The Effect of Financial Literacy, Financial Attitudes and Income Levels on the Financial Behavior of the People in Saribaye Village, Lingsar District, West Lombok Regency

Imam Yuardi Aprilian[a]*, Baiq Anggun Hilendri Lestari[b], Nurabiah[c]
[a,b,c]University of Mataram, Indonesia
e-mail: imam.apr28@gmail.com

A B S T R A C T

The purpose of this study is to empirically test the influence of financial literacy, financial attitudes and income levels on the financial behavior of the people in Saribaye Village, Lingsar District, West Lombok Regency. This research used primary data obtained through the distribution of questionnaires to respondents. The sample in this study was the people of Saribaye Village with criteria of being over 17 years old, already working and having income, so the total sample was 345 respondents. The data analysis tool used is Partial Least Square (PLS) version 3.0. The results of this research are that financial literacy and financial attitudes have a significant positive effect on the financial behavior of the people of Saribaye Village. This means that, the better the level of financial literacy and financial attitude they have, the better the financial behavior will be. However, the level of income does not affect the financial behavior of the people of Saribaye Village. This means that regardless of income level, it cannot affect behavior in carrying out financial planning, management, control, storage of financial funds and decision making.

Keywords: Financial Literacy, Financial Attitudes, Income Levels, Financial Behavior

INTRODUCTION

Based on the results of the National Survey on Financial Literacy and Inclusion (2022), it shows that the financial literacy index in 2022 is 49.68%. Although still relatively low, the figure increased compared to the previous year. This shows that the Indonesian people do not yet understand well the characteristics of financial products and services, even though financial literacy is an important skill in the context of community empowerment, individual welfare, consumer protection, and increasing financial inclusion (OJK, 2019). From the survey results, West Nusa Tenggara Province (NTB) occupies the second highest position after Riau Province. The financial literacy index in NTB is 65.45%, higher than the national financial literacy index.

Although the financial literacy index of NTB Province is good, there are some villages that have not had a good enough financial literacy index. The government and OJK must make breakthroughs to improve the financial literacy of the community. One of them is the sobat sikapi program which focuses on mentoring and coaching the community regarding financial literacy and management organized by the OJK of NTB Province. The target of this program is the people of Saribaye Village which is also the object and location of this study.

Saribaye Village is a village with good potential, especially MSMEs, tourism and agriculture. However, judging from the financial management, the people of this village still need to be fostered to improve their financial literacy, so this location is very appropriate to be used as a research object related to the influence of financial literacy, financial attitudes and income levels on people's financial behavior.

Several studies reveal that financial literacy has a significant positive effect on financial behavior. Herawati (2015); Dwiastanti (2015); Mien and Thao (2015); Zahriyan (2016); Susanti et al (2017); Lianto and Elizabeth (2017); Pulungan (2017); Prihastuty and Rahayuningsih (2018); Ameliawati and Setiyani (2018); Adiputra and Patricia (2019); Sholeh (2019); Putri and Tasman (2019); Novianti (2019); Devi (2020); Dayanti et al (2020); Azizah (2020); Budiono (2020); Zakiah et al (2021); Adiputra (2021) states that financial literacy is able to influence financial behavior significantly positively. However, contrary to the research of Al Kholilah and Iramani (2013); Herdjiono and Damanik (2016); Dwiastanti (2017); Kusnandar and Kurniawan (2018); Arianti (2018); Rizkiawati and Asandimitra (2018); Khairani and Alfarisi (2019); Gunawan and Chairani (2019) who stated that financial literacy has no effect on financial behavior.

Not only financial literacy, financial attitudes can also affect a person's financial behavior. Shohib (2015); Mien and Thao (2015); Herdjiono and Damanik (2016); Dwiastanti (2017); Adiputra and Patricia (2019); Khairani and Alfarisi (2019); Dayanti et al (2020); Setyawan and Wulandari (2020); Budiono (2020); Zakiah et al (2021) stated that financial attitudes have a significant positive effect on financial behavior. But contrary to Zahriyan (2016); Lianto and Elizabeth (2017); Rizkiawati and Asandimitra (2018) who stated that financial attitudes have no effect on financial behavior.

