

The Effect of Financial Literacy, Lifestyle, And Impulsive Buying On Financial Management Ability with Self-Control as A Moderating Variable at The Population and Civil Registration Office of Surabaya City

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ABSTRACT: *This study aims to analyze the effect of Financial Literacy, Lifestyle, and Impulsive Buying on Financial Management Ability with Self-Control as a moderating variable among employees of the Population and Civil Registration Office of Surabaya City. This research uses a quantitative approach with a sample of 150 respondents determined through purposive sampling. Data were collected using a structured questionnaire and analyzed using Partial Least Squares Structural Equation Modeling (PLS-SEM) with SmartPLS 4. The results show that Financial Literacy has a positive and significant effect on Financial Management Ability, indicating that employees with higher financial understanding are more capable of managing their finances effectively. Lifestyle and Impulsive Buying both have a negative and significant influence on Financial Management Ability, implying that consumptive behavior reduces the ability to maintain healthy financial conditions. Furthermore, Self-Control significantly moderates the relationship between Financial Literacy, Lifestyle, and Impulsive Buying on Financial Management Ability, where higher self-control strengthens positive behaviors and suppresses impulsive tendencies in financial decisions. These findings highlight the importance of enhancing financial knowledge and strengthening self-control to improve financial well-being among civil servants.*

Keywords: *Financial Literacy, Lifestyle, Impulsive Buying, Self-Control, Financial Management Ability.*

I. INTRODUCTION

Financial management ability is an essential aspect that reflects how individuals plan, allocate, and control their financial resources to achieve financial well-being (Hilgert, Hogarth, & Beverly, 2021). In the context of public sector employees, financial management becomes increasingly relevant due to the characteristics of fixed monthly income, structured incentives, and potential exposure to consumption pressures. Employees are expected to maintain financial stability and prevent financial vulnerability, particularly in an era characterized by increasing consumerism and the expansion of digital financial services.

Financial literacy is one of the main determinants influencing financial management behavior. Lusardi and Mitchell (2014) emphasized that individuals with higher financial literacy tend to make more rational and responsible financial decisions. However, financial knowledge alone is insufficient when lifestyle patterns and emotional spending behaviors intervene. A modern and consumption-oriented lifestyle may encourage individuals to prioritize social identity and self-image over financial prudence (Solomon, 2017). Similarly, impulsive buying behavior, driven by emotional stimuli and minimal cognitive consideration, has been shown to reduce financial stability and weaken long-term financial planning (Verplanken & Herabadi, 2001; Rook & Fisher, 1995).

The Population and Civil Registration Office of Surabaya City is an institution with high service intensity, where employees interact directly with administrative processes and community service demands. Preliminary observations indicate that while many employees understand basic financial concepts, several still experience budgeting difficulties, unregulated spending, and inconsistent saving habits. This suggests that the gap between financial knowledge and financial behavior may be influenced by lifestyle tendencies and impulsive purchasing habits.

Self-control serves as a psychological factor capable of moderating financial behavior. Individuals with strong self-control are more able to resist short-term consumption pressures and maintain long-term financial goals (Tangney, Baumeister, & Boone, 2004). However, previous studies show varied findings regarding the strength of this moderating role, indicating a research gap that must be re-examined.

Based on the aforementioned background, this study aims to analyze the effect of financial literacy, lifestyle, and impulsive buying on financial management ability with self-control as a moderating variable among employees at the Population and Civil Registration Office of Surabaya City.

II. RESEARCH METHOD

This study employs a quantitative explanatory research approach, aiming to examine the causal relationship between financial literacy, lifestyle, impulsive buying, and financial management ability, with self-control as a moderating variable. The research was conducted at the Population and Civil Registration Office of Surabaya City.

The population in this study consists of all employees who are actively working in the institution. A total of 150 respondents were selected using purposive sampling, with the criteria that the respondents are permanent employees and are directly involved in administrative and public service activities. Data were collected using a structured questionnaire measured on a five-point Likert scale ranging from strongly disagree (1) to strongly agree (5).

The variables examined consist of: (1) Financial Literacy, which refers to an individual's ability to understand and apply financial concepts; (2) Lifestyle, reflecting consumption tendencies and social identity expression; (3) Impulsive Buying, referring to spontaneous and emotionally driven purchasing behavior; (4) Financial Management Ability, which describes how individuals plan and control their finances; and (5) Self-Control, which represents the individual's capacity to regulate impulses and financial decisions.

Data analysis was performed using Partial Least Squares Structural Equation Modeling (PLS-SEM) with the SmartPLS 4 application. The analysis procedures include evaluation of the measurement model (validity and reliability testing) and evaluation of the structural model (path coefficient testing, coefficient of determination R^2 , and moderation testing). This method was selected due to its suitability for complex model structures and predictive-oriented research.

