making decisions in personal financial management. Setting up a budget, choosing an investment, choosing an insurance plan, and using credit are examples of financial skills. Financial tools are forms and charts used in making personal financial management decisions (such as checks, credit cards, debit cards) (Ida and Chintia Yohana Dwinta, 2010).

### *2.4. Internal Locus of Control*

The Locus of Control concept found by Rotter (1966); he is a social learning theorist. Locus of Control is how an individual interprets an event's cause (Ida and Chintia Yohana Dwinta, 2010). Locus of Control is a psychological concept regarding a person's belief in responding to something about how they control events that affect them (Cobb-Clark, Deborah A., Sonja, and Mathias G. Sinning, 2013).

Rotter in Kholillah and Rr. Iramani (2016) distinguishes Locus of Control orientation into two, namely internal Locus of Control and external Locus of Control. Individuals with internal Locus of Control tend to think that skill, ability, and effort determine what they get in their life. Meanwhile, individuals who have an external Locus of Control tend to think that their lives are forced from outside themselves, such as fate, destiny, luck, and other people in power (Ida and Chintia Yohana, 2010).

## **3. RESEARCH METHODS/METHODOLOGY**

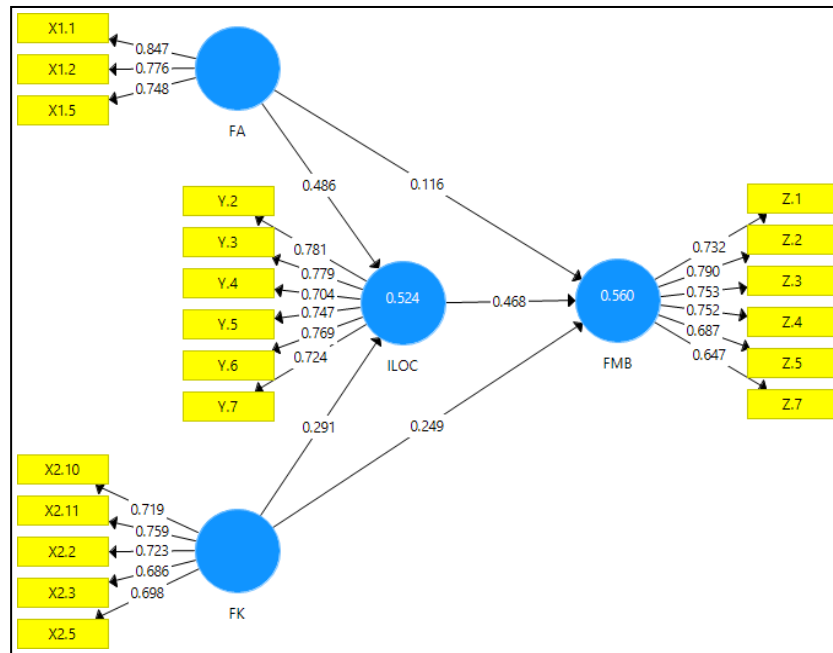
The type of research used in this research is quantitative through explanatory research methods because this study is to determine the causal relationship between the variables that affect the hypothesis (Sugiyono, 2013). This study aims to find the influence of Financial Knowledge and Financial Attitude as an independent variable on Financial Management Behavior as the dependent variable through the Internal Locus of Control as an Intervening variable for Universitas Pelita Bangsa students 2019-2020. Respondents will ask how often they perform several behaviors related to Financial Knowledge, Financial Attitude, internal locus of control, and Financial Management Behavior.

This study has four variables: one independent variable, one intervening variable, and one dependent variable. The first independent variable is Financial Attitude with symbol X1, and the second independent variable is Financial Knowledge with symbol X2. While the intervening variable is Internal Locus of Control with the symbol Y, and one dependent variable is the Financial Management Behavior with the symbol Y.