Not only financial literacy and financial attitudes, income levels can also affect financial behavior. Iskandar (2017); Lianto and Elizabeth (2017); Arianti (2018); Putri and Tasman (2019); Novianti (2019); Devi (2020); Swastawan and Dewi (2020) stated that income has a significant positive effect on financial behavior. However, it is refuted by Al Kholilah and Iramani (2013); Herdjiono and Damanik (2016); Purwidianti and Mudjiyanti (2016); Adiputra and Patricia (2019) who stated that income has no effect on financial behavior.

This study aims to empirically examine the influence of financial literacy, financial attitudes and income levels on people's financial behavior. These three variables are believed to affect the good or bad of a person's financial behavior.

Attributed to this research, the Theory of Planned Behaviour (TPB) is very relevant to use because each person has different traits and characteristics. In this case, financial literacy, financial attitudes and income levels are believed to influence a person's behavior in making decisions for the management of financial resources, so as to achieve good financial behavior and the realization of a prosperous society.

The Effect of Financial Literacy on Financial Behavior

Theory Planned Behavior (TPB) explains that the emergence of intention or intention to behave is determined by three factors, one of which is behavioral belief that will produce an attitude towards positive or negative behavior. The influence of financial literacy on financial behavior is supported of research by Dwiastanti (2015); Mien and Thao (2015); Zahriyan (2016); Susanti et al (2017); Prihastuty and Rahayuningsih (2018); Adiputra and Patricia (2019); Dayanti et al (2020); Devi (2020); Zakiah et al (2021) who stated that financial literacy has a significant positive effect on financial behavior. This study formulates hypothesis H1:

H₁: Financial literacy positively affects financial behavior

The Effect of Financial Attitudes on Financial Behavior

The Theory of Planned Behaviour (TPB) explains that an attitude towards behavior will give rise to an intention to carry out behavior. The belief factor is the driving force for a person to behave. The influence of financial attitudes on financial behavior is supported of research by Shohib (2015); Mien and Thao (2015); Herdjiono and Damanik (2016); Dwiastanti (2017); Adiputra and Patricia (2019); Khairani and Alfarisi (2019); Dayanti et al (2020); Setyawan and Wulandari (2020); Budiono (2020); Zakiah et al (2021) who stated that financial attitudes have a significant positive effect on financial behavior. This study formulates hypothesis H2:

H₂: Financial attitude positively affects financial behavior

Effect of Income Level on Financial Behavior

The Theory of Planned Behaviour (TPB) explains that a person cannot fully control the behavior under his control. A person's control of his behavior is due to internal factors and external factors. Internal factors in the form of psychological problems caused by limited or insufficient financial resources that arise due to the large or small level of income. The influence of income

levels on financial behavior is supported of research by Iskandar (2017); Arianti (2018); Putri and Tasman (2019); Novianti (2019); Devi (2020); Swastawan and Dewi (2020) who stated that income has a significant positive effect on financial behavior. This study formulates hypothesis H3:

H3: Income level positively affects financial behavior

RESEARCH METHOD

This research use quantitative data. This research was conducted in Saribaye Village, Lingsar District, West Lombok Regency and the time of the study was in 2022. The sample in this study was the people of Saribaye Village, Lingsar District, West Lombok Regency, with the criteria of being over 17 years old, already working and having an income, so that the total sample is 345 respondents. The type of data used is primary data obtained directly from respondents through questionnaires.

Table 1. Research Instrument

No.	Variable	Indicator		Scale	Referral
1.	Financial Literacy (X1)	a.	Knowledge of financial concepts (X1.1)		(Remund, 2010)
		b.	Ability to communicate financial concepts (X1.2)		
		c.	Proficiency in managing personal finances (X1.3)		
		d.	Skills in making the right financial decisions (X1.4)	Likert	
		e.	Confidence in planning future financial needs effectively (X1.5)		
2.	Financial Attitude (X2)	a.	Obsession (X2.1)		(Herdjiono and Damanik, 2016)
		b.	Power (X2.2)		
		c.	Effort (X2.3)	Likert	
		d.	Inadequacy (X2.4)		
		e.	Retention (X2.5)		
		f.	Security (X2.6)		