III. RESULTS AND DISCUSSION

3.1 Respondent Profile

The majority of respondents in this study are employees aged over 45 years, which indicates that most of the employees are in a mature and stable career stage. This age characteristic suggests that respondents generally have extensive work experience, including in managing personal and household finances. In terms of educational background, most respondents hold a Bachelor's degree (S1), reflecting a relatively high level of formal education that supports their cognitive ability in understanding basic financial concepts. Furthermore, the majority of employees have a work tenure exceeding 15 years, indicating long-term involvement in public service functions and stable income conditions. These characteristics collectively imply that respondents are in a life phase where financial responsibilities are greater, thus making financial management ability an essential aspect of their economic well-being.

3.2 Measurement Model (Outer Model)

The evaluation of the measurement model was conducted through convergent validity testing, discriminant validity testing, and construct reliability testing. Convergent validity is assessed based on the value of outer loadings and Average Variance Extracted (AVE). The results show that all indicators have outer loading values above 0.70, indicating that each indicator is able to measure its construct adequately. Additionally, all constructs have AVE values greater than 0.50, namely Financial Literacy (0.817), Lifestyle (0.734), Impulsive Buying (0.766), Financial Management Ability (0.755), and Self-Control (0.776). These results confirm that each construct has met the requirements of convergent validity.

Discriminant validity was evaluated using the Heterotrait-Monotrait Ratio (HTMT). The HTMT values for all variable pairs were found to be below the threshold of 0.90, demonstrating that each construct is empirically distinct and does not overlap with other constructs measured in the model. Thus, the measurement model fulfills the criteria of discriminant validity.

Construct reliability was assessed based on Composite Reliability (CR) and Cronbach's Alpha (CA). The results show that all constructs have CR values above 0.90 and CA values greater than 0.70, indicating that the constructs used in this study have high internal consistency and are reliable for further structural model testing.

With the fulfillment of convergent validity, discriminant validity, and reliability, the measurement model in this study is considered appropriate and can be used for structural model evaluation.

3.3 Structural Model (Inner Model)

The structural model was evaluated through the coefficient of determination (R^2) and hypothesis testing. The model obtained an R^2 value of 0.786 for Financial Management Ability, indicating that Financial Literacy, Lifestyle, Impulsive Buying, and the interaction effects with Self-Control collectively explain 78.6% of the variance in financial management ability. This value reflects a strong predictive power, suggesting that the model is highly capable of explaining the behavioral patterns of financial management among employees.

The hypothesis testing results show that Financial Literacy has a positive and significant effect on Financial Management Ability ($\beta = 0.276$; $p = 0.000$). This indicates that higher financial literacy leads to better financial decision-making and control. Lifestyle has a negative and significant effect on Financial Management Ability ($\beta = -0.167$; $p = 0.022$), suggesting that a more consumptive lifestyle reduces an individual's ability to manage finances effectively. Impulsive Buying also has a negative and significant effect on Financial Management Ability ($\beta = -0.217$; $p = 0.003$), implying that spontaneous purchasing behavior weakens financial planning and control.

Furthermore, Self-Control significantly moderates the relationship between the independent variables and Financial Management Ability. Self-Control strengthens the positive effect of Financial Literacy ($\beta = 0.376$; $p = 0.000$), meaning individuals with strong self-control are better able to apply their financial knowledge in daily financial decisions. Conversely, Self-Control weakens the negative effects of Lifestyle ($\beta = -0.472$; $p = 0.000$) and Impulsive Buying ($\beta = -0.396$; $p = 0.001$), indicating that individuals with higher self-control are more capable of resisting consumption pressures and emotional spending impulses.

These results highlight the strategic role of self-control in shaping financial behavior, particularly among civil servants.

3.4 Discussion

H1: Financial Literacy → Financial Management Ability (Positive Significant)

The results show that financial literacy has a positive and significant effect on financial management ability ($\beta = 0.276$; $p = 0.000$). This finding indicates that employees with a higher level of knowledge and understanding of financial concepts are more capable of planning, allocating, and controlling their finances effectively. According to Lusardi and Mitchell (2014), financial literacy enhances an individual's capacity to evaluate financial decisions rationally and avoid financial mistakes. In the context of the Population and Civil Registration Office of Surabaya City, the majority of employees possess a Bachelor's degree and are in a mature age group, allowing them to apply financial knowledge in daily economic activities. This result is in line with the findings of Mustikasari & Septina (2023) and Hilgert et al. (2021), which stated that adequate financial literacy encourages healthier financial behavior.

H2: Lifestyle → Financial Management Ability (Negative Significant)

The negative and significant effect of lifestyle on financial management ability ($\beta = -0.167$; $p = 0.022$) suggests that a more consumptive lifestyle reduces one's ability to manage finances effectively. A lifestyle oriented toward social prestige and symbolic consumption increases discretionary spending, thereby weakening budgeting discipline. Solomon (2017) explains that lifestyle shapes consumption patterns that are strongly influenced by social identity and group affiliation. In the case of civil servants, lifestyle pressures may arise from work environment expectations and social comparison. This result supports the research of Hartati et al. (2023) and Sari & Widoatmodjo (2023), which confirm that a hedonistic lifestyle tends to negatively impact personal financial management.

