The Influence Of Financial Knowledge, Financial Experience, And Income On Management Behavior Family Finance

Ratna Nurani[1], Umi Rachmah Damayanti[*2], Ade Ria Nirmala[3] (iD)

[1,2,3] Management Department, Faculty of Economics and Social Sciences, Universitas Islam Negeri Sultan Syarif Kasim Riau, Pekanbaru, Indonesia

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ABSTRACT

This research aims to determine the influence of Financial Knowledge, Financial Experience, and Income on Financial Management. The data collection method in this research uses primary data from filling out questionnaires for 99 respondents in the Tobek Godang Village Community, Binawidya District, Pekanbaru City. As well as secondary data obtained from literature books and journals related to this research. The data analysis methods used were data quality testing, classical assumption testing, multiple regression analysis, and hypothesis testing. This research shows that Financial Knowledge and Financial Experience have a positive and significant effect. Income does not have a partial positive and significant effect on Community Financial Management. Simultaneously Financial Knowledge, Financial Experience, and Income have a significant influence on Community Financial Management. The adjusted R Square value of 0.660 or 66% means that Financial Knowledge, Financial Experience, and Income have a positive and significant effect on Financial Management while the rest is influenced by other variables not included in this research.

[*]Corresponding author.
 E-mail: umi.rachmah.damayanti@uin-suska.ac.id

INTRODUCTION

Managing finances is a reality that every human being must face in everyday life, a person must manage finances well to balance income and expenses, be able to meet life's needs, and not get trapped in financial difficulties. Therefore, financial intelligence needs to be considered in today's modern life. Financial intelligence is the ability a person has to manage the financial resources they have, with financial well-being as the ultimate goal (Ahmad & Fauzi, 2020)

Financial management behavior has become a very important issue at the moment, which is related to the consumer behavior of society in Indonesia, including in the city of Pekanbaru. Indonesian people are still not saving optimally. People tend to think short term and are synonymous with impulsive spending practices so that often with sufficient income they still experience financial problems due to irresponsible financial behavior. Financial responsibility is the process of managing finances and other assets in a way that is considered productive. This is also related to the process of mastering the use of financial assets. Several elements go into effective money management, such as setting a budget and assessing the need for purchases and retirement debt within a reasonable time frame.

Good and correct financial decisions are needed to increase income, manage expenses, and pay taxes so that family financial management is good (Silvy & Yulianti, 2013). The financial management behavior carried out by each individual is certainly different. Individuals who know how they get their money, plan their finances, manage their finances, and save their money are individuals who have good financial behavior. Knowledge about how important financial behavior is needs to be done from an early age, this is because the pattern of managing finances well guarantees success regarding a person's finances in the future (W Purwidianti & Mudjiyanti, 2016).

Financial difficulties are not only a function of income (low income), financial difficulties can also arise if errors occur in financial management (mismanagement). Financial knowledge is useful for someone so they don't make mistakes in making financial decisions. Making decisions certainly has a plan. This plan is something that everyone should understand. Therefore, financial knowledge needs to be improved.

Figure 1. Community Financial Management Behavior in Achieving Financial Goals
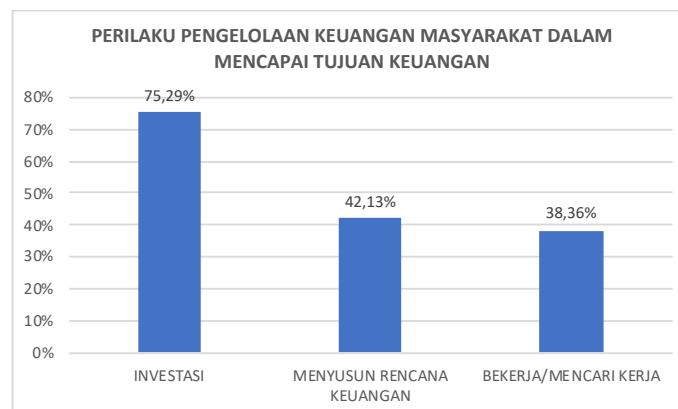
Source: OJK, 2017

Indonesian citizens' awareness of the importance of financial knowledge and experience is currently still low. To achieve financial goals, the primary efforts chosen by citizens tend to be short-term efforts that are in line with similar financial goals. The percentage of financial behavior of Indonesian citizens who determine investment in saving is 75.29%, preparing financial plans is 42.13%, and working/looking for work is 38.36%. Based on the third National Survey of Financial Literacy and Inclusion (SNLIK) conducted (OJK) in 2016 (OJK, 2017).