No.	Variable	Indicator	Scale	Referral
3.	Income Level (X3)	The following income levels are used: a. Very low goal: less than Rp. 1,500,000 per month b. Low goal: Rp. 1,500,000.00 to Rp. 2,400,000 per month c. Medium goals: over Rp. 2,400,000.00 to Rp. 3,500,000 per month d. High goals: over Rp. 3,500,000 to Rp. 5,000,000 per month e. Very high goals: more than Rp. 5,000,000 per month (X3.1)	Nominal scale included	(Herdjiono and Damanik, 2016), West Lombok UMK 2022
4.	Financial Behavior (Y)	a. Able to spend money as necessary (Y1.1) b. Paying monthly obligations on time (Y1.2) c. Financial planning for future needs (Y1.3) d. Saving (Y1.4) e. Able to set aside money for personal needs (Y1.5) f. Provide a budget (Y1.6)	Likert	(Perry and Morris, 2005)

In this study, to test the hypothesis the analytical tool used is the Partial Least Square (PLS) technique using the SmartPLS 3.0 software. There are seven steps that must be followed in the PLS model, including: designing a structural model (inner model), designing a measurement model (outer model), reconstructing the path diagram, converting the path diagram to a system of equations, estimating the path coefficient and loading, evaluating the goodness of fit and perform hypothesis testing.

RESULTS AND DISCUSSION

Based on the questionnaires that were successfully distributed, the characteristics of the respondents can be seen in the following table:

Table 2. Characteristics of Respondents

Description	Total	Percentage
Hamlet:		
- Peresak Sandongan	60	17.39%
- Sandongan	77	22.32%
- East Sandongan	84	24.35%
- Repo Keri	63	18.26%
- Nirbaye	61	17.68%
Gender:		
- Men	185	53.62 %
- Women	160	46.38 %
Age:		
- >= 17 - 25	70	20.29%
- 26 - 40	182	52.75%
- 41 – 50	78	22.61%
- > 50	15	4.35%
Income Range:		
- < Rp. 1,500,000 per month	160	46.38%
- Rp. 1,500,000.00 to Rp. 2,400,000	109	31.59%
per month	39	11.3%
- Rp. 2,400,000.00 to Rp. 3,500,000	34	9.86%
per month	3	0.87%
- Rp. 3,500,000 to Rp. 5,000,000 per		
month		
- > Rp. 5,000,000 per month		

Source: Primary Data Processed 2022

Based on the respondent data in table 2 above, it can be seen that the respondents from Sandongan Timur Hamlet are larger than the other hamlets. This is because the population in Sandongan Timur Hamlet is the largest in Saribaye Village. In addition, information was also obtained that there was no significant difference between the number of male and female respondents. This shows that between men and women have equality in terms of getting a job and income. Meanwhile, for the ages of the respondents in the range of 17-25 years, 26-40 years and 40-50 years the percentages were not too far apart. This means that the distribution of questionnaires has been carried out evenly to respondents with that age range. In the table it can also be seen that most people's income levels are in the range of < Rp. 1,500,000/month (46.38%) and ranges from Rp. 1,500,000 up to

Rp. 2,400,000/month (31.59%). This shows that the income level of the people of Saribaye Village is still low.

Data Analysis

Validity Test

Convergent Validity

Convergent validity test in PLS with reflective indicators is assessed based on the loading factor (correlation between item scores/component scores with construct scores) of the indicators that measure the construct. The higher the value of factor loading, the more important the role of loading in interpreting the factor matrix. The rule of thumb that is usually used to measure convergent validity is outer loading > 0.7. However, according to Chin (1998), a loading factor of 0.5 - 0.6 is still considered sufficient (Ghozali, 2015).

Outer Model Equation Formula:

Model 1 LK $\longrightarrow$ PK

LK $= \lambda_1 LK.X1.1 + \lambda_2 LK.X1.2 + \lambda_3 LK.X1.3 + \lambda_4 LK.X1.4 + \varepsilon 3$

PK $= \lambda_1 PK.Y1.1 + \lambda_2 PK.Y1.2 + \lambda_3 PK.Y1.3 + \lambda_4 PK.Y1.4 + \lambda_5 PK.Y1.5 + \lambda_6 PK.Y1.6 + \varepsilon 1$

Model 2 SK $\longrightarrow$ PK

SK $= \lambda_1 SK.X2.1 + \lambda_2 SK.X2.2 + \lambda_3 SK.X2.3 + \lambda_4 SK.X2.4 + \lambda_5 SK.X2.5 + \lambda_5 SK.X2.6 + \varepsilon 1$

