A STUDY OF PERSONAL FINANCIAL PLANNING AMONG YOUNG ADULTS

MAZLIFAH MUBARAK ALI

UNIVERSITI UTARA MALAYSIA

2011

A STUDY OF PERSONAL FINANCIAL PLANNING AMONG YOUNG ADULTS

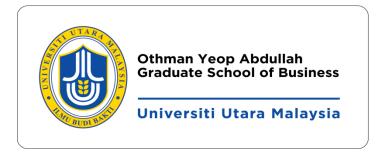
A project report submitted to the College of Business in partial fulfillment of Master in Science Management University Utara Malaysia

 $\mathbf{B}\mathbf{y}$

MAZLIFAH MUBARAK ALI 806549

College of Business
Universiti Utara Malaysia
06100 UUM Sintok
Kedah Darul Aman

December 2011



PERAKUAN KERJA KERTAS PROJEK

(Certification of Project Paper)

Saya, mengaku bertandatangan, memperakukan bahawa (I, the undersigned, certified that)

MAZLIFAH BINTI MUBARAK ALI (806549)

Calon untuk ljazah Sarjana (Candidate for the degree of) MASTER OF SCIENCE MANAGEMENT telah mengemukakan kertas projek yang bertajuk (has presented his/her project paper of the following title)

A STUDY OF PERSONAL FINANCIAL PLANNING AMONG YOUNG ADULTS

Seperti yang tercatat di muka surat tajuk dan kulit kertas projek (as it appears on the title page and front cover of the project paper)

Bahawa kertas projek tersebut boleh diterima dari segi bentuk serta kandungan dan meliputi bidang ilmu dengan memuaskan.

(that the project paper acceptable in the form and content and that a satisfactory knowledge of the field is covered by the project paper).

Nama Penyelia (Name of Supervisor)	:	PROF. MADYA DR BARUDIN MUHAMAD
Tandatangan (Signature)	:	
Tarikh	:	23 DECEMBER 2011

COLLEGE OF BUSINESS

UNIVERSITI UTARA MALAYSIA

PERMISSION TO USE

In presenting the thesis in fulfillment of the requirements for a post graduate degree from Universiti Utara Malaysia, I agree that the University Library may make it freely available for inspection. I further agree that permission for copying of this thesis in any manner, in whole or in part, for scholarly purposes may be granted by my supervisor (s) or, in their absence, by the Dean of the Othman Yeop Abdullah Graduate School of Business. It is understood that any copying or publication or use of this thesis or parts thereof of financial gain shall not be allowed without my written permission. It is also understood that due recognition shall be given to me and to Universiti Utara Malaysia for any scholarly use which be made of any material from my thesis.

Requests for permission to copy or to make other use of material in this thesis in whole or in part should be addressed to:-

Dean of the Othman Yeop Abdullah Graduate School of Business

UUM College of Business

06100 UUM Sintok

Kedah, Darul Aman.

ABSTRACT

The purpose of this study is to gauge the level of understanding on financial education and the importance of financial planning among young adults. For the purpose of this study five items under financial planning were being examined which are saving management, credit management, insurance planning, investment planning and retirement planning. Data were collected through questionnaires distributed among young adults. Results showed that the majority level of understanding on financial education is low. The highest knowledge level is only average. Further result showed that, majority of the young adults cannot differentiate the importance of financial planning under the 4 categories of financial planning except for retirement planning. This is proven via answers given in the retirement planning category. Last but not least, the results also showed that demographic profile such as gender, age, marital status, number of dependents, education level, working sector and monthly income is the secondary influence in determining the level of importance in financial planning.