#### 4. RESULTS AND DISCUSSION

##### 4.1. Testing Data Through the Inner Model or Structural Model

Inner model testing uses to determine the relationship between variables.



Source: Data processed by SmartPLS 2020  
Figure 4.1 Structural Model

The Inner Model analysis looks at the R-Square value for each variable as the structural model's predictive strength

Table 4.2. R-square Value and Goodness of Fit Test

Variabel	R-square
Financial Management Behavior	0.560
Internal Locus of Control	0.524

Source: Data processed by SmartPLS 2020

Table 4.2. shows the R-square value for the Financial Management Behavior variable of 0.560 or 56%. This value indicates that 56% of financial management behavior variables can influence financial knowledge and financial attitude. Other variables influence the remaining 44%, not in this study. In comparison, the R-square for the locus of the control variable is 0.524 or 52.4%. It indicates that 52.4% of internal locus of control variables can influence financial knowledge and financial attitude. The remaining 47.6% influence by other variables not included in this study.

R-square is used to test the structural model on the dependent variable, then evaluation of the PLS model is carried out by testing goodness on fit with Q<sup>2</sup> predictive relevance or often called predictive sample reuse. This technique can represent the synthesis of cross-validation and the fitting function with predictions from observed variables and estimates of variable setian parameters (Ghazali, 2015). The following is the result of the Q-square calculation:

$$Q^2 = 1 - (1 - R^2_1) (1 - R^2_2)$$

$$Q^2 = 1 - (1 - 0,560) (1 - 0,524)$$

$$Q^2 = 1 - (0,44) (0,476) \quad Q^2 = 1 - 0,209$$

$$Q^2 = 0,791$$

Based on the calculation of the value of  $Q^2$  is 0.791 or 79.1%, which indicates that the model has predictive relevance. It indicates that the model is feasible because the model can explain 79.1% of the data diversity.

#### **4.2. Hypothesis test**

Statistical testing in PLS (Partial Least Square) is the hypothesis and performed using a simulation. Hypothesis testing using the bootstrap method of the sample. This test is to minimize the problem of abnormal research data, while the results of hypothesis testing using the bootstrapping method are as follows:

##### **A. Effect of Financial Attitude on Financial Management Behavior**

The first hypothesis testing results, the relationship between the financial attitude variable and financial management behavior, showed a positive path coefficient value of 0.116. A positive path coefficient indicates that the relationship between financial attitude and financial management behavior is unidirectional. The P Values value shows the number 0.040 and is less than the significant standard value, namely 0.05. With these results, H1 is accepted, which indicates a positive and significant influence between the relationship between financial attitude and financial management behavior.

Based on the research results, the financial attitude positively and significantly affects financial management behavior. The variable financial attitude indicators are orientation towards personal finance, debt philosophy, and assessing personal finance. The indicator that is perceived to be better in terms of outer loading is the orientation towards personal finances. Some of the factors that create an orientation towards personal finances are that budget planning is a mainly financial strategy

Research on financial management behavior explains into question indicators covering the types of financial planning and budgets that are owned, techniques in preparing financial planning, saving activities, insurance activities, pensions, and unexpected expenses, investment activities, credit/debt, and bills, financial management monitoring and financial management evaluation. Technical indicators in preparing financial planning are well perceived in assessing financial management behavior. It is supported by the average value and the current factor loading value, which explains that the technical indicators in preparing financial planning have the best-perceived value.

The results and the unidirectional path analysis model show that one's financial attitude affects one's financial management behavior. Having an excellent financial attitude will increase financial management behavior. Several previous studies support the results of this study. One of them is the research conducted by Pradiningtyas and Lukiastuti (2019), which found a positive and significant influence on financial attitude towards financial management behavior. Agree with research conducted by Aminatuzzahra (2014), which states that financial attitude has a significant positive effect on financial management behavior. It means that if a person's financial attitude level is high, it will increase attitudes and considerations regarding financial management, creating good financial management behavior.