PK $= \lambda_1 PK.Y1.1 + \lambda_2 PK.Y1.2 + \lambda_3 PK.Y1.3 + \lambda_4 PK.Y1.4 + \lambda_5 PK.Y1.5 + \lambda_6 PK.Y1.6 + \varepsilon 1$
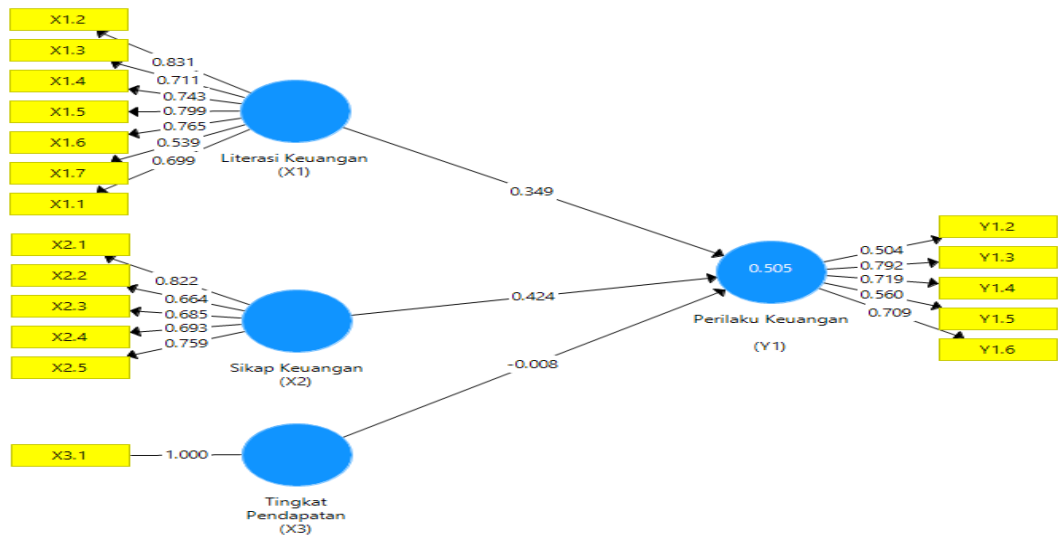
Model 3 TP $\longrightarrow$ PK

TP $= \lambda_1 TP.X3.1 + \varepsilon 2$

PK $= \lambda_1 PK.Y1.1 + \lambda_2 PK.Y1.2 + \lambda_3 PK.Y1.3 + \lambda_4 PK.Y1.4 + \lambda_5 PK.Y1.5 + \lambda_6 PK.Y1.6 + \varepsilon 2$

Inner Model Equation Formula:

PK $= \gamma_1.PK + \beta 1.LK + \beta 2.SK + \beta 2.TP + \delta 1$

Figure 1. Structural Model After Elimination
Source: Primary Data Processed 2022

Reliability Test

The reliability test can be seen from the value of Cronbach's alpha and composite reliability. To be said to be a reliable construct, the Cronbach's alpha must be > 0.6 and the composite reliability must be > 0.7.

Based on data obtained from respondents through questionnaires, data processing has been carried out through PLS in accordance with data processing procedures, so the results are obtained in table 3 below.

Table 3. Result For Inner Weight

Construct	Original Sample (O)	Sample Mean (M)	Standard Deviation (STDEV)	T Statistics (| O/STDEV |)	P Values	T Table	hypothesis	Statement of
Financial Literacy (X1) -> Financial Behavior (Y1)	0.349	0.351	0.059	5.896	0.000	1.64	H1	Accepted
Financial Attitude (X2) -> Financial Behavior (Y1)	0.424	0.427	0.054	7.811	0.000	1.64	H2	Accepted
Income Level (X3) -> Financial Behavior (Y1)	-0.008	-0.012	0.044	0.189	0.850	1.64	H3	Rejected

