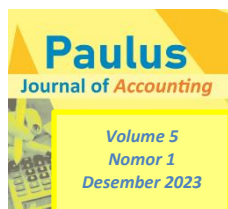


**ANALYSIS OF THE IMPACT OF EMOTIONAL INTELLIGENCE AND HEDONISM LIFESTYLE ON PERSONAL FINANCIAL MANAGEMENT OF STUDENTS IN MAKASSAR CITY**

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**Abstract:** This study aims to analyse the impact of emotional intelligence and hedonic lifestyle on students' financial management. Healthy personal finance is an important aspect of student life to achieve financial stability, reduce stress, and improve quality of life. However, factors such as emotional intelligence and hedonic lifestyle can influence management behaviour and student finance. Research method This research uses a correlational quantitative research type. The population is Students majoring in Accounting at the Faculty of Economics and Business Class of 2021, Hasanuddin University. The results of this study prove that emotional intelligence affects personal financial management. Likewise, the hedonistic lifestyle has a significant positive effect on student personal financial management.

**INTRODUCTION**

Students are the younger generation who are in their teens who are most easily influenced by the times and modernization. As the younger generation, they are able to quickly adopt technology and keep up with changing times that impact their behavior. This behavior eventually becomes a lifestyle and habit that is followed and liked by teenagers. Students' ability to control themselves is still not optimal. They are unable to be wise in managing money, lack self-control when interacting with other people, and are unable to be wise in dealing with changing times. This shows that students still have low emotional intelligence.

As stated by Nofsinger (2005), a person's psychological factors, especially emotional intelligence, can influence financial decisions and financial markets. In this regard, personal financial management among students is often ignored or not taken seriously. As a result, college students are prone to experiencing financial difficulties, debts, and stress related problems. Emotional intelligence, which includes the ability to recognize, understand, and manage emotions, as well as a hedonic lifestyle, which emphasizes pleasure and instant gratification, can be factors that are relevant in student financial management behavior. The hedonic lifestyle can be an obstacle to student personal financial management. Students trapped in a hedonic lifestyle may tend to spend money on momentary pleasures, neglect

financial planning, and run the risk of going into debt or experiencing long-term financial problems.

## **LITERATURE REVIEW**

### **Emotional Intelligence**

1. Daniel Goleman (1995):  
Daniel Goleman, a psychologist, states that emotional intelligence is a person's ability to recognize, understand, manage, and direct emotions, both in oneself and others. Emotional intelligence includes self-awareness, self-regulation, motivation, empathy and social skills.
2. Peter Salovey and John Mayer (1990):  
According to Salovey and Mayer, emotional intelligence is the ability to understand and use emotional information appropriately and use it to guide thoughts and actions effectively. This concept involves the ability to recognize, understand, manage, and express emotions healthily and productively.
3. Reuven Bar-On (1997):  
Reuven Bar-On describes emotional intelligence as a set of emotional and social skills that influence a person's ability to succeed in dealing with the demands and pressures of everyday life. This definition includes aspects such as independence, emotional awareness, effective social relationships, and resilience to stress.

### **Hedonism Lifestyle**

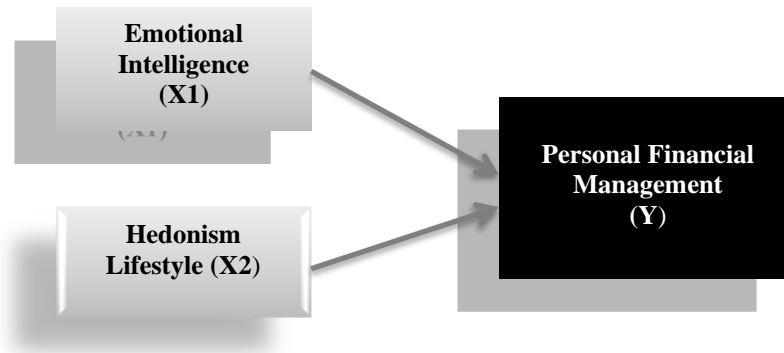
1. Joseph Fletcher (1966):  
Joseph Fletcher, a theologian, defines the hedonistic lifestyle as an approach that prioritizes the pursuit of pleasure and personal happiness as the main goal in life. Fletcher said that hedonic individuals tend to avoid suffering and seek satisfaction in all aspects of life.
2. Thomas Hobbes (1651):  
Thomas Hobbes, a philosopher, stated that the hedonic lifestyle is the basic principle of human behavior that encourages them to seek pleasure and avoid suffering. According to Hobbes, humans naturally consider personal happiness as the primary motivation for their actions.
3. (Halik et al., 2022):  
Michel Onfray, a contemporary philosopher, defines hedonism as an ethic of happiness that prioritizes the enjoyment of life in this world without relying on the afterlife or life after death. Onfray argues that one must seek happiness, pleasure, and satisfaction in this life, because that is the only life that is certain and real.

