# The Influence of Financial Literacy and Financial Attitude on the Behavior of Financial Managers with Locus of Control as an Intervening Variable in Jember District Government Employees

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#### ABSTRACT

This research aims to test and analyze the influence of financial literacy and financial attitudes on the behavior of financial managers through the locus of control as an intervening variable in Jember Regency Government employees in Indonesia. The population in this research are employees in the Jember Regency Regional Government. The sampling method in this research was a questionnaire distributed to employees in the Jember Regency Regional Government. 5 hypotheses were tested on whether financial literacy and attitudes could influence financial managers through the locus of control. Smart PLS was used to test the hypothesis of this research. This research shows a direct influence between financial literacy and financial attitudes on the behavior of financial managers. Apart from that, financial literacy and attitudes indirectly influence financial managers' behavior through the locus of control.

**KEYWORDS:** financial literacy, financial attitude, locus of control, financial management behavior

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#### **INTRODUCTION**

Managing finances is essential for every person, and a person must carry out good financial management to balance income and expenses and meet life's needs. A person must carry out good financial management to balance income and expenses and meet life's needs, which is essential for life, so it's not uncommon for people to not care about the money they spend to fulfil their desires. (Akben-Selcuk, 2015).

Most ASN (State Civil Apparatus) in Indonesia, including Jember, have problems that may need help managing finances. For example, ASN salaries generally have certain limits and may not always be enough to meet all needs (Wiharno & Kuningan, 2015). Many ASNs may need more education and knowledge in financial management (Bank Indonesia, 2017). A lack of understanding about investing, financial planning, and debt management can lead to poor financial decisions. The inability to control spending and the tendency to make unnecessary or impulsive purchases can be problematic (Susdiani, 2017).

To measure the Indonesian people's financial literacy and inclusion index, the Financial Services Authority (OJK) is holding the National Survey of Financial Literacy and Inclusion (SNLIK) again in 2022. The results of the 2022 SNLIK show that the financial literacy index of the Indonesian people is 49.68 percent, an increase compared to 2019, which is only 38.03 percent. Meanwhile, this year's financial inclusion index reached 85.10 percent, an increase from the previous SNLIK period in 2019, 76.19 percent. This shows that the gap between literacy and inclusion levels is decreasing, from 38.16 percent in 2019 to 35.42 percent in 2022. (ojk.go.id, 2022)

Minister for Administrative Reform and Bureaucratic Reform (PANRB) Abdullah Azwar Anas said that the income received by ASN should be sufficient for primary needs. However, this condition becomes contradictory because ASNs often apply for credit. Anas further explained that ASN salaries felt less because they had a lot of credit. Moreover, today's ASN is very wasteful. (Merdeka.com, 2023).

According to Pradiningtyas & Lukiastuti (2019), there are currently still many individuals who need to be given financial education so that they can minimize risks related to financial problems. Education is essential due to several factors, including limited individual access to existing financial institutions to increase productivity towards prosperity and independence.

In the psychological aspect, Locus of control is one of the variables that influence financial behavior, the presentation of which was first put forward by Rotter (1966) in the book (Gustika et al., 2020), a social theory learning expert. Research by Brilianti & Lutfi (2020) revealed that ASN in Indonesia still needs a B. Interest: a combination of desire and will that can higher level of financial literacy, especially in financial management.

#### LITERATURE REVIEW

#### Theory of Planned Behavior (TPB)

Ajzen Theory Refers to the theory developed by Icek Ajzen, a famous social psychologist, to explain human behavior in the context of decision-making. One of the main concepts in this theory is the Theory of Planned Behavior (TPB). TPB suggests that a person's behavior can be predicted by specific factors, which include attitudes, subjective norms, and behavioral control.

#### **Financial literacy**

Financial literacy indicators developed by Standard & Poor's in 2014 aim to measure the level of financial literacy throughout the world. This indicator consists of four categories, namely:

- A. Basic financial concepts: includes an understanding of basic concepts such as inflation, interest, risk, and diversification.
- B. Financial management techniques: include cash budget management, management, debt reduction, and financial risk management.
- C. Financial planning: includes retirement planning, health insurance, life insurance, and estate planning.
- D. Investment: includes an introduction to the types of investments and associated risks, as well as an understanding of portfolio diversification and mutual funds.

#### **Financial Attitude**

The indicators used in this research use indicators previously in Zahroh's research (2014:31), namely:

- A. Orientation towards personal finance: how someone can manage a budget, make financial plans, and organize financial records.
- B. Money security: knowing how someone believes about their financial condition in the future.
- C. Debt philosophy: This indicator is used to determine the extent to which someone can understand the effectiveness of money.
- D. Assessing personal finances: This indicator measures a person's level of understanding about personal expenses.

