

What are The Factors of Unhealthy Financial Behavior in The Muslim Community of Metro Lampung City?

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ABSTRACT

Financial behavior is one of the important things to be able to control personal finances, if healthy and good financial behavior can certainly manage cash flow well, the opposite can happen. Healthy and good financial behavior can certainly climb the level of prosperity. However, unhealthy and bad financial behavior will definitely reduce welfare status. Unhealthy financial behavior in this study is caused by people who are entangled in debts, have a consumptive nature, and have low self-awareness toward saving activities. The purpose of this study is to recommend to the Regional Government and the Central Government synergize with each other, building the mindset of the people on the outskirts of the metro city to rise together to climb the ladder of prosperity. The government is expected to be able to provide soft skill training for these people because most of the jobs for the people on the outskirts of Metro City are as laborers in the market. The results of this study, factors that lead to unhealthy financial behavior are caused by a low understanding of financial literacy because these people do not understand saving activities at the bank, do not understand insurance, and investment, have insufficient financial income, understand poor financial attitudes unfavorable and the influence of a strong external locus of control so that the outskirts of Metro City are entangled in debt and unhealthy financial behavior.

Keywords: *Financial Literacy, Financial Attitude, Income, Locus Of Control, Financial Behavior*

ABSTRAK

Perilaku keuangan merupakan salah satu hal yang penting untuk dapat mengendalikan keuangan pribadi, jika perilaku keuangan yang sehat dan baik tentu dapat mengatur arus kas dengan baik, hal sebaliknya dapat terjadi. Perilaku keuangan yang sehat dan baik tentunya dapat menaikkan tingkat kemakmuran. Namun, perilaku keuangan yang tidak sehat dan buruk pasti akan menurunkan status kesejahteraan. Perilaku keuangan yang tidak sehat dalam penelitian ini disebabkan oleh masyarakat yang terjatuh hutang, memiliki sifat konsumtif, dan memiliki kesadaran diri yang rendah terhadap kegiatan menabung. Tujuan kajian ini adalah untuk merekomendasikan kepada Pemerintah Daerah dan Pemerintah Pusat untuk saling bersinergi, membangun pola pikir masyarakat di pinggiran kota metro untuk bangkit bersama menaiki tangga kesejahteraan. Pemerintah diharapkan dapat memberikan pelatihan *soft skill* bagi masyarakat tersebut karena sebagian besar pekerjaan masyarakat di pinggiran Kota Metro adalah sebagai buruh di pasar. Hasil penelitian ini, faktor penyebab perilaku keuangan yang tidak sehat disebabkan oleh rendahnya pemahaman literasi keuangan karena masyarakat tersebut tidak memahami kegiatan menabung di bank, tidak memahami asuransi, dan investasi, memiliki pendapatan keuangan yang tidak mencukupi, memahami keuangan yang kurang baik. sikap yang kurang baik dan pengaruh *locus of control* eksternal yang kuat sehingga masyarakat pinggiran Kota Metro terjatuh hutang dan perilaku keuangan yang tidak sehat

Kata kunci: Literasi keuangan, sikap keuangan, pendapatan, *locus of control*, perilaku keuangan

INTRODUCTION

Every time changes, from time to time human needs continue to increase (Becker, 1996). There are several ways that can be done to meet daily needs, apart from working to earn income, humans must also manage the income they earn (Zunaidi & Maghfiroh, 2021). Manage and decide on personal finances for now and in the future. Financial management such as; regulating and deciding finances related to financial behavior (W.Fred Van Raaij, 2016). Healthy financial behavior will be able to foster individual welfare status, such as managing finances that are more directed and optimally needed to increase income (Farida et al., 2021). However, unhealthy financial behavior (consumptive) can produce difficulties and lead to poverty or reduce the level of welfare (Alexandro, 2019).