Source: Primary Data Processed 2022

RESULTS & DISCUSSION

The Effect of Financial Literacy on Financial Behavior

Based on table 3 above, the first hypothesis test shows that the relationship between financial literacy and financial behavior is significantly positive, because the t-statistics is > 1.64 which is equal to 5.896. So it can be seen that financial literacy has a significant positive effect on the financial behavior of the people of Saribaye Village, Lingsar District, West Lombok Regency. Thus, it can be said that hypothesis 1 (H1) which states that financial literacy has a positive effect on the financial behavior of the people of Saribaye Village is accepted. This study shows that, the higher a person's level of financial literacy, the better his financial behavior will be. This result is also due to the fact that the people of Saribaye Village have received education about financial literacy from the OJK, which was followed by a three months mentoring program from a "sobat sikapi". In addition, these results are also supported by respondents' answers from each financial literacy indicator explained as follows:

a. A total of 146 respondents, namely 42.2%, already had good knowledge of financial concepts and as many as 128 respondents, namely 37.1%, had fairly good knowledge of financial

concepts. These results indicate that the respondents' knowledge of financial concepts is good because most respondents are able to understand financial concepts so that they can prevent crime, fraud, and financial fraud either in the present or in the future.

b. A total of 115, namely 33.2%, already had the ability to communicate financial concepts well and as many as 135 respondents, namely 39.2%, stated that they had sufficient ability in that regard. This shows that the majority of respondents already understand and are able to communicate the basic concepts of finance well enough so that this can influence their behavior in managing their finances.

c. As many as 100 respondents, namely 29%, had good knowledge of financial budgeting and as many as 169 respondents, namely 49%, had sufficient knowledge of financial budgeting. This result can be said to be quite good because most of the respondents are quite good at understanding financial budgeting.

d. The skills in making the right financial decisions are good enough. This was supported by 139 respondents, namely 40.3% who stated that they were able to make good financial decisions and as many as 145 respondents, namely 42%, were also quite good at making financial decisions. This shows that most of the respondents are quite capable of making the right financial decisions. Of course, this result cannot be separated from the role and program of your friends, in which the people of Saribaye Village have received financial education from the OJK and three months of assistance from your participants.

e. Confidence in planning future financial needs effectively is good. This is supported by the assessment of respondents as many as 228 respondents, namely 66.1% stated that they were very confident about financial planning for the future and as many as 84, namely 24.3% stated that they were quite confident about financial planning for the future. This proves that your educational and mentoring programs have a good influence on people's financial mindset.

The results of the discussion indicate that the financial literacy variable is a variable that influences the financial behavior of the Saribaye Village community. This means that the five indicators contained in the financial literacy variable are able to optimally influence financial behavior.

Besides being supported by the results of the analysis of the respondents' answers regarding the five indicators contained in the financial literacy variable, this research can also be supported in terms of the characteristics of the respondents including:

a. Based on gender, it can be seen that there is no significant difference in the number of male and female respondents. This shows that the number of male respondents is quite balanced with women. This means that between men and women have equality in terms of getting a job and income. In addition, men and women also have the opportunity to receive education about financial literacy. Based on this, it can be cocluded that both men and women have the same opportunities in terms of improving financial literacy. However, according to Isroqya's research (2021), women tend to be more wasteful in spending their money than men. This means that men have a better ability to control and manage the money they have.

b.   Based on the age of the respondents, it can be seen that the percentage range for each age is not too far adrift. This means that the distribution of questionnaires has been carried out evenly to respondents with that age range. Where at that age it can be said to be mature and reliable in managing and managing their finances. At this age, most people are already married and are in an established category and have a future-oriented mindset due to age maturity and the level of experience and knowledge gained. This has an impact on behavior in decision making, especially in good and wise financial management.

Judging from the loading factor for the financial literacy variable, where the indicator that has the highest validity value is knowledge of financial planning of 0.831. In line with the loading factor of the financial behavior variable, where the highest indicator is financial planning for future needs of 0.792. If related to the respondents' answers to these indicators, the financial literacy variable indicator shows that 43.8% of respondents have good knowledge of financial planning and 39.1% of respondents have sufficient knowledge about it. Meanwhile, in the financial behavior variable indicator, 64.1% of respondents had good financial planning and 29.3% of respondents had fairly good financial planning. This indicates that if someone has good knowledge of financial planning, then he will also be good at planning finances for future needs. This shows that the Friends of Attitude program in providing education and assistance to the people of Saribaye Village greatly influences the community's ability to understand basic financial concepts, so that it can become a guide in making the right financial decisions.

The results of this study support the implications of the Planned of Behavior Theory, that every human behavior is the result of a reasoning from the information or lessons that have been obtained, from this process will produce beliefs about the consequences that will be obtained from an attitude/behavior. Where this theory is proven by data that as many as 66.1% of respondents tend to have very great confidence about financial planning in the future, so that this can be a motivation and basis for making financial decisions that will have an impact on financial planning in the future. This indicates a person's beliefs will be in line with their behavior, including in financial management.