##### **B. The influence of financial knowledge on Financial Management Behavior**

The second hypothesis testing the relationship between the variable financial knowledge and financial management behavior shows a positive path coefficient value of 0.486. It shows a unidirectional relationship between the variable financial knowledge and financial management behavior. The P-value of the relationship between the variable financial knowledge and financial management behavior is 0,000, so it is less than 0.05. H2 accepted these results, which indicates a positive and significant influence between financial knowledge and financial management behavior.

Indicators describe financial knowledge, namely knowledge of financial planning, knowledge of expenses and income, knowledge of interest rates, knowledge of investing in stocks, and knowledge of property investing. The best-perceived indicator in the value

of outer loading financial knowledge is knowledge of investing in property. It indicates that the role of investment knowledge in property is significant in shaping financial management behavior because territorially Cikarang is an industrial area where infrastructure development and property are relatively high such as a large number of the apartment, housing, and other property developments, which encourage someone to think ahead to have financial knowledge. Especially regarding investment knowledge in property.

The results of the second hypothesis research accepted that financial knowledge could increase financial management behavior. The better one's financial knowledge will improve the mindset and management of personal finances and encourage sound financial management behavior. This study's results support previous research conducted by Humaira and Sagoro (2018); from the results of their research, financial knowledge has a positive effect on financial management's behavior. In line with research conducted by Arifin (2017), Ersha Amanah (2016), and Mien and Thao (2015), who state that the results of this study state that financial knowledge has a positive effect on financial management behavior.

### **C. Effect of Internal Locus of Control on Financial Management Behavior**

The third hypothesis testing the internal locus of control on financial management behavior showed a positive path coefficient of 0.468, thus indicating a unidirectional relationship between the internal locus of control variable and financial management behavior. In contrast, the P-value of the internal locus of control and financial variables Management behavior shows the number 0.000, which shows a significant value because it is less than 0.05. With these results, H3 is accepted, which indicates a positive and significant influence between internal locus of control and financial management behavior.

In this study, the internal locus of the control variable using question indicators which include feelings in living, the ability to change important things in life, the ability to realize ideas, the level of confidence in the future, the ability to solve financial problems, and the role in daily financial control. The study results show that the best outer loading value is an indicator of feelings in living life. It is perceived as useful in assessing a person's financial management behavior. It is supported by the loading value results and the average value, which shows that the persistent indicator of living life has the best-perceived value.

Based on research, the internal locus of control affects financial management behavior. By having an excellent internal locus of control, a person can control a life event and maximize his abilities, affecting a person's financial management behavior—the results of this study following previous research. One of them is research conducted by Pradiningtyas and Lukiastuti (2019), which found a positive influence between locus of control on financial management behavior. The stronger the internal locus of control, the wiser a person is in controlling finances and improving their financial management behavior. Agree with Kholillah and Iramani (2013) research who found the influence of locus of control on financial management behavior.

### **D. Effect of Financial Attitude on Financial Management Behavior through Internal Locus of Control**

The results of testing the fourth hypothesis between the variable financial attitude towards financial management behavior through the internal locus of control are in table 4. Shows a positive coefficient path of 0.227, which shows a unidirectional relationship between financial attitude and financial management behavior through the internal locus of control while the P-value The value of 0,000 is less than 0.05, so it shows a significant value. With these results, H4 is accepted, which shows a positive and significant influence between financial attitude and financial management behavior through the internal locus of control.

Financial attitude is described in three indicators, namely orientation towards personal finance, debt philosophy, and assessing personal finance. Financial management behavior into six indicators: financial planning and budgeting, preparing financial planning, saving activities, insurance activities, pensions, unexpected expenses, investment activities, credit/debit, invoices, financial management monitoring, and evaluation. Meanwhile, the internal locus of the control variable describes by six indicators, namely the feeling of living, the ability to change important things in life, the ability to realize ideas, the level of confidence in the future, the ability to solve financial problems, and the role in daily financial control.