### **Personal Finance Management**

1. Robert T. Kiyosaki (1997): Robert T. Kiyosaki, a well-known author and entrepreneur, defines personal financial management as the ability of individuals to manage and control the flow of money in and out of their personal finances. According to him, personal financial management is a key skill that everyone must have in order to achieve financial freedom and financial security.
2. John Nofsinger (2002): John Nofsinger, a finance professor and author, defines personal financial management as the decision-making process associated with planning, organizing, controlling, and monitoring an individual's financial resources. The goal is to achieve short-term and long-term financial goals, including management of income, expenses, savings, investments and debt reduction.

3. Arthur J. Keown, John D. Martin, and John W. Petty (2014): In their book "Foundations of Financial Management," these authors define personal financial management as the process of managing individual financial resources to achieve financial goals. This involves budget planning, investment management, risk management and debt management to achieve long-term financial stability.

### Conceptual framework



## RESEARCH METHODS

### Research Design and Location

This study uses a type of correlational quantitative research. According to (Azwar, 2016). Theoretically, quantitative research emphasizes its analysis on numerical data (numbers) that are processed using statistical methods. As for correlation, that is research that aims to investigate the extent to which variations in one variable are related to variations in one or more other variables, based on the correlation coefficient (Azwar, 2016).

### Population and sample

The population in this research is students in Makassar City. The sample in this study is based on certain traits or characteristics with a total of 50 respondents. The technique for taking research subjects used is the Incidental Sampling technique, where the sampling technique is based on coincidence, that is, anyone who happens to meet the researcher can be used as a sample if the person who happens to be found is suitable as a data source (Sugiyono, 2014).

### Method of collecting data

Data collection uses questionnaires or questionnaires that are distributed to all specified respondents. In this study the questionnaire used is a closed questionnaire that has provided the answers, so that respondents just have to choose (Arikunto. 2006: 151). This study uses a scale Likert as measurement variable.

### Data analysis method

The data of this study were analyzed with using linear regression and classical assumption test. The classic assumption test is intended to verify whether the model regression meets the classical assumptions.

## RESULTS

The validity test aims to ensure that the research instrument truly reflects the intended concept and measures the variables relevant accurately.

### Validation Test Results

following table describes the results of the validity test of the variables of emotional intelligence, hedonism, and managementpersonal finance.

NO	Statement	r count	r table	Ket
1	X1.1	0.766	0.279	Valid
2	X1.2	0.658	0.279	Valid
3	X1.3	0.507	0.279	Valid
4	X1.4	0.684	0.279	Valid
1	X2.1	0.703	0.279	Valid
2	X2.2	0.435	0.279	Valid
3	X2.3	0.683	0.279	Valid
4	X2.4	0.685	0.279	Valid
1	Y. 1	0879	0.279	Valid
2	Y.2	0893	0.279	Valid
3	Y.3	0.851	0.279	Valid
4	Y.4	0898	0.279	Valid
5	Y.5	0.883	0.279	Valid

Source: Statistical data processed

Statistical test results show the validity of the research instrument variable emotional intelligence, lifestyle hedonism, and personal financial management, as a whole has a greater value of  $r_{\text{count}}$  than  $r_{\text{table}}$ . Thus it was concluded that the instruments used by the three variables were declared valid

### Reliability Test Results

The reliability test was carried out to measure whether or not the questionnaire used in a study was consistent. An instrument is said to be reliable (solid) if it has a Cronbach Alpha of more than 0.70 ( ImamGhozali, 2016:48). The results of the reliability test of this study can be seen in the following table:

**Table of Reliability Test Results**

Variable	Cronbach Alpha	N of Items
EMOTIONAL INTELLIGENCE	0.722 _	4
HEDONISM LIFESTYLE	0.752 _	4
PERSONAL FINANCE MANAGEMENT	.928 _	5

Source: Statistical data processing

The results of the reliability test using SPSS showed that the Emotional Intelligence variable had a cronbach Alpha value of 0.722, while the Hedonism Lifestyle variable had a cronbach

Alpha value of 0.752, the personal financial management variable had a cronbach Alpha value of 0.925. The Cronbach Alpha value of the three variables is more than 0.70, so it can be concluded that the three variable instruments in this study are reliable.