The Financial Services Authority (OJK) as the financial regulator in Indonesia researched to determine the level of financial literacy among the public. The national financial literacy survey conducted by the OJK in 2019 showed that only 38.03% of the total Indonesian population was classified as well literate (having knowledge and confidence about financial service institutions and financial service products, including features, benefits, and risks, rights and obligations related to financial products and services, as well as having skills in using financial products and services). Based on data published by the Financial Services Authority (OJK), the financial literacy index for Indonesian society based on employment in 2016 for the student group (cluster) was 23.4% composite, 23.2% conventional, and 5.3% sharia. Furthermore, based on age in 2016 for the 18-25 year cluster, it was taken because it adjusts to the age of 3 students in general, the financial literacy index for the composite was 32.1%, conventional 32.0%, and 8.1% sharia. Source from the Financial Services Authority website in its publication.

Then it is looked at based on the 2019 financial literacy index per province, especially Riau residents, namely 31.3%, and the 2016 Financial Literacy Index per Province in Riau, namely 43.19% who understand Financial Literacy. Here we can see that based on 2016-2019 there was an increase of 11.89%. Source from the Financial Services Authority website in its publication. On this basis, the author wants to better understand financial knowledge, financial experience, and income level on financial behavior, especially families in Tobek Godang Village.

Financial literacy in the community aims to provide general financial management knowledge and skills in the community that are in line with sustainable development goals until 2030. The target of the Financial Literacy Movement in the Community is to increase the number of public facilities related to financial literacy in the community, such as libraries and parks. community literature (TBM) which has a reference source for financial literacy and increasing economic growth rates and decreasing poverty rates and social inequality as proven by the results of the Financial Literacy Movement Strategy in the Community Involving government and non-government financial institutions in anti-financial crime campaign activities Collaborating with other parties educational activists, NGOs, and various communities in developing financial literacy.

Experience and acquisition, self-concept, and lifestyle are things that are considered in implementing personal financial management strategies. Then good financial planning is often supported by good financial knowledge. Financial knowledge or often referred to as Financial Literacy. The following are the factors that influence financial management behavior in personal financial management strategies, there are external factors and internal factors.

External factors consist of Culture, Demography, Social Status, Reference Groups, Family, Marketing Activities, and Macroeconomic Conditions in a Country. Then internal factors consist of individual perception, learning, and memory, which are related to

experiences or things that have been experienced, motives, personality, emotions, attitude, and income.

Financial knowledge is not only able to make someone use money wisely but can also provide benefits to the economy. So, consumers who have good financial knowledge will be able to use money according to what they need. This shows that the higher the level of financial knowledge, the better the implementation of family financial management compared to families who have a lower level of financial knowledge.

Financial knowledge is positively related to financial behavior (Grable & Joo, 2009). This is in line with research conducted by Andrew & Linawati, (2014) which states that there is a significant relationship between financial knowledge and financial behavior. Financial experience has a significant positive influence on family financial behavior (Wida Purwidianti & Mudjiyanti, 2016).

In research conducted by Reviandani, (2019), it is stated that income level influences financial behavior. Therefore, the relationship between income level and financial behavior can be interrelated. If income increases, then a person will be more responsible in managing their finances, but also if they are used well to meet needs, not to fulfill momentary desires.

Based on the background description above, the research problem formulation is as follows:

a. Does financial knowledge partially have a positive and significant effect on financial management behavior in families in Tobek Godang Village, Bina Widya District, Pekanbaru City?
b. Does financial experience partially have a positive and significant effect on financial management behavior in families in Tobek Godang Village, Bina Widya District, Pekanbaru City?
c. Does income partially have a positive and significant effect on financial management behavior in families in Tobek Godang Village, Bina Widya District, Pekanbaru City?

LITERATURE REVIEW AND HYPOTHESIS DEVELOPMENT

Financial Management Behavior

Financial management behavior is the result of the structure of various sciences. The first scientific structure is psychology which analyzes behavioral and thought processes, and how these psychological processes are influenced by the physical, and external environment of humans. The second scientific structure is finance, including the form of the financial system, distribution, and use of resources. Financial behavior is related to how a person treats, manages, and uses the financial resources available to him (Nababan & Sadalia, 2013). Individuals who have responsible financial behavior tend to be effective in using the money they have, such as making a budget, saving money, controlling spending, investing, and paying obligations on time.