ABSTRAK

Tujuan penyelidikan ini adalah untuk mengenalpasti tahap pemahaman serta kepentingan perancangan kewangan dikalangan dewasa muda. Bagi tujuan ini, lima perkara dibawah perancangan kewangan adalah dipertimbangkan iaitu, pengurusan simpanan, pengurusan hutang, perancangan insuran, perancangan pelaburan dan perancangan persaraan. Pengumpulan data dibuat melalui kajiselidik yang telah di edarkan kepada golongan dewasa muda. Keputusan penyelidikan menunjukkan kebanyakan golongan dewasa muda mempunyai tahap pendidikan kewangan yang rendah. Tahap tertingi yang diperolehi hanya pada tahap sederhana. Keputusan seterusnya menunjukkan golongan ini tidak dapat membezakan kepentingan didalam perancangan kewangan bagi 4 kategori didalam perancangan kewangan kecuali perancangan persaraan. Ini terbukti melalui jawapan yang diberikan untuk kategori perancangan persaraan. Seterusnya, keputusan juga menunjukkan bahawa profil demografi seperti jantina, usia, status perkahwinan, bilangan anak, tahap pendidikan, sektor pekerjaan dan pendapatan bulanan merupakan pengaruh sampingan didalam menentukan tahap kepentingan didalam perancangan kewangan.

ACKNOWLEDGEMENT

My special thanks and acknowledgement is credit to my beloved mother, the late Hajjah Fatimah Hashim, whom had tirelessly giving the encouragement for me and for my studies right from my early days. Her sacrifices and supports are nothing comparable, in love and affection, moral, monetary, emotional and all are non-repayable. May Allah only repay her with the blessing in this world and hereafter.

I am heartily thankful to my project paper supervisor Profesor Madya Dr. Baharudin, whose encouragement, guidance and support that enabled me to complete this research project.

Mountains of thanks also go to my family, for the greatest support and understanding throughout my study. For my husband, Pisol Md Isa, who gave me immeasurable amount of love, sacrifices, understanding and encouragement. For my children Muhd Iqbal, Hani Nabilah, Muhd Syaamil, Husna Najiyya and Husniyya Nuha, who gave me all the joy, support and understanding.

I also would like to take the opportunity to thanks to all my colleagues in Agensi Kaunseling & Pengurusan Kredit(AKPK) for the understanding and support throughout my studies. Last but not least, thanks to all respondents who had participated in this study and to all who had contributed and supported either directly or indirectly to this study, too many names not stated and mentioned here.

Table of Contents

Permission	ı to us	sei
Abstract		ii
Acknowle	dgem	ent iv
Table of C	onten	nts v
List of Tab	ole	vi
Chapter 1		
1.1		roduction
1.2		search Background
1.3		oblem Statement. 5
1.4		search Objective
1.5		search questions
1.6		mitation of Study
1.7	Or,	ganization of Thesis
Chapter 2	: Lite	erature Review
2.1		roduction9
2.2		story of Financial Management Among Malaysian
2.3	Fir	nancial Planning
2	2.3.1	Establish Financial Goals
		Gather Relevant Data
2	2.3.3	Analyze the Data 14
3		Developing the Plan
2	2.3.5	Implementing Financial Plan 17
	2.3.6	Monitor or Review the Plan.
2.4		
2.4		portance of Financial Planning. 18 rental Influence. 20
		1117
2.7		nancial Knowledge and Education in Developing Countries
2.7		e Economic Case For Financial Literacy
2.9		agoing Challenges for Financial Management
2.10		ECD, DFID and the World Bank: Working to Make Difference on 38
2.10		nancial Literacy.
	1.11	ianciai Literacy.
Chapter 3	: Res	earch Methodology
3.1		roduction
3.2	Re	view of Similar Studies 46
3.3		search Framework