**Classical Assumption Test Results**

**Normality Test Results**

In this study, testing for normality of the data used the Kolmogorov-Smirnov test (Kolmogorov-Smirnov Test) by looking at the significance of the resulting residuals and the normal probability plot graphical approach. Detect normality by looking at the spread of data (points) on the diagonal axis of the graph. The results of the data normality test from the residuals are obtained as follows:

**Table of Normality Test Results**

<b>One-Sample Kolmogorov-Smirnov Test</b>		Unstandardized Residuals
N		50
Normal Parameters <sup>a,b</sup>	Means	.0000000
	std. Deviation	5.59343900
	Most Extreme Differences	
	absolute	.096
	Positive	.075
	Negative	-.096
Test Statistics		.096
asymp. Sig. (2-tailed)		.084 <sup>c</sup>

- a. Test distribution is Normal.
- b. Calculated from data.
- c . Lilliefors Significance Correction.

Based on the results of the normality test above, it shows that the significance value is above 0.05 which is equal to 0.084. This means that the residual data is normally distributed. This can also be explained by the results of graphical analysis, namely the Normal Probability plot chart as follows:

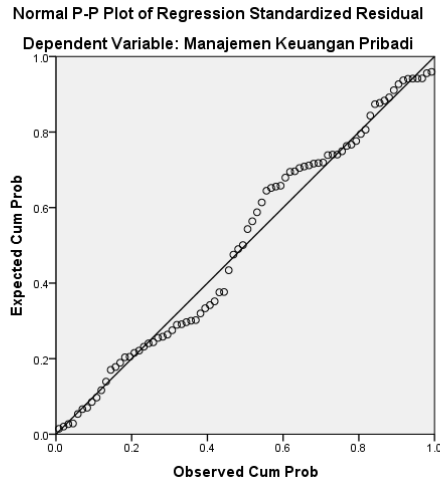


Figure 4.1. PP Plot Normality Test Results

Where in the PP Plot graph it can be seen that the distribution of data spreads and follows the diagonal line, so it is concluded that the data is normally distributed .

**4.2. Multicollinearity Test**

Test multicollinearity aim for test is model regression found exists correlation or connection between variable free (independent) . A good regression model is with no occurrence correlation or free from multicollinear symptoms. *Basis for decision making* to know whether there is or not multicollinearity on regression Model, is :

- a. If mark  $VIF > 10$  or  $tolerance < 0.10$ , so can stated happens symptom multicollinearity.
- b. If mark  $VIF < 10$  or  $tolerance > 0.10$ , so can stated not occurs symptom multicollinearity.

Following this is the result test Multicollinearity using SPSS 22 :

Coefficients <sup>a</sup>		
Model	Collinearity Statistics	
	tolerance	VIF
1 (Constant)		
Emotional Intelligence	.567	1,764
Hedonism Lifestyle	.567	1,764

a. Dependent Variable: Personal financial management

multicollinearity test result table shows the tolerance value of the Emotional Intelligence and Hedonism Lifestyle Variables of  $0.567 > 0.10$ , while the VIF value on variable Emotional Intelligence and Hedonism Lifestyle Variables  $1,764 < 10$ , therefore concluded that No happens symptom Multicollinearity in the regression model.