#### Locus of Control

The indicators in this research use Putra's research indicators (2015:12), namely:

- A. Ability: the potential to master a skill or ownership of the craft.
- develop if motivated.

C. Effort: Positive thinking when trying to achieve International Josomething can create an optimistic attitude Scietowards what is being or will be attempted.

> D. Working hard: An attitude of never giving up on omedoing something, never complaining, or constantly trying despite many obstacles.

Success controlled by the environment: Environmental conditions can positively or negatively influence a person in achieving planned targets.

#### **Financial Manager Behavior**

According to Dwisantati (2018:5), indicators of a person's financial management behavior include four things, namely:

- A. Consumption: The behavior of a person's financial manager can be seen in how he carries out his consumption activities.
- B. Cash Flow Management: the leading indicator of financial health, a measure of a person's ability to pay all expenses.
- C. Savings and Investment: namely, allocating or investing current resources to get benefits in the future.
- D. Debt Management (Credit Management): A person's ability to use debt to avoid bankruptcy or improve welfare.

#### **Hypothesis Development**

The Influence of Financial Literacy on Locus of Control According to the TPB Theory of Planned

Behavior, financial literacy can influence Locus of Control (individuals' perception of the extent to which they have control over their lives). Although the TPB does not explicitly address the Locus of Control, this concept can be related to the perceived behavioral control factor in the TPB. Individuals with better financial literacy tend to have higher perceived behavioral control regarding their financial decisions. Capable financial literacy can provide individuals with the tools, skills, and understanding necessary to face financial situations confidently (Clark et al., 2017). In line with previous researchers (Dwiastanti, 2017; Khoirunnisa & Rochmawati, 2021; Pradiningtyas & Lukiastuti, 2019) concluded the same thing, namely that financial literacy has a significant influence on locus of control.

H1 : Financial literacy influences the internal locus of control.

# The Influence of Financial Attitudes on Locus of Control

From the Theory of Planned Behavior (TPB) view, financial attitudes can influence Locus of Control (individuals' perception of the extent to which they control their lives). Economic attitudes reflect an individual's assessment of the importance and desirability of certain financial behaviors, such as managing money wisely or saving. Individuals with positive financial attitudes tend to have a strong internal Locus of control in an economic context (Saepuloh & Sukaris, 2019).

H2 : Financial attitudes influence internal locus of control.

# The Influence of Financial Literacy on Financial Manager Behavior

In the context of TPB (Theory of Planned Behavior), positive financial literacy related to financial management can increase perceived behavioral control. Individuals with positive financial literacy may feel better able to control their finances and make smart financial decisions. They may be more confident that their actions can impact their financial outcomes and that they have control over achieving their financial goals. In line with the results of previous research (Brilianti & Lutfi, 2020; Puji Estuti et al., 2021; Subaida & Hakiki, 2021), it is stated that financial literacy has a significant effect on the behavior of financial managers. H3 : Financial literacy influences the behavior of financial managers

#### The Influence of Financial Attitudes on Financial Manager Behavior

The behavior of financial managers is influenced by several factors, including financial literacy and attitudes, while financial literacy itself is a determining factor in a person's economic perspective. This opinion is supported by research (Darmawan & Pratiwi, 2020; Handayani, 2013; Pradiningtyas & Lukiastuti, 2019b; Puji Estuti et al., 2021) stating that financial attitudes have a significant influence on management behavior/financial administrators.

H4 : Financial attitudes influence the behavior of financial managers.

# The Influence of Internal Locus of Control on Financial Manager Behavior

Locus of control refers to an individual's belief in how much they control their life. (Rasuma Putri & Rahyuda, 2017) Explains that individuals with an internal locus of control believe they have control over their destiny. In contrast, individuals with an external locus of control tend to think that their future is determined by factors outside their control, such as luck. Or circumstances. (Clark et al., 2017). So, it can be concluded that internal locus of control is closely related to individual decision-making behavior. One of them is decisions in financial management. "Financial management behavior is one of the important concepts of scientific discipline, a person's expertise which is closely related to budgeting, checking, planning, managing, searching, controlling

and storing activities" (Fadli, 2020: 139). This opinion is supported by previous research (Dwiastanti, 2017; Khoirunnisa & Rochmawati, 2021; Pradiningtyas & Lukiastuti, 2019b; Saepuloh & Sukaris, 2019) stating that locus of control influences the behavior of financial managers

H5 : Internal locus of control influences the behavior of financial managers.

#### **RESEARCH METHODS**

This research uses an explanatory research approach.

#### **Population and Sample**

The population in this study was 18,657 people who were employees in the Jember Regency Regional Government. To facilitate data processing and better test results. Based on the Slovin formula, the number of samples in this research is 100 employees who can be respondents.