3.4	Overview of Research Design	47
3.4	4.1 Research Approach	47
3.4	4.2 Research Philosophy	48
3.5	Research Strategy	49
3.5.1	Primary Data	49
3.5.2	Secondary Data	51
3.6	Data Analysis	52
3.7	Limitation of Research.	53
3.8	Conclusion.	53
Chantan 4	Data Analysis and Interpretation	
4.1	Data Analysis and Interpretation	55
	Introduction	55 55
	2.1 Demographic Profile of Respondents	55 55
• • •	-	
• • •	2.2 Respondents' Knowledge on Financial Education	58
	2.3 Respondents' Behaviour on Financial Planning	63
4.3	Analysis of Mean Using Independent t-Test	71
4.4	Analysis of Mean using ANOVA test	76
4.5	Conclusion.	88
Chapter 5:	Conclusion and Recommendation	
5.1	Introduction	90
5.2	Conclusion and recommendation.	90
	References Appendix 1: Questionnaires	94 99

List of Table

<u>Tal</u>	ole No.	<u>Titles</u>	Page No.
Table	4.1	Frequency and Percentage for Respondents' Demographic Profile	56
Table	4.2 (a)	Frequency and Percentage for Respondents' Knowledge on Financial	58
Table	4.2 (b)	Frequency and Percentage for Respondents' Knowledge on Financial - Education	59
Table	4.3 (a)	Frequency and Percentage for Respondents' Behaviour on Financial Planning – Saving Management	64
Table	4.3 (b)	Frequency and Percentage for Respondents' Behaviour on Financial Planning – Credit Management	64
Table	4.3 (c)	Frequency and Percentage for Respondents' Behaviour on Financial Planning – Insurance Planning	66
Table	4.3 (d)	Frequency and Percentage for Respondents' Behaviour on Financial Planning – Investment Planning	67
Table	4.3 (e)	Frequency and Percentage for Respondents' Behaviour on Financial Planning – Retirement Planning	69
Table	4.4 (a)	Frequency and Percentage for Respondents' Parents Education Background	70
Table	4.4 (b)	Frequency and Percentage for Respondents' Allowance Background	70
Table	4.4 (c)	Frequency and Percentage for Respondents' Money Management History	70
Table	4.5 (a)	Value of t test for Respondents' Behaviour on Financial Planning – Saving Management vs Gender	73
Table	4.5 (b)	Value of t test for Respondents' Behaviour on Financial Planning – Credit Management vs Gender	73
Table	4.5 (c)	Value of t test for Respondents' Behaviour on Financial Planning – Insurance Planning vs Gender	75

Table	4.5 (d)	Value of t test for Respondents' Behaviour on Financial Planning – Investment Planning vs Gender	75
Table	4.5 (e)	Value of t test for Respondents' Behaviour on Financial Planning – Retirement Planning vs Gender	76
Table	4.6	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Age	78
Table	4.7	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Marital Status	79
Table	4.8	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Number of Dependents	81
Table	4.9	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Education Level	82
Table	4.10	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Working Sector	84
Table	4.11	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Monthly Income	85
Table	4.12	Value of ANOVA test for Respondents' Behaviour on Financial Planning vs Working Experience	87

CHAPTER ONE

INTRODUCTION

1.1 Introduction

Financial plan is a series of steps which are carried out, or goals that are accomplished, which relate to an individual's or a business's financial affairs. This often includes a budget which organizes an individual's finances and sometimes includes a series of steps or specific goals for spending and saving future income. This plan allocates future income to various types of expenses, such as rent or utilities, and also reserves some income for short-term and long-term savings. A financial plan sometimes refers to an investment plan, which allocates savings to various assets or projects expected to produce future income, such as a new business or product line, shares in an existing business, or real estate.

Individuals are responsible for their own financial security after retirement. Today, workers' debt is increasing faster than inflation. With the declining employment opportunities, income instability and eroded purchasing power of Malaysian households, workers have to decide not only how much to save for retirement but also how to allocate their pension wealth. Saving is extensively regarded as a key factor for promoting long-run economic growth (Aghion, Braun & Fedderke., 2006). As stated by Prawitz *et al.* (2006), millions people struggle financially, and many of those near retirement lack the funds needed for a comfortable life. Nowadays economically life is tougher, workers face higher food prices, energy costs, and health care expenses. Deficient emergency savings increased anxiety among moderate and low-income households (Cho, 2009). The personal saving rate has declined over time, and consumers expressed concerned about the adequacy of their savings. The Pew Research Center (2007)

The contents of the thesis is for internal user only

REFERENCES

Aghion, P. M. Braun and J. Fedderke, (2006). *Competition and productivity growth in South Africa* Center for International Development at Harvard University.