According to Ida & Dwinta (2010), Financial management behavior is related to a person's financial responsibility regarding how to manage their finances. Financial responsibility is the process of managing money and other assets in a way that is considered productive. A person's financial management behavior can be seen from four things (Dew & Jian., 2011), namely: (1) Consumption, (2) Cash-flow management, (3) Savings and investment (saving and investment) and (4) debt management (credit management). Assessment indicators according to (Wida Purwidianti & Mudjiyanti,

2016; Reviandani, 2019) behavioral assessment indicators for financial management include: making financial plans, knowing purchasing experiences, paying bills on time, financial evaluations, setting aside money for unexpected costs, saving and investing
Financial Knowledge

Financial Knowledge According to Garman & Forgue (2010), financial knowledge is knowledge of facts, concepts, principles, and technology so that everyone can be smart about money. Someone who has financial knowledge can improve a person's ability to overcome daily financial problems and help in making financial decisions. Atkinson & Messy, (2012) stated that financial knowledge is a combination of awareness, knowledge, behavioral abilities, and habits needed to make the right financial decisions and ultimately achieve a satisfactory financial condition. Financial knowledge emphasizes the importance of applying knowledge and abilities in the financial field in making financial decisions. Herd, Holden, & Su, (2012) Financial Knowledge is a person's knowledge of his or her financial situation, not basic financial concepts, and treating it as a prerequisite for making financial decisions effectively.

Based on several definitions of financial knowledge, it can be concluded that financial knowledge is an individual's understanding of financial concepts and individual knowledge of personal financial facts that are needed as a basis for effective financial management and decision-making. Financial knowledge includes matters relating to banking and savings checks, life and home health insurance, using credit, taxes, and investments.

Financial knowledge is also one of the factors that influences a person's financial behavior. Financial knowledge is an inseparable thing in a person's life because financial knowledge is a useful tool for making financial decisions. Low financial knowledge will lead to making wrong financial plans. Low financial knowledge will also lead someone to financial problems in the future, therefore financial knowledge is a basic need for someone to manage their finances (Sriwidodo & Pritazahara, 2015). According to Lusardi & Mitchell, (2007), financial knowledge includes four financial concepts, namely: General knowledge of finance, Knowledge of money management, Knowledge of savings and investment Savings, and Knowledge of risk. The financial knowledge variable indicators in this research refer to the theory put forward by (Lusardi & Mitchell, 2007) including Basic knowledge of personal finance, savings and loans, insurance, and investment.

Financial Experience

Regarding experience, it is certainly familiar to the ear. Experience is the best teacher for someone to learn better in the future, including finances. Financial experience is very influential for someone to become better at managing their finances. Financial experience relates to the experience of how individuals manage their finances. Individual financial experience is a lesson in managing finances and financial planning so that when making financial decisions every day you can be more focused and wiser. Financial experience is not just about having money but being able to use the money. Lack of good use of money results in someone lacking experience in managing finances and planning finances. So someone must be more careful and pay attention to risks and returns which will influence the decisions they will make for their family (Silvy & Yulianti, 2013).

A person's financial experience can be a basis for someone's learning in financial management and in making future policies (Sriwidodo & Pritazahara, 2015). Financial knowledge is most likely related to financial experience. Individuals who have more

financial experience will demonstrate greater financial knowledge. To find out a person's financial experience, several assessment indicators are needed. Indicators for measuring a person's financial experience include saving. Explanations regarding this matter include the following: Investment experience, financial planning, educational history, and savings activities (Reviandani, 2019; Silvy & Yulianti, 2013; Sriwidodo & Pritazahara, 2015).

Income

According to Ida & Dwinta, (2010), income is the gross income received by a person from companies, businesses, wages, and various investments. By earning a high income, a person will show more responsible financial behavior, with the availability of funds making a person behave responsibly. Income indicators according to Bramastuti, (2009) include: Income received per month, employment, school fee budget, and family burden received.

Research Model

Based on the description above, to make it easier to conduct research, a schematic framework for a research model was prepared regarding the Influence of Financial Knowledge, Financial Experience, and Income Level on Financial Behavior" (Case Study of Families in Tobek Godang Village). In this research, the independent variables are financial knowledge (X1), financial experience (X2), and income level (X3) while the dependent variable is financial behavior (Y).