The results of this study are also in line with research conducted by Herawati (2015); Dwiastanti (2015); Mien and Thao (2015); Zahriyan (2016);   Susanti et al (2017); Lianto and Elizabeth (2017); Pulungan (2017); Prihastuty and Rahayuningsih (2018); Ameliawati and Setiyani (2018); Adiputra and Patricia (2019); Sholeh (2019); Putri and Tasman (2019); Novianti (2019); Devi (2020); Dayanti et al (2020); Azizah (2020); Budiono (2020); Zakiah et al (2021); Adiputra (2021) states that financial literacy can positively and significantly influence financial behavior by involving knowledge and ability to handle financial problems.

The Effect of Financial Attitudes on Financial Behavior

Based on table 3 above, testing the second hypothesis shows that the relationship between financial attitudes and financial behavior is significantly positive, because the t-statistics is > 1.64 which is equal to 7.811. So it can be seen that financial attitudes have a significant positive effect on the financial behavior of the people of Saribaye Village, Lingsar District, West Lombok Regency.

Thus, it can be said that hypothesis 2 (H2) which states that financial attitudes have a positive effect on the financial behavior of the people of Saribaye Village is accepted. That is, if a person's view and opinion of money is good and is able to deal with money wisely, then his financial behavior will also be good. A person with a good financial attitude will show a good mindset about money, namely his perception of the future, be able to control his financial situation, adjust the use of money so that he is able to make ends meet, is able to balance expenses and income and set aside a portion of income to save or invest. This result is also due to the fact that the people of Saribaye Village have received education about the importance of dealing with finances from the OJK, which was followed by a three months mentoring program from a "sobat sikapi". In addition, these results are also supported by respondents' answers from each financial attitude indicator explained as follows:

a. The mindset about money and the perception of the future is good. This is supported by the assessment of respondents as many as 175 respondents, namely 50.7% have set financial targets for the future well and as many as 113 respondents, namely 32.8% have set financial targets quite well. This shows that most of the respondents already have and set good future financial targets. Of course, this result cannot be separated from the role and program of your friends, namely, where the people of Saribaye Village also received education about planning and future financial targets.

b. Responding to money as a tool to control and dominate other people and be able to solve problems or see money as an object that has strong power. This is supported by the assessment of 206 respondents, namely 59.7%, who have a fanatical view that money can influence a person's personality and decisions, and as many as 82 respondents, namely 23.8%, who are quite fanatical about seeing money as an object that has power in influencing the behavior of others . This shows that the majority of respondents view money as an object that has power great

c. Most of the respondents already feel it is appropriate to get money from what they do. This is supported by the answers of 242 respondents, namely 70.1% felt that they really deserved to get money from what they did and as many as 76 respondents, namely 22% felt that they deserved enough to get money from what they did. This is because 4.35% of respondents are over fifty years old and several other respondents work in their children's businesses, so they feel they are worthy enough to get paid for this work.

d. The sense of inadequacy of respondents to the money they have is low. This is supported by the answers of the respondents, as many as 190 respondents, namely 55.1%, felt very satisfied with the money they had and as many as 105 respondents, namely 30.4%, felt that they had enough money. This indicates that the level of life needs of each person is different so that some feel very satisfied, quite satisfied and even less/dissatisfied.

e. Most of the respondents also have good skills in planning and controlling expenses. This can be seen from as many as 137 respondents, namely 39.7% stated that they always plan and

control every expenditure made and as many as 121 respondents, namely 35.1% stated that they often plan and control every expenditure.

f.   The view of respondents is still old-fashioned about money, where most respondents feel safer if the money they have is kept by themselves compared to saving it in a bank or investing it. This is supported by as many as 146 (42.4%) feeling safer if the money they have is kept by themselves compared to being kept in other parties or invested and as many as 82 respondents namely 23.8% feel it is quite safe if the money is kept alone and as many as 117 respondents namely 33.9% feel less secure. Of course, this is because most of the respondents still do not understand the methods and guarantees of depositing money in a bank. Apart from that, the distance between Saribaye Village and the bank is quite far, so that people are more comfortable when their money is kept by themselves because it can be used at any time if there is an urgent need.