Allen, M. W. Edwards, R., Hayhoe, C. R., & Leach, L. (2007). Imagined interaction, attitudes towards money and credit, and family coalitions. Journal of Family and Economic Issues, 28, 3-22.

Alhabeeb, M. J. (1999). Allowances and the economic socialization of children. Association for Financial Counseling and Planning Education, 10(2), 1-9.

Anthes, W.L. 2004. 'Financial illiteracy in America: a perfect storm, a perfect opportunity', Journal of Financial Service Professionals, 58(6): 49–56.

Applegarth, G.(1999). Wake Up and Smell the Money. USA: Penguin Books

ASIC (Australian Securities and Investments Commission) (2003). Financial literacy in schools: ASIC discussion paper.

Atkinson, A. and Kempson, E. (2004). Young people, money management, borrowing and saving. A report to the Banking Code Standards Board, Personal Finance Research Centre April 2004.

Azizi Ali, KP Bose Dasan.(2001) Milliomaires are from another planet! Malaysia: Wealth True Sdn Bhd

Bandura, A. (1986). Social foundations of thought and action: A social cognitive theory. Englewood Cliffs, NJ: Prentice-Hall.

Barlett, E. (1994). Self determination of input variable importance using neural networks, Neural, Parallel, SGI, computat. 2, 103-114. Azidin, W.A.K. (2002). Financial Literacy is Vital For Everyone. New Straits Times. (2002, June 8). 11

Bayer P, Bernheim B, Scholz J (2009). The effects of financial education in the workplace: Evidence from a survey of employers. Econ. Inquiry, 47(4): 605-624.

Benn J (2003). Consumer empowerment in consumer education. Experiences from educational and consumer studies of youngsters. Int. J. Consum. Stud., 27(3): 218-251.

Borden LM, Lee SA, Serido J, Collins D (2008). Changing College Students' Financial Knowledge, Attitudes, and Behavior through Seminar Participation. J. Fam. Econ. Issues, 29: 23-40.

Bowen, C. (1996). Informal money management education: Perceptions of teens and parents Consumer Interest Annual, 42, 233-234.

Braunstein S, Welch C (2002). Financial Literacy; An Overview of Practice, Research and Policy. Federal Res. Bull., 445-457.

Brennan, C. and Ritters, K. (2004), Consumer education in the UK: new developments in policy, strategy and implementation. International Journal of Consumer Studies, 28: 97–107.

Cheah, E., Wong, B.C., Sito, A. and Devadasan, R.(2000), Financial freedom. Malaysia:KL Mutual Fund Berhad.

Chen H, Volpe RP (1998). An Analysis of Personal Financial Literacy Among College Students. Financ. Serv. Rev., 7(2): 107-12.

Chiang L (2007). Statistics on college student Drop out Rates in US. Duck9. http://www.duck9.com/College-Student-Drop-Out-Rates.html

Cho, S.H., 2009. Role of Saving Goals in Savings Behavior: Regulatory Focus Approach,

Choi, James J., David Laibson, and Brigitte C. Madrian (2005), "Are Empowerment and Education Enough? Underdiversification in 401(k) Plans", Brookings Papers on

Economic Activity, 2, 151-198. Chua, C and Lim, G.(2000), "A demand audit of the insurance market in Singapore", Managerial Auditing Journal, Vol 15 No 7, 372-382

Clarke, M. D., Heaton, M. B., Israelsen, C. L., & Eggett, D. L. (2005). The acquisition of family financial roles and responsibilities. Family and Consumer Sciences Research Journal, 33, 321-340.