In real life, in financial behavior, making bad financial decisions can be demonstrated by someone liquidating or making assets owned as collateral at a financial institution/lender (Sarteschi, 2020). Unhealthy financial behavior like that can open the door to misery and can fall into a vicious circle, which is an addiction to debt and credit. Of course, unhealthy or bad financial behavior by individuals is the entry point for socio-economic phenomena that always occur in several countries, including Indonesia (Dewi & Ferdian, 2021). Previous research conducted (Purwidiyanti & Tubastuvi, 2019); (Nurlaili & Swastika, 2021) reveals that healthy financial behavior can create prosperity in an individual's life, but the opposite is true.

In the concept of Islamic finance, managing finances becomes an obligation if individuals cannot manage their finances (wasteful) let alone get into debt and enter into a vicious cycle of debt and credit (Al Rahahleh et al., 2019). Islam teaches its people to have a simple attitude in spending money and managing finances for needed needs and being able to manage finances for other activities such as; infaq, and sadaqah (Budiman, 2003). Because actually in the property that people have there are other people's rights. Muslims, whose fiqh and muamalah activities have been regulated in the Al-Quran and hadith must be able to implement them in everyday life (Mawardi, 2016). Individuals must manage finances to save money and create healthy financial behavior as Allah says in the Qor'an surah Al isra verse 29: *"And don't make your hands shackled around your neck and don't (also) stretch it out too much (very generous) later you will be reprehensible and regret"*

Researchers conducted research on the outskirts of Metro City, precisely in West Hadimulyo Village. This settlement is very interesting to study because it is included in a slum village under the 2019 NUSP government scheme where most households are currently in debt to financial institutions and/or lenders (Pemerintah, 2019). For the most part, they work as laborers in traditional markets, with earnings ranging from IDR 2000,000 (\$134) per month. This data was obtained during the initial pre-survey, and interviews with local civil servants. Since their income is not enough to cover living expenses, another source of livelihood comes from financial institutions and lenders. Some of these people are involved in bad credit records at banks and financial institutions, which causes creditors to seize the collateralized assets. This article is very important to understand and analyze what are the factors that cause unhealthy financial behavior in the community and is expected to be useful for forming an awareness of healthy financial behavior in society so that they can

climb towards prosperity because healthy financial behavior can create prosperity. This article is also useful for changing the paradigm that must be carried out jointly between the government, OJK, and universities to work together to help people control their finances. The following is a photo of the state of residence of the suburban Metro City community, which was taken during the interview.

Figure 1.1 Conditions of Suburban Communities in Metro City Settlements



LITERATUR REVIEW

Financial Behavior

According to Sri Mulyantini in her book "*intelligently understanding and managing finances for people in the digital information era*" reveals that financial behavior is a human behavior related to how to manage finances and is a psychological influence that has an impact on making effective financial decisions (Sri Mulyantini & Dewi Indriasih, 2021). Meanwhile, according to Xiao, in theory, it explains that financial behavior can be interpreted as any relevant individual behavior related to financial management (Jing Jian Xiao, 2015). Financial behavior in general is about cash, credit, and saving behavior (Robb & Woodyard, 2011). Financial behavior, according to other researchers, is a way to explain how individuals

make/make decisions related to their finances. There are three types of financial behavior, namely unhealthy financial behavior (consumptive), saving and investing financial behavior, and spending and thrifty financial behavior (Sri Mulyantini & Dewi Indriasih, 2021). Unsound financial behavior is irresponsible financial behavior or called consumptive, minimal saving, no investment, no financial planning, and no future plans (Torrente, 2015). The financial behavior of saving and investing is a financial behavior that understands saving activities at the Bank as well as investment. Understand what products are in banking and understand related types of investment, if many people are literate about saving and investment behavior, they rarely experience financial problems in their lives (Sri Mulyantini & Dewi Indriasih, 2021). Meanwhile, spending and saving financial behavior is spending and saving behavior that can be done wisely in managing finances (Ameliawati & Setiyani, 2018).