The results of the discussion indicate that the financial attitude variable is a variable that influences the financial behavior of the Saribaye Village community. This means that the six indicators contained in the financial attitude variable are able to optimally influence financial behavior.

Besides being supported by the results of the analysis of the respondents' answers regarding the six indicators contained in the financial attitude variable, this research can also be supported in terms of the characteristics of the respondents including:

a.   Based on gender, it can be seen that there is no significant difference in the number of male and female respondents. This shows that the number of male respondents is quite balanced with women. This means that between men and women have equality in terms of getting a job and income. Thus, both men and women have different views and attitudes towards money. However, according to Isroqya's research (2021), men are better able to control their financial situation, adjust the use of money so that they are able to make ends meet, are able to balance expenses and income and set aside a portion of their income for savings and investment.

b.   Based on the age of the respondents, it can be seen that the percentage range for each age is not too far adrift. This means that the distribution of questionnaires has been carried out evenly to respondents with that age range. Where at that age it can be said to be mature and has the confidence that he is able to control what happens in his life, has a positive ego and believes that it will lead to something they want no matter what. This affects a person's financial behavior.

Judging from the loading factor for the financial attitude variable, where the indicator that has the highest validity value is the respondent's mindset about money and their perceptions of the future in order to be able to manage their money properly at 0.822. In line with the loading factor of the financial behavior variable, where the highest indicator is financial planning for future needs of 0.792. If related to the respondents' answers to these indicators, the financial attitude variable indicator shows that 50.7% of respondents have set financial targets well and 32.8% of respondents are quite good at setting financial targets. Meanwhile, in the financial behavior variable indicator,

64.1% of respondents had good financial planning and 29.3% of respondents had fairly good financial planning. This indicates that there is a relationship between financial target-setting indicators on the financial attitude variable and future financial planning indicators on the financial behavior variable. It can be concluded that there is an influence between financial attitudes and financial behavior.

The results of this study also support the implications of the Planned of Behavior Theory, that a person's good or bad attitude or view of something will certainly influence a person's intention to behave. The way a person deals with their finances will have an impact on their behavior in managing finances. The Theory of Planned Behavior (TPB) explains that attitudes towards behavior will lead to an intention to carry out a behavior.factorbeliefis the basis of a person's driving behavior, where this factor influences attitudes (behavior belief), namely the belief that an action will be successful or not. Where this theory is proven by data that as much as 83.5% of respondents tend to view that money has the power to influence and manipulate other people and can solve problems. This shows that money is seen as having enormous power in influencing one's behavior.

The results of this study are also in line with research conducted by Shohib (2015); Mien and Thao (2015); Herdjiono and Damanik (2016); Dwiastanti (2017); Adiputra and Patricia (2019); Khairani and Alfarisi (2019); Dayanti et al (2020); Setyawan and Wulandari (2020); Budiono (2020); Zakiah et al (2021) which state that financial attitudes have a significant positive effect on a person's financial management behavior. The higher the financial attitude, the higher the behavior of financial management. Financial attitude is the way how states of mind and opinions are applied to attitudes in making financial decisions.

The Effect of Income Level on Financial Behavior

Based on table 3 above, testing the third hypothesis shows that income level has no effect on financial behavior, because the t-statistics is <1.64 which is equal to 0.189. So it can be seen that the level of income has no effect on the financial behavior of the people of Saribaye Village, Lingsar District, West Lombok Regency. Thus, it can be said that hypothesis 3 (H3) which states that the level of income has a positive effect on the financial behavior of the people of Saribaye Village is rejected. It can be said that the level of people's income has no effect on financial behavior. This means that regardless of the level of people's income, it cannot influence behavior in carrying out financial planning, management, control, storage of financial funds and decision making.

The results of the study were also reinforced by data from distributing questionnaires regarding financial behavior which showed that as many as 211 respondents, namely 61.2%, said they always paid their bills on time, such as electricity bills, pulses, water and others, as many as 95 respondents, namely 27, 5% stated that they were quite good at paying bills on time and as many as 39 respondents, namely 11.3%, did not pay their obligations on time. Meanwhile, if seen from the respondents' answers regarding the level of income, the average range is < Rp. 1,500,000 and Rp. 1,500,000 – Rp. 2,400,000 and is considered low, this shows that low income levels do not

prevent them from paying their bills on time. This shows that people's financial behavior varies, some are good, quite good and not so good. However, seen from the low level of income. This means that, whatever the level of people's income does not affect their financial behavior.