Danes, S. M. (1994). Parental perceptions of children's financial socialization. Financial Counseling and Planning, 5, 127-146.

Ellis, T. J., & Levy, Y. (2009). Towards a guide for novice researchers on research methodology: Review and proposed methods. Issues in Informing Science and Information Technology, 6, 323-337

Fox J, Bartholomae S, Lee J (2005). Building the Case for Financial Education. J. Consum. Aff., 39(1): 195-214.

Fry, Tim R.L., Mihajilo, S., Russell, R. and Brooks, R. (2006) Evaluation of the Australian MoneyMinded Financial Literacy Program.

Godfrey, N. (2008). The Case for Financial Literacy in Developing Countries Promoting Access to Finance by Empowering Consumers.

Gotschall, M. (2001) Fortune Special Section 2001.

Hartarska, Valentina, and Claudio Gonzalez-Vega. 2005. Credit Counseling and Mortgage Termination by Low-Income Households. Journal of Real Estate Finance and Economics, 30 (3): 227-243.

Hilgert MA, Hogarth JM (2003). Household Financial Management: The Connection between Knowledge and Behavior. Federal Reserve Bull., 309-322.

Hira TK (1997). Financial attitudes, beliefs and behaviors: Differences by age. J. Consum. Stud. Home Econ., 21: 271-290.

Holub, T. (2002). Credit card usage and debt among college and university students. ERIC Document Reproduction Service No. ED466106.

Hwang, T. and Gao, S. (2003), "The determinants of the demand for life insurance in an emerging economy-The case of China", Managerial Finance, Vol. 29 No. 5/6, 82-96.

J. J. Choi, D. Laibson, B. C. Madrian and A. Metrick. (2002). "Defined contribution pensions: Plan rules, participant choices, and the path of least resistance," Tax Policy and the Economy, vol. 16, 67-113.

John, D. R. (1999). Consumer socialization of children: a retrospective look at twenty-five years of research. The Journal of Consumer Research, 26, 183-213.

Joo S, Grable JE (2004). An Exploratory Framework of the Determinants of Financial Satisfaction. J. Fam. Econ. Issues, 25(1): 25-50.

Kempson E, Collard S, Moore N (2006), Measuring financial capability: An exploratory study for the Financial Services Authority. In European Credit Research Institute (Ed.), Consumer Financial Capability: Empowering European Consumers Brussels: The European Credit Research Institute (ECRI), 39-77.

Lachance, M. J., & Choquette-Bernier, N. (2004). College students' consumer competence: A qualitative exploration. International Journal of Consumer Studies, 28, 433-442.

Lai, M. M., & Tan, W. K. (2009). An empirical analysis of personal financial planning in an emerging economy. European Journal of Economics, Finance and Administrative Sciences, 16, 102-115.

Leskinen J, Raijas A (2006). Consumer financial capability – a life cycle approach. In European Credit Research Institute (Ed.), Consumer Financial Capability: Empowering European Consumers: Brussels: The European Credit Research Institute (ECRI), 8-23.

Lusardi A, Mitchelli O (2007). Financial literacy and retirement preparedness: Evidence and implications for financial education. Bus. Econ., 42(1): 35-44.

Lyons, A. C., & Hunt, J. L. (2003). The credit practices and financial education needs of community college students. Association for Financial Counseling and Planning Education, 14(1), 63-74.

M. Hurd and J. Zissimopoulos, Inadequate Retirement Savings: An Experimental Approach to Understanding Saving Behavior, 2000.

Makela CJ, Peter S (2004), Consumer education: creating consumer awareness among adolescents in Botswana. Int. J. Consum. Stud., 28(4): 315-432

Marriott, D.N., and Mellett, H.J. (1996). Health care managers' financial skills: measurement, analysis and implications, Accounting Education, an international journal, 5 (1).