Islam teaches how to manage finances properly, based on an Islamic perspective looking at financial behavior, namely not being allowed to leave, israf is a consumption pattern that is excessive or exceeds the limit in using its property (Sihotang, 2022). Islam also forbids not being redundant, which is an activity that syaithon likes, the scholars argue that redundancy is removing property that is not on the path of truth (Sukoco, 2021). Researchers interpret that in financial behavior in this redundant context, that is spending money that is owned on things that have no benefits or benefits. Of course, Islam recommends that mankind should be balanced, not too extravagant, and not too stingy or stingy. Can manage finances well, spend their wealth in the way of Allah, and of course be able to give tithes to cleanse themselves of their possessions.

In financial behavior, there are financial elements to be able to state whether a person's financial behavior is healthy or not, consumptive or not. The following elements of financial behavior according to (Herdjiono et al., 2016) namely there are elements of consumption, cash flow management, savings, and investment, and credit management. Meanwhile, according to (Allgood & Walstad, 2012) in theory, there are several indicators in assessing financial behavior, namely; Credit Cards Management, Financial Investment, Loans, and Financial Counseling. In this article, researchers use elements of financial behavior (Herdjiono et al., 2016) to be able to make questions during this interview regarding the understanding of the West Hadimulyo community about their financial behavior. Researchers use indicators of financial behavior according to (Herdjiono et al., 2016) because they are more complex and more relevant to be explained by making several questions. The following is an explanation of the elements of financial behavior. First, Consumption is an activity in the household in the form of spending on various goods and services needed for daily needs. A person's financial management behavior can be seen when he performs his consumption activities, such as what he buys and why he buys. Second, cash flow management is the main indicator of financial health, which is a measure of a person's ability to pay all expenses he has. Good cash flow management is a balancing act, investing as well as disbursing cash. Cash flow management can be measured by someone paying bills on time or not, then paying attention to notes or proof of payment or not, and making a financial budget and future plans. Third, Savings and Investment. Savings means part of income that has not been consumed within a

certain period of time. Since one does not know what the future holds, one has to save to pay for emergencies. Investment, namely allocating or investing resources now to obtain benefits in the future. Fourth, is credit management. The last indicator of financial behavior is credit management or debt management. Credit management or debt management is a person's ability to take advantage of debt so that it does not cause someone to go bankrupt, in other words, one can take advantage of debt or use debt to improve their welfare (Herdjiono et al., 2016)

Financial Behavior Factors

Financial behavior can be influenced by several factors. In this section, researchers will describe according to several experts related to these financial behavioral factors. According to (Chen, H., & Volpe, 1998) financial behavior can be caused by several factors; financial literacy, financial attitude, financial experience, and level of education. Financial literacy, it can be said that financial literacy is good or healthy, namely those who have fulfilled these indicators (Yong et al., 2018). First, Knowledge, which is a discussion related to understanding the basic principles of how to manage (financial) income which in the future will be used as a reference for managing the finances of individuals, families, and even companies. Second, saving & borrowing describes knowledge/understanding related to credit card savings and loans that individuals have. Third, Insurance covers the basic principles of insurance, insurance products such as life insurance and driving insurance. Fourth, Investment, namely explaining points about investment knowledge to bank financial institutions that can help save in the long term (Chen, H., & Volpe, 1998). The next factor, namely financial attitude, the financial attitude indicator, agrees with (Yap et al., 2018) namely; First, Obsession, which requires a person's paradigm of money management. Second, Power refers to money as a medium for control and problem-solving. Third, Effort implies that money is earned by working. Fourth, Inadequacy reflects the feeling of not having enough money. Fifth, Retention tends to save money and not spend it all. Sixth, Security refers to the traditional mindset that money must be kept at home.