Figure 2. Research Model
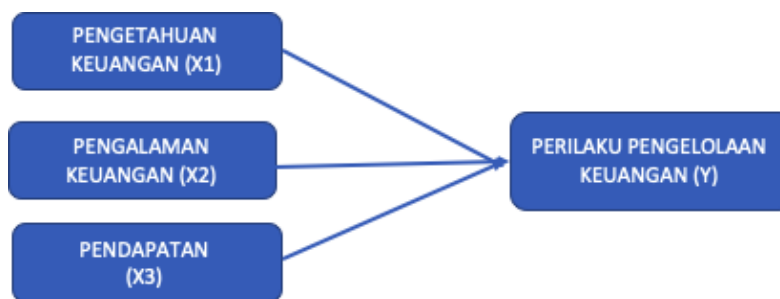
Research Hypothesis

H1: It is suspected that financial knowledge has a significant positive effect on family financial behavior.

H2: It is suspected that financial experience has a significant positive effect on family financial behavior.

H3: It is suspected that income has a significant positive effect on family financial behavior

METHODOLOGY

The research method section describes the steps followed in the execution of the study and also provides a brief justification for the research methods used (Perry et al.,

2003:661). It should contain enough detail to enable the reader to evaluate the appropriateness of your methods and the reliability and validity of your findings. Furthermore, the information should enable experienced researchers to replicate your study (American Psychological Association, 2001:17).

The methodology section typically has the following sub-sections:
- Sampling (description of the target population, research context, and units of analysis; sampling; and respondent profile)
- Data collection
- Measures (Alternatively: Measurement)

RESULTS AND DISCUSSION

This research was conducted in the Tobek Godang sub-district, taking research samples from the families of Tobek Godang residents. This research consists of independent variables (free variables) and dependent variables (dependent variables). The independent variables in this research are Financial Knowledge (X1), Financial Experience (X2) and Income Level (X3). Meanwhile, the dependent variable in this research is financial management behavior (Y)..

Research Result

The object of this research is the entire community of Tobek Godang Village, Bina Widya District, Pekanbaru City. Based on data from the Tobek Godang Village office, Bina Widya District, Pekanbaru City (processed), the number of Family Cards for the Tobek Godang Village Community, Bina Widya District, Pekanbaru City is 5,102 people. Determining the sample for this research used Nonprobability Sampling using a Purposive Sampling approach. The considerations used include the Tobek Godang Community, a community that is classified as having a personal income and being the head of the family.

Based on the recapitulation of respondents' responses regarding Financial Behavior, shows that they have good financial management, on average they have cash flow records for both income and expenditure, have an expenditure plan, and prioritize expenditure based on needs. Have savings in the future for unexpected things, think about the risks in every financial action, and avoid borrowing and having debt. while the recapitulation of respondents' responses regarding Financial Knowledge shows that respondents have good Financial Knowledge. On average, respondents already know and have a basic understanding of the financial system so that they can control income and expenditure, know the importance of having financial records for both income and expenditure, know budgeting and planning as well as saving and investing in the future.

A recapitulation of respondents' responses regarding Financial Experience shows that respondents in this study on average already have good financial experience and can make more focused and wiser financial decisions based on their experience. Experience in managing finances can also be a consideration in decision-making and investment planning in the future. Someone with more financial experience will make that person have better financial behavior.

Table 1. Characteristics of Respondents

No	Pendapatan	Jumlah	Persentase	Skala
1	≤ Rp. 1.500.000	10	10,1%	1
2	Rp. 1.500.000 s/d/2.500.000	24	24,2%	2
3	> Rp. 2.500.000 s/d Rp. 3.500.000	35	35,3%	3
4	> Rp. 3.500.000	30	30,3%	4
	Jumlah	99	100%	

Source: processed data

From the results of coding with dummy variables using SPSS. The Dummy formula is C-1 with a value of 4-1 = 3 Dummy. Category 3 income was not included in processing the data because the sample size was too large, so it was used as a benchmark.