Mason, C. L. J. & Wilson, R. M.S. (2000). Conceptualizing financial literacy. Business School Research Series Paper, 7, Loughborough University.

Masud J, Husniyah AR, Laily P, Britt S (2004). Financial Behavior and Problems Among University Students: Need for Financial Eduaction. J. Pers. Financ., 3(1): 82-96.

Moore, R. L., & Stephens, L. F. (1975). Some communication and determinants of adolescent consumer learning. Journal of Consumer Research, 2, 80-92.

Moschis, G. P. (1985). The role of family communication in consumer socialization of children and adolescents. Journal of Consumer Research, 11, 898-913.

Nellie Mae (2002), Undergraduate students and credit cards: An Analysis of Usage and Trends.

http://www.nelliemae.com/library/ccstudy_2001.pdf

Noctor, M., Stoney, S. and Stradling, R. (1992) "Financial Literacy", a report prepared for the National Westminster Bank, London.

Norvilitis JM, Merwin MM, Osberg TM, Roehling PV, Young P, Kamas MM (2006). Personality Factors, Money Attitudes, Financial Knowledge, and Credit-Card Debt in College Students. J. Appl. Soc. Psychol., 36(6): 1395-1413.

Norvilitis JM, Szablicki PB, Wilson SD (2003). Factors influencing levels of credit card debt in college students. J. Appl. Soc. Psychol., 33: 935-947.

Norvilitis JM, Santa Maria P (2002). Credit card debt on college campuses: Causes, consequences, and solutions. J. Coll. Student, 36: 356-363.

Peng TCM, Bartholomae S, Fox JJ, Cravener G (2007). The impact of personal finance education delivered in high school and college courses. J. Fam. Econ. Iss., 28: 265-284.

Porter NM, Garman ET (1993). Testing a Conceptual Model of Financial Well- Being. Financ. Counsel. Plan., 4: 135-164.

Prawitz, A.D., E.T. Garman, B. Sorhaindo, B. O'Neill, J. Kim and P. Drentea, 2006. InCharge financial distress/financial well-being scale: Development, administration, and score interpretation. Financial Counseling and Planning, 17(1): 34-50.

PRI (Policy Research Initiative). 2004. Financial Capability and Poverty Discussion Paper. Prepared by Social and Enterprise Development Innovations for the PRI Project "New Approaches for Addressing Poverty and Exclusion." Ottawa: PRI.

PRI (Policy Research Initiative). 2005. Why Financial Capability Matters, Synthesis Report Prepared by Social and Enterprise Development Innovations for the PRI Project "New Approaches for Addressing Poverty and Exclusion." Report on "Canadians and Their Money: A National Symposium on Financial Capability." Ottawa, June 9-10, 2005.

Roberts JA, Jones E (2001). Money attitudes, credit card use, and compulsive buying among American college students. J. Consum. Aff., 35: 213-240.

Sabri MF, MacDonald M, Masud J, Paim L, Hira TK, Othman MA (2008). Financial Behaviour and Problems among College Students in Malaysia: Research and Education Implication. Consum. Interests Ann., 54: 166-170.

Saunders, M., Lewis, P. and Thornhill, A. 2007. Research methods for business students. 4th ed. London: Prentice Hall.

Seaward HGW, Kemp S (2000). Optimism bias and student debt. New Zealand J. Psychol., 29(1): 17-19.

Ulu Lorna (2009), University Malaya.

V. G. Perry and M. D. Morris (2005), "Who Is in Control? The Role of Self-Perception, Knowledge, and Income in Explaining Consumer Financial Behavior," J. Consumer Aff., vol. 39, 299-313.

Warwick J, Mansfield P (2000), Credit card consumers: College students' knowledge and attitude. J. Consum. Mark., 17: 617-626.

Worthington, A.C. (2006). Debt as a source of financial stress in Australian households, International Journal of Consumer Studies, 30, 2-15.