The next factor that can influence financial behavior is the locus of control (Cobb-Clark et al., 2016a), (W.Fred Van Raaij, 2016). According to (Cobb-Clark et al., 2016a) Locus of Control is a psychological concept that captures a person's beliefs about the causal relationship between their own behavior and life events. Agree with the opinion (Arifin, 2017), (Cobb-Clark et al., 2016a) that the locus of control consists of two indicators. Internal locus of control and external locus of control. Internal locus of control is describing the existence of a controller within a person (Arifin et al., 2019). In this case, the researcher wants to describe the internal Locus of Control from a religious perspective. In Islam, self-control (internal locus of control) means being able to hold something back, changing something for the better depending on how the individual does it. If the environmental conditions are not good but if the internal locus of control is good enough then it will not be affected by the surrounding environment which has bad behavior. Meanwhile, the external locus of control is the environment and peer references that can change a person's behavior (Nurlaili & Swastika, 2021). Like, if the surrounding environment has a habit of being in debt, and

we cannot control ourselves, then we will participate in the influence of that environment (Thi et al., 2015).

Financial behavior can also be caused by financial knowledge and self-esteem (Tang & Baker, 2016). Financial knowledge is objective financial knowledge which is an important stimulus but not sufficient to produce responsible financial behavior (Sages & Grable, 2011). Meanwhile, self-esteem is the general attitude of individuals towards themselves, this is characterized as a central component of one's overall self-perception and is related to various individual behaviors and outcomes such as school performance, job success, personal relationships, and delinquency (Noh, 2022). The next factor is personal income. Personal income is income that a person earns to meet their daily needs (Arifin et al., 2017). According to him, income can have an effective effect on his research, which can affect financial behavior. Income is measured by the level of a person's income per month. The income level is classified by BPS. The following is the classification of income according to (BPS, 2020):

- a. The first income group is categorized as very high if the average income is > Rp. 3,500,000 / month
- b. High-income group if the average income is between Rp. 2,500,000 up to Rp. 3,500,000 / month
- c. Medium income group if the average income is between Rp. 1,500,000 up to Rp. 2,500,000 / month
- d. Low-income group if the average income is IDR 1,500,000 / month

METHODOLOGY

This article is qualitative research using field research methods (Nurdiani, 2014). Primary data sources were obtained during interviews with informants regarding research topics and secondary data sources were obtained from various sources related to research, such as books, journals, articles, newspapers, and others related to research (Rijali, 2019). The primary data source uses the snowball sampling technique, a sampling technique with the help of key informants (Parker et al., 2019). The key informant in this study was local government interviews. In this article, researchers used interview techniques for data collection. The interview technique is a technique used when collecting data, this interview technique is considered accurate because it can solve a particular problem according to the data (Djaelani, 2013). Data collection techniques followed by documentation techniques by obtaining secondary data in the form of literature books, journals, and historical records which will be presented in the results and discussion sections (Anufia & Alhamid, 2019). In data analysis techniques, researchers use data reduction techniques and data verification techniques or concluding (Jogiyanto Hartono, 2018). Data reduction is meant by a process of selecting, simplifying, and improving the raw data obtained during interviews or from notes in the field (Rijali, 2019). In the technique of concluding (data verification), that is, when starting to collect data, a qualitative researcher/analyst usually has recorded explanations, causal flows, and propositions (Anufia & Alhamid, 2019). In the beginning, the conclusions were not

clear, but when all the data was collected, the data obtained would become more detailed and clearer.

RESULT AND DISCUSSION

Financial Behavior in Muslim Communities in Metro City

Behavioral finance is the key to improving people's welfare (DeBondt et al., 2010). If his financial behavior is healthy and good, it is hoped that he can climb the personal income ladder and be able to prosper in the community. However, unhealthy or bad financial behavior can cause financial problems that reduce individual and societal well-being (Mudzingiri et al., 2018). Many studies have shown that financial behavior is caused by various factors. However, in this section, the researcher first explains the financial behavior of the Hadimulyo community. The results of investigations and interviews with local regional heads explained that the people's expenditure was greater than their income. With low incomes and increasing living needs, many people end up lending their money to financial or non-financial institutions. Many people borrow are due to several things, namely for business development and also for living expenses.