This research uses a sampling technique, namely nonprobability sampling, with a purposive sampling technique. The consideration is that the employees who will be used as samples are employees with rank and class III a / Manager and have a salary of > IDR 3,000,000 with a service period of > 5 years.

#### **Results and Discussion**

Of the 100 respondents, 38.0% were male employees, and 62.0% were female employees. ASN with a high

school education level was 17 respondents, ASN with a Bachelor's degree was 63 respondents, and ASN with a Bachelor's degree was 20 respondents. Respondents with a working period of 5 - 10 years amounted to 33.0% or 33 people; work period between 11 - 15 years, 46.0% or 46 people; and work experience between 16 - 20 years amounted to 21.0% or 21 people.

Convergent Validity Test. This test is determined from the outer loading value and the Average Variance Extracted (AVE) value originating from each indicator. The instrument in this study was declared valid > 0.7. The device's concurrent validity test (AVE) in this study was declared valid > 0.5. The reliability test in this study used Cronbach's Alpha instrument> 0.7. The Classical Assumption Test (Multicollinearity) for the four research variables was proven not to violate the multicollinearity assumption because the VIF (variance inflation factor) value was  $\leq$  5.00. The Normality Test in this research is Normal. Test of the Coefficient of Determination (R2) The variables financial literacy (X1) and financial attitude (X2) influence the Locus of control (Y1) by 0.566 (56.6%). The variables financial literacy (X1) and financial perspective (X2) influence the behavior of financial managers (Y2) by 0.726 (72.6%). Goodness Of Fit (GOF) Test The SRMR value is 0.206, so the model is declared fit. These results refer to an SRMR value  $\leq$  0.09; the model is declared feasible. Chi-Square is expected to be minor, and the NFI value > 0.0 or close to 1.

#### Hypothesis testing

The research aims to determine whether there is an influence of the independent variable on the dependent variable by analyzing regression. Regression analysis measures the strength of the relationship between two or more variables and shows the direction of the relationship between the independent and dependent variables. The structural model test image in PLS is presented as follows:



Table.1 Direct Effect									
	Original Sample(O)	Sample Mean(M)	Standard Deviation(STDEV)	T Statistich (IO/STDEVI)	P Values				
X1. Financial literacy-> Z Locus of control	0,354	0,354	0,090	3,840	0,000				
X1.Financial literacy->Y Financial Manager Behavior	0,361	0,348	0,101	3,575	0,000				
X2.Financial Attitude->Z Locus of control	0,468	0,461	0,091	5,162	0,000				
X2.Financial Attitude->Y Financial Manager Behavior	0,382	0,382	0,098	3,897	0,000				
Z Locus of control-> Y Financial Manager Behavior	0,206	0,220	0,095	2,163	0,031				

 Table. 2 Indirect Effect Test

	Original Sample(O)	Sample Mean(M)	Standard Deviation(STDEV)	T Statistich (IO/STDEVI)	P Values
X1.Financial literacy->Z Locus of control->Y Financial Manager Behavior	0,071	0,078	0,041	1,736	0,083
X2.Financial Attitude->Z Locus of control->Y Financial Manager Behavior	0,096	0,102	0,049	1,945	0,052

The P value is greater than 0.05 (> 5%), so it has no significant effect. The effect is significant if the P value is less than 0.0 (< 5%).

## **Direct Effect:**

- 1. The results of the first hypothesis test referring to the original positive sample value (0.354) with a p-value of 0.000 (<0.05), it can be concluded that financial literacy (X1) has a significant positive effect on Locus of control (Z). Thus, Hypothesis 1 is accepted.
- The results of the second hypothesis test refer to the original sample value, which is positive (0.468) with a P value of 0.000 (<0.05), so it can be concluded that financial attitude (X2) has a significant positive effect on Locus of control (Z). Thus, Hypothesis 2 is accepted.
- 3. The results of the third hypothesis test by referring to the original sample value, namely negative (0.361) with a P value of 0.000 (<0.05), it can be concluded that financial literacy (X1) has a significant positive effect on financial management behavior (Y). Thus, Hypothesis 3 is accepted.
- 4. The results of the fourth hypothesis test by referring to the original sample value, namely negative (0.382) with a P value of 0.000 (<0.05), it can be concluded that financial attitudes (X2) have a significant effect on financial management behavior (Y). Thus, Hypothesis 4 is accepted.
- 5. The results of the fifth hypothesis test refer to the original sample value, which is positive (0.206) with a P value of 0.031 (<0.05), so it can be concluded that Locus of control (Z) has a significant effect on financial manager behavior (Y). Thus, Hypothesis 5 is accepted.