In addition, as many as 85 respondents or 24.6% stated that they routinely save, as many as 106 respondents namely 30.7% stated that it is quite routine to save and 154 (44.6%) others do not have savings. This shows that, although the number of respondents who have saved either regularly or quite routinely is greater than the number of respondents who do not have savings. These behaviors are independent of the assessment regarding the level of income, which is based on data from distributing questionnaires showing that as many as 160 respondents, namely 46.4%, have an income of less than Rp. 1,500,000 and as many as 109 respondents namely 31.6% have income in the range of Rp. 1,500,000 up to Rp. 2,400,000. This shows that people's financial behavior varies, some are good, quite good and not so good. However, seen from the low level of income. Based on the description above, it can be concluded that the level of people's income does not affect their financial behavior.

Besides being supported by the results of the analysis of the respondents' answers, this research can also be supported in terms of the characteristics of the respondents, namely where there is no significant difference in the number of male and female respondents. This means that both men and women in this case both have income. However, according to research conducted by Isroqya (2021) and regarding the influence of gender on financial management behavior, women tend to be more active in shopping than men. Women also have financial behavior that is more active (aggressive) in terms of the frequency of spending or shopping. This shows that no matter how much a woman's income does not guarantee that she will have good financial behavior.

The results of this study do not support the concept of Planned of Behavior Theory. In Theory of Planned Behavior (TPB), explains that an individual cannot fully control his behavior under the control of that individual. In the opposite condition where an individual can control his behavior under the control of that individual. An individual's control over his behavior is caused by several factors, namely internal factors as well as external factors. Internal factors can be in the form of psychological problems caused by limitations or lack of financial resources that arise due to large or small levels of income.

The results of this study are also in line with research conducted by Al Kholilah and Iramani (2013); Herdjiono and Damanik (2016); Purwidianti and Mudjiyanti (2016); Adiputra and Patricia (2019) which state that income does not affect a person's financial behavior. Becauseincome cannot be used as collateral to produce good financial behavior. Someone with a high level of income can also experience financial problems.

CONCLUSION

This study aims to determine the effect of financial literacy, financial attitudes and income levels on financial behavior. Testing was carried out using Partial Least Square (PLS) analysis. Based on the exposure described in the previous chapter, it can be concluded that:

1. Financial literacy has a significant positive effect on the financial behavior of the people of Saribaye Village, Lingsar District, West Lombok Regency. This shows that knowledge of financial concepts, ability to communicate financial concepts, skills in managing personal finances, skills in making the right financial decisions and confidence in planning future financial needs effectively influence one's financial behavior.value loading factor on the financial literacy variable, the highest knowledge of financial planning is 0.831. In line with the loading factor of the financial behavior variable, namely the highest indicator is financial planning for future needs of 0.792. This shows that the two indicators are interrelated and optimally influence the variables of financial literacy and financial behavior, so it can be concluded that someone with good knowledge of financial planning will influence good financial planning in the future. This indicates that the higher the level of financial literacy, the better the financial behavior.

2. Financial attitude has a significant positive effect on the financial behavior of the people of Saribaye Village, Lingsar District, West Lombok Regency. This shows that the financial attitude variable has a role in shaping good financial behavior for the people of Saribaye Village. Most of the people of Saribaye Village already have a good mindset about money, namely their perception of the future, being able to control their financial situation, adjusting the use of money so that they are able to fulfill their daily needs, being able to balance expenses and income and set aside some income for savings or investment. Based on the value of the loading factor indicator on the financial attitude variable, the highest is the respondent's mindset about money and his perception of the future in order to be able to manage the money he has properly at 0.822. In line with the loading factor of the financial behavior variable, where the highest indicator is financial planning for future needs of 0.792. This indicates that there is a relationship between financial target setting indicators on the financial attitude variable and future financial planning indicators on the financial behavior variable. It can be concluded that the better a person's attitude towards money, the better his financial behavior.

3. The level of income has no effect on the financial behavior of the people of Saribaye Village, Lingsar District, West Lombok Regency. This shows that people with high or low income levels cannot influence the good or bad behavior in managing finances. This means that regardless of the level of people's income, it cannot influence behavior in carrying out financial planning, management, control, storage of financial funds and decision making.

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