The majority of the community's livelihoods are as Laborers and Traders (Kota Metro, 2022) with uncertain income every day. At the time of the research, many people stated that their monthly income was around Rp. 2,000,000/bl and some even say around Rp. 1,500,000/month. The majority income of the West Hadimulyo Community is between Rp. 2,000,000 and around Rp. 1,500,000 is a middle-low income group based on income classification according to BPS. The majority of West Hadimulyo people's education, namely junior and senior high school graduates, very few for those who continue to higher education (BPS, 2022).

From the results of the interviews that the researchers conducted, some people said they did not understand financial management. However, there are also some of them who understand enough to manage finances, even though they have not yet fully practiced household financial management. They understand that proper financial governance is planning and managing their finances responsibly. However, in practice, it has not been implemented regarding financial planning and then financial budgeting as well as financial audits and financial storage for each individual. In the financial management of the West Hadimulyo community, the majority is fully managed by the wife. But there are also managed jointly by the husband.

Financial management arrangements are a way of dividing needs and savings for urgent needs or savings for old age, some people cannot fully implement them. They don't even have records for expenditures for evaluation/examination of household finances. Because they think that it is not too important to record what their expenses are, the money is used up for daily activities such as shopping for vegetables and other needs. The results of interviews related to financial management show that people tend to spend big when their income increases. Those who think like that are people who are classified as wasteful, this was proven during the interview. The reason they tend to spend big when their income increases are the consumption factor or consumerism. It is this consumerism behavior that makes it difficult for this group to manage their finances properly (Beverly et al., 2003). Not a

few of them find it difficult to pay bills every month, be it rented house bills, electricity, and loan installments to financial institutions. As for those people who find it difficult to pay installments or bills, they sell their assets, namely land, and also go abroad. However, based on the results of interviews, there are some people who have the principle of paying bills on time, even under any circumstances (Guardian, 2022).

The behavior of people who still buy goods by credit means that people do not have savings, because they are finished with their daily lives. As for those who have savings, they prefer to keep them at home and to the arisan savings system. According to them saving at home is more practical, not complicated, and easy. Likewise, for those who save the arisan savings system, usually, when it's been ten days it can be taken, or less than ten days it can be taken. The people of West Hadimulyo tend not to understand investment matters. They cannot distinguish between savings and investment and do not understand how to invest and do not understand the purpose of investment. The results of the interview showed that none of them understood anything related to investment.

The results of the research that researchers have conducted by interviewing the local government and then the West Hadimulyo community, the financial behavior of the people whose majority are middle-low income earners have unfavorable financial behavior, this can be seen from the results described above. In general, the community does not understand financial management, such as not having planning, inspection, and storage. The poor financial behavior of the community is certainly caused by several factors, according to the condition of the community the factors that influence financial behavior in the middle-lower Muslim community are; Financial Literacy, Income, Financial Attitude, and, Locus of control

Analysis Related to Factors of Unhealthy Financial Behavior in West Hadimulyo Society

a) Financial Literacy Understanding of Financial Behavior

Financial Literacy there are several indicators to assess whether someone is financially literate. These indicators are; knowledge, savings and loans, insurance, and investment. The following is an explanation from the results of interviews with ten middle to lower-income people on the outskirts of Metro City who are aware of the importance of financial literacy. As Ibu Noor said, *"It is very important to understand finance to gain knowledge and not get into too much debt"*. In addition, according to Pak Asrizal's wife, *"it is important to be financially literate so you don't get scammed."* Agree with Mrs. Yaya saying: *"It is true that mothers need to learn financial management, or understand financial management, so they can manage financial management better"*.

Low- and middle-income Muslim communities on the outskirts of the metro know Islamic economic activities such as zakat, infaq, and sadaqah (Guardian, 2022). To carry out these activities, namely paying zakat fitrah in the month of Ramadan then doing donations and alms when someone donates. As Mrs. Rosdiana commented, *"if it's infaq, alms are usually every Friday, not every day"*. Then Mrs. Noor's opinion *"Personally, if I cook more, I share it with my neighbors, it's in the form of food, so not once a day."* Opinion of Bu Ulu *"When it*

comes to alms, usually if you have a lot of money, not every day." Pak Andi's opinion *"For infaq, alms are usually on that Friday, but if someone asks for donations, give it even if it's not Friday"*. Opinion of Mrs. Nong Asih *"Sometimes someone asks for donations, he gives them, sometimes it's Friday"*. Based on this explanation, the community does not have to do it once a day, if there is one, they will do the activity.