## **Indirect Effect :**

 The results of the sixth hypothesis test by referring to the original sample value, namely (0.071) with a P value of 0.083 (>0.05), it can be concluded that financial literacy (X1) affects financial management behavior (Y) through Locus of control (Z) positive effect but not significant. Thus, Hypothesis 6 is rejected. 2. The results of the seventh hypothesis test by referring to the original sample value, namely (0.096) with a P value of 0.052 (>0.05), it can be concluded that financial attitudes (X1) on financial management behavior (Y) through Locus of control (Z) positive effect but not significant. Thus, Hypothesis 7 is rejected.

# DISCUSSION

This research was conducted to determine the extent to which factors such as financial literacy and financial attitudes assess the locus of control, primarily to increase awareness regarding the behavior of economic managers of ASN Jember Regency Regional Government.

- 1. Based on the test, it can be concluded that if financial literacy increases, then the Locus of control will also increase, and vice versa. If financial literacy decreases, then the Locus of power will also reduce. In Jember Regency Regional Government ASN or other organizations or individuals, having sound financial literacy is very important. With a good understanding of finance, ASN can manage and utilize financial resources more effectively and efficiently. The results of this research support previous research (Dwiastanti, 2017; Khoirunnisa & Rochmawati, (2021; Pradiningtyas & Lukiastuti, 2019), which concluded that financial literacy has a significant influence on locus of control. This is in contrast to the research results of Prasetyo et al. (2023), who stated that literacy in finance does not significantly affect locus of control.
- 2. When financial attitudes increase, Locus of control will increase, and likewise, if financial perspectives are carried out to provide understanding and form understanding to ASN regarding allocating the funds they have. Individuals with positive economic attitudes tend to have a strong internal Locus of control in an economic context. If ASNs have a good understanding of fund allocation and can manage them wisely, then their Locus of power will likely

increase. This can help improve a positive financial attitude and, in turn, can positively impact ASN's Locus of control, thereby increasing the efficiency and effectiveness of financial management. The results of this research support and strengthen the findings of previous research by Khoirunnisa & Rochmawati (2021).

- 3. Based on the test, it can be concluded that increasing financial literacy can influence the behavior of financial managers of Jember Regency Regional Government ASN. This means that, with this cheerful and significant influence, increasing financial literacy can influence the behavior of economic managers of Jember Regency Regional Government ASN. Financial manager behavior here refers to ASN's ability to manage finances obtained from employee income, whether from salary or other payments. The results of this research support the results of previous studies conducted by Brilianti & Lutfi (2020), Puji Estuti et al. (2021), and Subaida & Hakiki (2021). However, the results differ from the research of Puji Estuti et al. (2021), which shows that financial literacy and personality variables do not affect financial management behavior variables. Internationa4. Financial attitudes have a significant positive
- 4. Based on the test, it can be concluded that increasing financial attitudes can influence an arch araccepted) increase in financial management behavior. The lop 5. Locus of control has a significant positive effect financial attitude shown by the Jember Regency Regional Government ASN can improve financial managers' behavior. This means that when the economic perspective of Jember District Government ASN improves, it is likely that the behavior of their financial managers will also improve. This can create personal financial stability and help ASN achieve its financial goals, such as saving for the future or managing debt well. Thus, enhancing economic attitudes can play an essential role in improving the overall behavior of financial managers. The results of this research support previous research conducted by (Darmawan & Pratiwi (2020), Handayani (2013), Pradiningtyas & Lukiastuti (2019b), Puji Estuti et al., 2021).
- 5. Based on the test, it can be seen that Locus of control influences the behavior of financial managers. This means that the test results show a positive influence between the Locus of management and financial manager behavior. This means that changes in the Locus of control significantly influence the behavior of ASN financial managers of the Jember Regency

Regional Government. Locus of control refers to an individual's belief in how much they control their life. This opinion is supported by previous research by Dwiastanti (2017), Khoirunnisa & Rochmawati (2021), Pradiningtyas & Lukiastuti (2019b), Saepuloh & Sukaris (2019) stated that locus of control influences the behavior of financial managers. However, the results differ from research conducted by Rizka Tiyana Putri (2019), who said that locus of control has no significant influence on financial management behavior.

### CONCLUSION

Based on the results of the analysis and discussion previously described, several conclusions can be drawn from the overall research results, namely as follows:

- 1. Financial literacy has a significant positive effect on Locus of control (H1 is accepted)
- 2. Financial attitude has a significant positive effect on Locus of control (H2 is accepted)
- 3. Financial literacy has a significant positive effect on financial management behavior (H3 is accepted)

in Sci effect on financial management behavior (H4 is

- on financial manager behavior (H5 is accepted)
- 6. Financial literacy has no significant effect on financial management behavior through Locus of control as an intervening variable (H6 is rejected)
- 7. Financial attitudes have no significant effect on financial management behavior. Locus of control as an intervening variable (H7 is rejected)

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