H3: Impulsive Buying → Financial Management Ability (Negative Significant)

Impulsive buying also has a negative and significant effect on financial management ability ($\beta = -0.217$; $p = 0.003$). This indicates that spontaneous and emotion-driven purchases hinder individuals from managing their financial resources efficiently. Rook and Fisher (1995) and Verplanken & Sato (2011) assert that impulsive buying occurs when emotional responses override rational financial planning. In the organizational setting studied, although employees receive stable incomes, unplanned purchasing behavior can disrupt savings priorities and increase financial stress. This finding is consistent with research by Ramdan & Supriyono (2023) and Rachmawati & Hidayat (2020), which demonstrate that impulsive spending reduces financial control and budget stability.

H4: Self-Control Moderates Financial Literacy → Strengthening Effect

Self-control significantly strengthens the positive effect of financial literacy on financial management ability ($\beta = 0.376$; $p = 0.000$). Individuals with strong self-control are more capable of applying financial knowledge into disciplined financial behaviors. Baumeister et al. (1994) emphasize that self-control acts as a regulatory mechanism that enables individuals to delay gratification and remain consistent with financial goals. Among senior employees with long work tenure, self-control facilitates stable and prudent financial planning. This finding supports studies by Prawira & Astuti (2021) and Qory & Nugroho (2023).

H5: Self-Control Moderates Lifestyle → Weakening Negative Effect

Self-control weakens the negative influence of lifestyle on financial management ability ($\beta = -0.472$; $p = 0.000$). Employees with high self-control are able to resist social consumption pressures and maintain spending discipline. Kahneman and Tversky (1979) explain that decision-making involves cognitive control to balance wants and needs. This finding aligns with Khoiriyah et al. (2024), who found that self-control minimizes the impact of social lifestyle tendencies on financial behavior.

H6: Self-Control Moderates Impulsive Buying → Weakening Negative Effect

Self-control also weakens the negative effect of impulsive buying on financial management ability ($\beta = -0.396$; $p = 0.001$). Individuals with stronger self-control can restrain emotional responses and avoid unnecessary purchases. Muraven et al. (1999) state that self-regulation plays a central role in inhibiting impulsive behavior. This result is consistent with research by Verplanken & Herabadi (2001) and Ketut Tanti Kustina et al. (2025), which demonstrate that self-control effectively reduces impulsive spending tendencies.

IV. CONCLUSION

This study concludes that financial literacy has a positive and significant effect on financial management ability, while lifestyle and impulsive buying have negative and significant effects. These findings indicate that higher understanding of financial concepts improves employees' ability to plan and manage finances, whereas consumptive lifestyle tendencies and spontaneous purchasing behaviors weaken financial discipline and budgeting ability. Self-control plays a strategic moderating role by strengthening the positive effect of financial literacy and weakening the negative effects of lifestyle and impulsive buying.

The results imply that financial behavior among employees at The Population and Civil Registration Office of Surabaya City is not only influenced by knowledge and attitudes, but also strongly shaped by psychological self-regulation. Strengthening self-control helps individuals apply their financial knowledge consistently and resist consumption pressures. Therefore, promoting programs that enhance financial awareness and emotional spending control is essential to improving financial management outcomes among civil servants.

For practical recommendations, the institution can collaborate with financial service authorities or banking institutions to organize periodic financial education, budgeting workshops, and self-awareness training. Future researchers are advised to expand the research scope to different government offices or private sectors and include additional variables such as financial stress or financial confidence to provide broader insights into financial behavior.

V. SUGGESTION

The Population and Civil Registration Office of Surabaya City is encouraged to provide continuous financial education through workshops, training, and collaboration with financial institutions such as OJK or banking partners. Improving understanding of budgeting, savings planning, and financial risk management is expected to strengthen employees' financial decision-making abilities.

Employees are advised to prioritize needs over wants and avoid lifestyle choices driven by social comparison or trends. Management can support this through internal awareness campaigns promoting modest, effective, and responsible spending habits.

Individuals are encouraged to develop more conscious shopping habits by evaluating needs before purchases, especially during promotions or emotional conditions. Simple techniques such as making a shopping list, delaying purchases, and tracking spending can help reduce impulsive buying behavior.

Since self-control strengthens the relationship between financial literacy and financial management ability, training related to emotional regulation, mindfulness, and delayed gratification can be integrated into employee development programs.

Future studies may expand the research variables, increase the number of respondents, or compare results across different government organizations or private sector environments. Including cultural, psychological, or technological influence factors may also provide deeper insights.

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