However, there are interesting things about this lower-middle-income Muslim community, the results of the interviews above show that almost all of the answers realize that it is important to increase financial knowledge for managing household finances. As a result, most of these people do not have bank savings. This was discussed briefly earlier in the section on behavioral finance. People tend to be comfortable saving money at home, in the arisan system, and some are saving money in school savings for children who are still in kindergarten.

Some of them do not have bank deposits, but they do have loans from financial institutions. According to 10 respondents interviewed by researchers, 5 of them borrowed money from financial institutions. They borrow money from financial institutions for various purposes, one of which is for business development. Then part of it is used to pay for children's school fees and other needs. Judging whether these people are financially literate or not informed through insurance understanding or metrics, they don't know what insurance is, or what types of insurance exist. The next indicator is related to investing, and most people don't even know about investing. Ladies and gentlemen do not even know what types of investments there are. Investing is a foreign topic for them, it is never discussed because no one has ever explained it.

From the results of the interview above, it can be seen that the suburban Muslim community in the metro city who has low and middle incomes is generally aware of the importance of financial literacy. They understand Islamic financial instruments such as paying zakat fitri, paying infaq, and giving alms. The community also understands that if they cannot give in material form, they will give in non-material form. These people seldom give alms every day, and some donate without money, and most of them use food or labor to share. and non-material forms of charity. However, in reality, some of these people do not understand saving activities at the bank or have knowledge about savings, insurance, or investment. As a result, low financial literacy in society can lead to detrimental financial behavior.

b) Income Analysis on Financial Behavior

Based on research findings in low and middle-income Muslim communities, namely income. Several previous researchers have explained that this income can be an effective variable, such as opinion (Arifin et al., 2019), (Budiono, 2020). In this study, income was included among the factors that influence the financial behavior of the suburban Muslim community in Metro City based on interviews with people who have bills or installments, or loans. Their income decreases along with their daily income and they end up having to borrow money from financial institutions. Loans from financial institutions for

capital, make businesses more developed and income increase. But that's what happened, some people couldn't pay their installments (Guardian, 2022).

c) Control of Financial Attitudes on Financial Behavior

This section examines in detail the financial attitude of suburban metro communities. Based on the interview results, basically, financial attitudes have indicators to measure a person's financial attitude. These indicators are persistence, encouragement, effort, lack, resilience, and a sense of security (Yap et al., 2018). As stated in previous research, this attitude is an individual's perception of a problem based on morality, culture, and personal opinion (Budiono, 2020),(Noh, 2022). So with that, a bad financial attitude is negligence in managing assets, which will cause wrong financial decisions (Arifin et al., 2017).

Interviews with suburban metro communities where most of the people are laborers and traders. Most of them think that they don't get proper wages after working. Some housewives help their husbands make a living by trading, some work as laundry workers, and some go abroad. However, there are also those who survive with their husbands who continue to work and pay enough wages/money to meet their daily needs. Six out of 10 respondents interviewed agreed that money is not everything. Despite the limitations of their circumstances, they realize that some problems cannot be solved with money. The community agrees that you don't have to be rich to be respected and valued, as long as you are educated and knowledgeable you can be respected and respected by society.

In the interview results, six people believed they were selective spenders. Such as Mrs. Eci, Mrs. Nur, Mrs. Rosdiana, Mrs. Ulul, the wife of Mr. Rozi, and Mr. Andi. Mothers are selective in spending their money so they can save it for other purposes, such as paying bills/installments, and some mothers answer that they want to choose the best items. Money/salary is earned every day, so many housewives go straight to the shop after receiving money from their husbands. Most of these people keep their money at home and find it more practical and not complicated to save money at home. From this point of view, this is an indicator of security, with the assumption that deposits should be kept private and do not need to go to the bank.