**. Autocorrelation Test**

The autocorrelation test aims to test whether there is a linear regression model correlation between confounding errors in the t-1 (previous) period. If it happens correlation, so named There is problem auto correlation. Model regression Which Good is regression Which free from auto correlation. In study This used test auto correlation with Durbin Watson (DW test) .output from test autocorrelation with use SPSS on study. This can be seen in the following

table:

Summary Model <sup>b</sup>					
Model	R	R Square	Adjusted R Square	std. Error of the Estimate	Durbin-Watson
1	.795 <sup>a</sup>	.632	.623	5,666	1.984

a. Predictors: (Constant), Hedonism Lifestyle, Emotional Intelligence

b. Dependent Variable: Personal Financial Management

Test Durbin-Watson that is with compare mark Durbin-Watson from results regression with mark Durbin-Watson Table. Procedure the test as below,  $dL$  and  $dU$  values can be seen in the Durbin-Watson table on significance 0.05,  $n = 50$  and  $k = 2$  ( $n$  is the amount of data and  $k$  is the number of variables independent).

It is known that  $dL = 1.4625$  and  $dU = 1.6283$ . So it can be calculated the value of  $4 - dU = 2,37$  and  $4 - dL = 2,54$

It can be seen that the Durbin-Watson value of 1.984 lies at  $read U < DW < 4 - dU$  ( $1,628 < 1,984 < 2,37$ ) then it can be concluded that no autocorrelation occurs regression models.

### Heteroscedasticity Test

Heteroscedasticity is a condition where there is an unequal variance of the residuals for all observations in the regression model. Heteroscedasticity test is used to determine whether there is an inequality of variance from the residuals in the regression model. If the variance from the residual from one observation to another observation remains, it is called homoscedasticity and if it is different it is called heteroscedasticity. A good regression model is a model that does not have heteroscedasticity (Ghozali, 2013). To determine heteroscedasticity in this study using the Glejser test. The basis for decision making in this test is if the significance value is  $\geq 0.05$ , it can be concluded that there is no heteroscedasticity problem, but vice versa if the significance value is  $< 0.05$ , it can be concluded that there is a heteroscedasticity problem. The results of the heteroscedasticity test were obtained as follows:

#### Coefficients <sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	std. Error	Betas		
1	(Constant)	7,774	2,764		2,813	.006
	Emotional Intelligence	-.018	.085	-.031	-.210	.834
	Hedonism lifestyle	-.073	.083	-.130	-.871	.387

a. Dependent Variable: Res\_1

The statistical test results showed that the significance value of the Emotional Intelligence variable was 0.834, more than 0.05, as well as the Hedonism Lifestyle Variable, 0.387, more than 0.05. The Glejser test results show that there is no heteroscedasticity between the independent variables in the regression model.

### Hypothesis Test Results

Test hypothesis with linear regression in the analysis by using program *statistical Packages of social Science (SPSS) version 22.0 for Windows* with  $\alpha = 5\%$  (0.05). This

research use test, because model study Not test or predict influence between variable X in a manner simultaneous (together) to Y variable

**1. T test results**

Result test can be seen in the table contained in the sig column ( *significance* ). Basic decision making to determine whether or not there is an influence between the independent variables and variable bound are as follows;

- a) If the t value or significance  $< \alpha = 0.05$ , then it can be said that there is influence between the independent variables on the variables bound in a manner Partial.
- b) If the t value or significance  $> \alpha = 0.05$ , then it can be said that No there is influence between variable free to variable bound.

The results of the T test processed in SPSS are as follows:

**Table of T Test Results**

		Coefficients <sup>a</sup>				
		Unstandardized Coefficients		Standardized Coefficients		
Model		B	std. Error	Betas	t	Sig.
1	(Constant)	8,583	5,368		1,599	.114
	Emotional Intelligence	1013	.166	.560	6.101	.000
	Hedonism lifestyle	.539	.162	.306	3,330	.001

a. Dependent Variable: Personal Financial Management

Source: SPSS statistical data processing

The results of the T test based on the coefficient table above can be explained as follows:

- 1. The coefficient table above shows that the Emotional Intelligence variable (X1) has a significance value of  $0.00 < 0.05$ . Thus it is concluded that Emotional Intelligence has a significant positive influence on personal financial management (Y).  
The beta coefficient for the Emotional Intelligence variable is 0.560, which means that if Emotional Intelligence increases by one unit, personal financial management will increase by 0.560 assuming the other independent variables are of a fixed value.
- 2. Furthermore, the significance value for the Hedonism Lifestyle variable (X2) is  $0.01 < 0.05$ , so it can be concluded that the Hedonism Lifestyle variable has a significant positive effect on personal financial management.  
The beta coefficient of the Hedonism Lifestyle variable is 0.306, which means that if the Hedonism Lifestyle variable increases by one unit, then the achievement of personal financial management will increase by 0.306 assuming the other independent variables are of a fixed value.