Analysis Results

In this research there is a problem, namely that an excluded variable or a benchmark occurs when processing data using SPSS, this problem is because the value obtained from Income 3, in this case, Income 3 is too different from the others, and the number of samples is too large in this sector, namely As many as 35 samples chose > Rp. 2,500,000 to Rp. 3,500,000, so SPSS excluded this variable, and did not process the data, as in the following table:

Table 2. Excluded Variables

					Collinearity Statistic		
Model	Beta ln	t	Sig	Partial Correlation	Tolerance	VIF	Minimum Tolerance
Pendapatn3	.[b]	-	.	.	.000	.	.000

a. Dependent Variable: Perilaku Keuangan
b. Predictors: (Constant), Pendapatan4, Pendapatan1, Pengalaman Keuangan, Pendapatan2, Pengetahuan Keuangan

In this research, multiple linear regression analysis was used because it has more than one dependent variable. In this research, Multiple Regression Analysis was used to determine the influence of financial knowledge (X1), financial experience (X2), and income (X3) on financial management behavior (Y). Based on the research results, the equation in the multiple linear regression analysis in this study is as follows:

Table 3. Multiple Regression Analysis Test Results

Coefficients[a]

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Erro	Beta		
Constant	16.371	2.299		7.121	.000
Pengetahuan Keuangan	.343	.047	.558	7.370	.000
Pengalaman Keuangan	.130	.043	.200	3.000	.003
Pendapatan 1	-.585	.848	-.049	-.690	.492
Pendapatan 2	-1.130	.614	-.134	-1.841	.069
Pendapatan 4	1,676	.590	.213	2.841	.006

Based on Table 3, a multiple regression model can be formulated as follows:

$$Y = a + b_1X_1 + b_2X_2 + b_3X_3D1 + b_3X_3D2 + b_3X_3D4 + \epsilon$$
$$Y = 16{,}371 + 0{,}343X_1 + 0{,}130X_2 - 0{,}585X_3D1 - 1{,}130X_3D2 + 1{,}676X_3D4 + e$$

Based on the regression equation model, it can be explained as follows:

The Constant value (a) has a positive value of 16.371. A positive value for the constant indicates that there is a unidirectional influence between the independent variables, namely the variables Financial Knowledge, Financial Experience, and Income on the dependent variable Financial Management. This shows that if all independent variables have a value of zero (0) or have not changed, then the Financial Management value is 16.371.

The Regression Coefficient X1 value is positive at 0.343, indicating that the Financial Knowledge variable has a significant and positive influence on Financial Management Behavior. Therefore, if the Financial Knowledge variable increases by one unit, then Financial Management Behavior will increase by 0.343 provided that the coefficients of other variables are constant.

The Regression Coefficient X2 value is positive at 0.130, indicating that the Financial Experience variable has a significant and positive influence on Financial Management Behavior. Therefore, if the Financial Experience variable increases by one unit, then Financial Management Behavior will increase by 0.130 provided that the coefficients of other variables are constant.

The value of the Regression Coefficient has a positive and significant influence on Financial Management Behavior.

Hypothesis testing

Three types of hypothesis testing are carried out, namely Partial Test (t-test), Simultaneous/Fisher Test (F Test), and Coefficient of Determination Test (R2). The following is the explanation of research (Siti Fatimah, 2019).

Partial Significant Test (t-Test)

The following test table to determine the t test in this research is as follows:

Table 4. Uji Hipotesis Parsial (t)

| Model | Coefficients[a] | | | | |
| | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
	B	Std. Erro	Beta		
Constant	16.371	2.299		7.121	.000
Pengetahuan Keuangan	.343	.047	.558	7.370	.000
Pengalaman Keuangan	.130	.043	.200	3.000	.003
Pendapatan 1	-.585	.848	-.049	-.690	.492
Pendapatan 2	-1.130	.614	-.134	-1.841	.069
Pendapatan 4	1,676	.590	.213	2.841	.006

a. Dependent Variable: perilaku keuangan
Source: Processed Data

Based on Table 5, the results of the partial significance test (t), it can be concluded that the results of the calculations in the table above can show the influence of Financial Knowledge (X1) on Financial Management Behavior (Y) with a calculated t value of 7.370 > t table 1.984 with a significant value of 0.000 < 0, 05. So it can be concluded that H1 is

accepted, that Financial Knowledge (X1) has a significant positive effect on Financial Management Behavior (Y).