Internal locus of control as a mediating variable can increase financial attitude towards financial management behavior. The results of this study are following previous research by Pradiningtyas and Lukiastuti (2019). It concluded that the control variable's locus could mediate financial attitudes on financial management behavior. This study's findings also show that the relationship path coefficient of financial attitude increases so that financial management behavior will increase. Conversely, if financial attitude decreases, then financial management behavior will also decrease.

Meanwhile, the indirect relationship test shows a relationship between financial attitude towards financial management behavior and internal locus of control. In this relationship model, the internal locus of control acts as a mediation between financial attitude and financial management behavior. So that the increase in financial attitude will increase the internal locus of control, where the increase of the internal locus of control will increase the financial management behavior.

#### **E. The Effect of Financial Knowledge on Financial Management Behavior through Internal Locus of Control**

The results of testing the fifth hypothesis between financial knowledge and financial management behavior through the internal locus of control shown in table 4; the positive path coefficient is 0.136, which indicates a unidirectional relationship between financial knowledge and financial management behavior through an internal loss of control, while the P-value a value of 0,000, which indicates a significant value because it is less than 0.05. With these results, H5 is accepted, which indicates a positive and significant influence between financial knowledge and financial management behavior through the internal locus of control.

Five indicators explain financial knowledge: knowledge of financial planning, knowledge of expenses and income, knowledge of interest rates, knowledge of investing in stocks, knowledge of investing in property. Six indicators explain the inconsistent financial management behavior: financial planning and budgeting, techniques in preparing financial planning, saving activities, insurance activities, pensions, unexpected expenses, investment activities, credit/debit, invoices, financial management monitoring, and financial management evaluation. Meanwhile, the internal locus of the control variable is by six indicators, namely the feeling of living, the ability to change important things in life, the ability to realize ideas, the level of confidence in the future, the ability to solve financial problems, and the role in daily financial control.

The mediating variable in this study is the internal locus of control. The role of internal locus of control in increasing the influence of financial knowledge on financial management behavior. The results of research in the field support previous research conducted by Kholilah and Iramani (2013), which states that a locus of control mediates the influence of financial knowledge on financial management behavior, and also research conducted by Pradiningtyas and Lukiastuti (2019) which concluded that the locus of the control variable is capable of mediate the effect of financial knowledge on financial management behavior.

This study also shows that the path coefficient of the relationship between financial knowledge and financial management behavior is unidirectional, if the higher the financial knowledge, the higher one's financial management behavior. Conversely, the lower one's financial knowledge, the lower one's financial management behavior will be. Meanwhile, the indirect relationship test shows a relationship between financial knowledge and financial management behavior through the internal locus of control. In

this model, the internal locus of control acts as a mediating variable in the relationship between financial knowledge and financial management behavior. Increased financial knowledge impacts increasing internal locus of control, where an increase in an internal locus of control has an impact on increasing financial management behavior.

## CONCLUSION

Financial attitude has a positive and significant effect on Financial Management Behavior in Universitas Pelita Bangsa students for the 2019-2020 academic year. An increase in the right financial attitude will make someone wiser in acting and making financial decisions to improve financial management behavior.

Financial knowledge has a positive and significant effect on Financial Management Behavior in Pelita Bangsa University students for the 2019-2020 academic year. A high financial attitude can provide a better mindset in making financial decisions that can improve one's financial management behavior.

Internal Locus of Control has a positive and significant effect on Financial Management Behavior in Pelita Bangsa University students for the 2019-2020 academic year. The increase in an internal locus of control makes one's way of doing finances better to control finances and increase financial management behavior.

Financial Attitude and Financial Knowledge have a positive and significant effect on Financial Management Behavior through the internal Locus of Control for Pelita Bangsa University students for the 2019-2020 academic year. Internal locus of control can increase financial attitude and financial knowledge towards Pelita Bangsa University students' financial management behavior academic 2019 - 2020.

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