Based on the results of interviews with low- and middle-income Muslim communities in these communities, several financial attitude indicators were used as questions about understanding people's poor financial attitudes. They still feel the lack of wages, but they try to help the family economy in various ways, namely through trading, opening hairdressing services, etc. and borrowing some money from financial institutions. Although they are very selective in spending their money. But unfortunately, when they get the money/salary, the husband goes straight to the shop. Then, for more practical and less complicated reasons, most people still keep their money at home.

d) Locus of Control on Financial Behavior

This study is related to Locus of Control or control places, and researchers will explain in detail the situation of Locus of Control in suburban communities

of Metro City. Locus of Control or the place of control itself has two indicators, namely internal influence and external influence (Cobb-Clark et al., 2016b). Several studies argue that individuals tend to develop patterns of financial behavior that are detrimental if external influences are stronger (Arifin et al., 2017), (Budiono, 2020). Conversely, if internal influences are relatively strong and self-controlled, then financial behavior can become responsible financial behavior (Arifin et al., 2019).

Based on the results of the interviews and these facts, the researcher will explain the locus of control in suburban metro communities. Low- and middle-income Muslim communities on the outskirts of the metro city, including Mrs. Eci, Mrs. Ulul, Mr. Rozi, Mrs. Nur, Mr. Asrizal Kurniawan, Mrs. Niam and Mrs. Ani Broto when there are problems, they talk to relatives, friends, and neighbors to ask for advice about financial problems. Those who choose to share with relatives and friends believe that talking about financial problems will lighten the burden. However, from the results of interviews conducted by researchers, there were Mrs. Rosdiana and Mrs. Yaya chose not to tell anyone except their husbands and children.

The results of interviews in the suburban communities of Metro City show that almost all of the ten people interviewed answered that they needed the opinions and information of their relatives, friends, and neighbors for shopping. One of the real behaviors is when there is a bazaar or selling cheap goods, women will buy these goods based on input and information from the surrounding environment. In addition to mothers taking loans from financial institutions, they also received information from neighbors left and right. Although low- and middle-income people often share stories with relatives, friends, and close neighbors when they face financial problems, these low- and middle-income people often need information and input from relatives, friends, and close people.

As for those who have the principle not to share with anyone, they are often able to control themselves financially. According to the results of interviews that were not shared with relatives, friends, and neighbors, namely Mrs. Rosdiana, Mrs. Yaya, and Mr. Andi. They prefer to be self-governing and have more control over themselves. The results of interviews with Mrs. Rosdiana, Mrs. Yaya, and Mr. Andi show that they can control their finances by selecting and prioritizing their own needs rather than sharing them with relatives or neighbors when problems arise.

Broadly speaking, the researchers analyzed that locus-of-control or locus-of-control in low- and middle-income Muslim communities has strong external locus-of-control factors. This is due to poor self-control or inner strength, still needing advice or input from the environment such as relatives, friends, and neighbors for daily shopping information.

CONCLUSION

Based on the presentation of field data and discussion of research on the factors that influence the financial behavior of lower-middle-income Muslim

communities on the outskirts of metro cities, the following conclusions can be drawn: The factors that lead to unhealthy financial behavior are caused by a low understanding of financial literacy because these people do not understand saving activities at the bank, do not understand insurance and investment, insufficient financial income, poor understanding of financial attitudes and the influence of a strong external locus of control so that the suburban people of Metro City are entangled in debts and bad financial behavior. not healthy.

Recommendations to the Government, Universities, and OJK to continue to be more active in promoting literacy for underprivileged groups. Assistance programs for underprivileged groups and those who do not appreciate the importance of understanding science. The government and related officials can provide soft skill training to the suburban communities of Metro City because most of these people are laborers.

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