Based on the calculation results in the table above, it can be seen the influence of Financial Experience (X2) on Financial Management (Y) with a t value of 3,000 > t table 1,984 with a significant value of 0.003 < 0.05. So it can be concluded that H2 is accepted, that Financial Experience (X2) has a significant positive effect on Financial Management Behavior (Y). The calculation results in the table above show the influence of Income (X3) on Financial Management (Y) with a calculated t value of Income Dummy 1 of -0.690, Income Dummy 2 of -1.841 and Income Dummy 4 of 2.841 > t table 1.984 with a significant value of 0.492, 0.069, 0.006 of the three significance values, Income Dummy 4 has a value <0.05 so it can be interpreted that Income Dummy 1 and Income Dummy 2 are rejected and Income Dummy 4 is accepted. Income Dummy 1 and Income Dummy 2 do not have a positive and significant influence, while Dummy 4 has a positive and significant influence on Financial Management Behavior (Y).

Simultaneous Significant Test (F Test)
The following is a table of test results to determine the F test in this research as follows:

Table 5. Simultaneous Hypothesis Test (F)

ANOVA[a]					
Model	Sum of Squares	df	Mean Square	F	Sig
Regression	854.744	5	170.949	36.028	.000[b]
Residual	441.276	93	4.745		
Total	1296.020	98			

a. Dependent Variable: Perilaku Keuangan
b. Predictors: (Constant), Pendapatan4, Pendapatan1, Pengalaman Keuangan, Pendapatan2, Pengetahuan Keuangan
Source: Processed Data

Based on Table 5, it can be seen that the calculated F is 36.028 with a significant value of 0.000b. So it is known that the Fcount value is 36.028> Ftable is 2.70 with a significance of 0.000b < 0.05. So Hypothesis 4 is accepted, in the sense that Financial Knowledge (X1), Financial Experience (X2), and Income (X3) have a significant positive influence simultaneously on the Financial Management Behavior (Y) of the Community of Tobek Godang Village, Bina Widya District, Pekanbaru City.

Coefficient of Determination Test (R2)
The Coefficient of Determination (R2) functions to determine what percentage of influence the Financial Knowledge, Financial Experience and Income variables simultaneously have on the Financial Management variable.

Table 6. Coefficient of Determination Test Results (R2)

Model Summary[b]									
Model	R	R Square	Adjusted R Square	Std Error of the Estimate	Change Statistics					Durbin-Watsom
					R Square Change	F Change	Df1	Df2	Sig.F Change	
1	.0812[a]	.660	.641	2.178	.660	36.028	5	93	.000	2.134

a. Predictors: (Constant), pengalaman keuangan, pengetahuan keuangan
b. Dependent Variable: perilaku keuangan
Source: SPSS processed data (2022)

Based on Table 6, it can be seen that the R Square value is 0.660 or 66%, this shows that the influence of Financial Knowledge, Financial Experience, and Income in influencing Financial Management Behavior is 66%, while the rest is influenced by other variables that were not included and used by researchers in this research.

Discussion

The results of the research that has been carried out have obtained a multiple linear regression analysis equation with the interpretation of the regression model, if the financial knowledge, financial experience, and income variables are 0, then the level of financial management is 16.371. Every time an additional unit of the financial knowledge variable occurs, financial management will improve by 0.343. Every time an additional unit of the financial knowledge variable occurs, financial management will improve by 0.130. Every time an additional unit of income variable occurs, financial management will improve by Income Dummy 1 of -0.585, Income Dummy 2 of -1.130, and Income Dummy 4 of 1.676 from the sum of the Income variable Dummies.

Based on the results of the research that has been carried out, partial financial influence has a positive and significant effect on financial management with a t value of 7.370 > t table 1.984 with a significant value of 0.000 < 0.05. So it can be concluded that H1 is accepted. This means that the higher the financial knowledge that people have, the better their financial management will be. Financial knowledge plays a very important role in managing finances. Having good financial knowledge will help people manage their finances more regularly by thinking about how financial goals can be achieved and not getting caught up in times of financial difficulty. Based on the results of the research conducted, the families of Tobek Godang Village, Bina Widya District, Pekanbaru City have good financial knowledge. Families of Tobek Godang Village, Bina Widya District, Pekanbaru City have a basic understanding of the financial system which can control income and expenditure, good financial knowledge can influence the financial management of Tobek Godang Village Families, Bina Widya District, Pekanbaru City, which can be seen from each family having recording cash flow, both income and expenditure, having a spending plan and prioritizing spending based on needs and having savings in the future for unexpected things. Financial knowledge has an effect of 7.370 and will improve financial management. This is because if someone understands how important knowledge regarding financial knowledge is, they will be wiser in making decisions regarding their finances to achieve prosperity.