**2. Determination Coefficient Test Results (R<sup>2</sup>)**

" Coefficient Determination (R<sup>2</sup>) can be used to measure how big ability variable independent explain variable dependent. The results of the determination coefficient test can be seen in the following model summary table: "



Summary Model <sup>b</sup>

Model	R	R Square	Adjusted R Square	std. Error of the Estimate	Durbin-Watson
1	.795 <sup>a</sup>	.632	.623	5,666	1984

a. Predictors: (Constant), Hedonism Lifestyle, Emotional Intelligence

b. Dependent Variable: Personal Financial Management

Based on the Summary model table above, it can be seen that the R square value is 0.623 or 62 % .Which means the variable Personal financial management is affected by variable independent that is Emotional Intelligence And Hedonism Lifestyle by 62 % . While the remaining 38 % is influenced by other variables that are not included in this study.

## DISCUSSION

### The Effect of Emotional Intelligence on Personal Financial Management

The results of this study prove that emotional intelligence has a significant positive effect on personal financial management. Thus the first hypothesis which states that emotional intelligence has a significant positive effect on personal financial management is proven and acceptable. High emotional intelligence also contributes to better personal financial management for students. Emotional intelligence includes five main aspects: self-awareness, self-regulation, motivation, empathy and social skills. Students with good emotional intelligence are able to recognize and manage their emotions wisely, including emotions related to finances, such as stress or greed, which can influence financial decision making. Ability to managing money-related emotions and stress can help them make more rational financial decisions, create realistic budgets, and deal with financial challenges more effectively. In addition, students with good emotional intelligence are more likely to understand the importance of financial planning and have the motivation to achieve long-term financial goals. The results of this study are in line with those carried out by Uliftiana et al, who studied the influence of a hedonic lifestyle and emotional intelligence on financial behavior of students of the Accounting Study Program, Faculty of Economics and Business, University of Muhammadiyah Surabaya (UMS), in the even semester of 2018-2019. The results of the study prove that the hedonic lifestyle and emotional intelligence of students have a positive and significant effect on student financial behavior. Emotional intelligence is a factor that has the strongest and greatest influence on student financial behavior.

### The Effect of Hedonism Lifestyle on Personal Financial Management

The results of this study prove that the hedonism lifestyle has a significant positive effect on personal economic management. Thus the second hypothesis which states that the hedonism lifestyle has a significant positive effect on personal financial management is proven and acceptable. The hedonism lifestyle refers to an approach to life that emphasizes the pursuit of pleasure, enjoyment and instant gratification. People with a hedonic lifestyle tend to prioritize pleasure and personal satisfaction above anything else, often ignoring considerations of long-term consequences or financial responsibility. They can be tempted to spend large sums of money on momentary pleasures, such as dining out at fine restaurants, shopping for luxury goods, or taking vacations to exotic places, without considering the effect on their personal finances. For college students, the hedonic lifestyle can be a serious challenge in their personal financial management. While in college, students are often financially constrained, but the temptation to follow consumption trends or expensive social events can be strong. If not

managed properly, a hedonic lifestyle can lead to financial problems, such as going into debt, difficulty meeting basic needs, or difficulty saving for the future.

The results of this study are in line with the research conducted by A. Misbahuddin, where the results of his research have proven that . Lifestyle has a positive and significant effect on student personal financial management. These results can be concluded that the better the students in managing their lifestyle , the better the financial management of students at the State Islamic University of Maulana Malik Ibrahim Malang.

## CONCLUSION

Based on the results of the data analysis, it shows that emotional intelligence influences student personal financial management as well as the hedonistic lifestyle has a significant influence on personal financial management, meaning that changes in hedonic lifestyle values have a unidirectional influence on changes in financial behavior or in other words if the hedonistic lifestyle increases, there will be an increase in financial behavior. The results of this research are expected to be used as a basis for developing financial education programs that are more effective in the environmentCollege. If it is proven that there is a relationship between emotional intelligence and better financial management, universities canconsider including aspects of emotional intelligence in their educational curriculum to equip students withthe skills necessary to manage their personal financesmore effectively.

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