The results of the research that has been carried out show that financial experience has a positive and significant effect on financial management with a t-value of 3,000 > t-table 1.984 with a significant value of 0.003 < 0.05. So it can be concluded that H2 is accepted. This means that the better the financial experience a community has, the better their financial management will be. The better financial experience a person has, the better he will be at managing his finances. Having good financial experience will help people determine the cautious and responsible attitude they should take in managing their money. The families of Tobek Godang Village, Bina Widya District, Pekanbaru City have good financial experience and they can manage finances or plan investments for the future, this makes everyday financial decisions more focused and wiser. The financial experience of the Tobek Gadang community can influence them in managing their finances, especially in terms of considerations in decision-making and investment

planning and avoiding borrowing and having debt. Financial experience has an impact of 3,000 and will improve financial management. This is because the greater the respondent's financial experience, the more structured the financial planning will be by considering things that have happened in the respondent's previous experience.

The research results also show that partial income does not have a positive and significant influence on financial management with a calculated t-value of Income Dummy 1 of -0.690, Income Dummy 2 of -1.841 and Income Dummy 4 of 2.841 > t table 1.984 with a significant value of 0.492, 0.069, 0.006 of the three significance values, Income Dummy 4 has a value <0.05 so it can be interpreted that Income Dummy 1 and Income Dummy 2 are rejected and Income Dummy 4 is accepted. Income Dummy 1 and Income Dummy 2 do not have a positive and significant influence, while Income Dummy 4 has a positive and significant influence on Financial Management Behavior (Y). So it is concluded that for income >Rp. 3,500,000 with the highest income category, in general, they have better family management behavior. This means that the more people's income increases, the greater their understanding of how to manage their finances.

Based on the results of this research, the families of Tobek Godang Village, Bina Widya District, Pekanbaru City have incomes that are in the high category, where the income they receive monthly is regulated with appropriate and wise financial management to meet the family's needs. The income owned by the community can become strong capital to help overcome any risks that may occur in the process of managing and making financial decisions.

CONCLUSION

Based on the results of research conducted by researchers entitled "The Influence of Financial Knowledge, Financial Experience, and Income on Financial Management Behavior (Case Study in the Community of Tobek Godang Village, BinaWidya District, Pekanbaru City).

a. Partially, Financial Knowledge (X1) has a positive and significant effect on Financial Management Behavior (Y) in the Tobek Godang Village Community, Bina Widya District, Pekanbaru City. with a calculated t value of 7.370 > t table 1.984 with a significant value of 0.000 < 0.05.

b. Partially, Financial Experience (X2) has a positive and significant effect on Financial Management Behavior (Y) in the Tobek Godang Village Community, BinaWidya District, Pekanbaru City, with a calculated t value of 3,000 > t table 1.984 with a significant value of 0.003 < 0.05.

c. Partially, Income (X3) of Dummy Income 1 and Dummy Income 2 does not have a positive and significant influence. Also, from Dummy Income 4 there is a positive and significant influence on Financial Management Behavior (Y) in the community of Tobek Godang sub-district, BinaWidya District, Pekanbaru City, with a calculated t value the amount of Dummy Income 1 is -0.690, Dummy Income 2 is -1.841 and Dummy Income 4 is 2.841 > t table 1.984 with a significant value of 0.492, 0.069, 0.006. Of the three significance values, Dummy Income 4 has a value < 0.05 so it can be interpreted that Income Dummy 1 and Income Dummy 2 are rejected and Income Dummy 4 is accepted. Income Dummy 1 and Income Dummy 2 do not have a positive and significant influence, while Dummy 4 has a positive and significant influence on Financial Management Behavior (Y). So it can be concluded that with income <Rp. 1,500,000 and income of Rp. 1,500,000 to Rp. 2,500,000 there is no

influence on financial behavior. Meanwhile, income >Rp. 3,500,000 has a positive and significant influence on financial behavior. Also from income > Rp. 2,500,000 to Rp. 3,500,000 there is a problem of excluded variables in data processing because it is too different from the others and the number of samples is too large so SPSS excludes the dummy variable and cannot process the data.

d. Based on the Coefficient of Determination (R2) it is known that the R Square value is 0.660 or 66%, this shows that the influence of Financial Knowledge, Financial Experience, and Income in influencing Financial Management Behavior is 66%, while the rest is influenced by other variables which were not included and used by researchers in the research This..

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