

FUCAPE PESQUISA E ENSINO S/A

DANIELA SANTOS CALMON

**RELAÇÃO ENTRE A ALFABETIZAÇÃO FINANCEIRA E AS
TOMADAS DE DECISÕES FINANCEIRAS AO LONGO DA VIDA
DO BRASILEIRO**

**VITÓRIA-ES
2023**

DANIELA SANTOS CALMON

**RELAÇÃO ENTRE A ALFABETIZAÇÃO FINANCEIRA E AS
TOMADAS DE DECISÕES FINANCEIRAS AO LONGO DA VIDA
DO BRASILEIRO**

Dissertação apresentada ao Programa de Pós-Graduação em Administração e Contabilidade, da Fucape Pesquisa e Ensino S/A, como requisito parcial para obtenção do título de Mestre em Contabilidade – Nível Profissionalizante.

Orientador: Prof. Dr. Aziz Xavier Beiruth

**VITÓRIA-ES
2023**

DANIELA SANTOS CALMON

**RELAÇÃO ENTRE A ALFABETIZAÇÃO FINANCEIRA E AS
TOMADAS DE DECISÕES FINANCEIRAS AO LONGO DA VIDA
DO BRASILEIRO**

Dissertação apresentada ao Programa de Pós-Graduação em Administração da
Fucape Pesquisa e Ensino S/A, como requisito parcial para obtenção do título
de Mestre em Administração.

Aprovada em 23 de maio de 2023.

COMISSÃO EXAMINADORA

Prof. Dr. Aziz Xavier Beiruth
Fucape Pesquisa e Ensino S/A

Prof. Dr. Nelson Oliveira Stefanelli
Fucape Pesquisa e Ensino S/A

Prof. Dr. Luiz Eduardo Gaio
Universidade Estadual de Campinas

RESUMO

Este estudo analisa a existência da relação entre a alfabetização financeira, percebida e real, e alguns comportamentos financeiros do dia a dia dos respondentes, como: uso do cartão de crédito, formas de investimentos, existência de endividamento, contratação de seguros e consultorias financeiras. A amostra da pesquisa abrange brasileiros acima de 18 anos, que possuam, pelo menos, ensino superior incompleto, e se limitou a 589 respondentes. Os resultados comprovaram que a alfabetização financeira impacta e influencia alguns comportamentos financeiros tratados no estudo. O estudo inicia um debate sobre essa relação das variáveis, porém encontrou lacunas e limitações que futuros estudos podem supri-las, como por exemplo o aprofundamento no tema sobre o impacto dos vieses financeiros para os comportamentos financeiros do dia a dia, além de tentar medir o nível de causalidade reversa nos tópicos e atitudes descritas no estudo.

Palavras Chaves: Finanças Comportamentais; Alfabetização Financeira; Tomada de Decisão e Educação Financeira.

ABSTRACT

This study analyzes the existence of a relationship between financial literacy, perceived and real, and some of the respondents' day-to-day financial behaviors, such as: use of credit cards, forms of investment, existence of indebtedness, taking out insurance and financial consulting. The survey sample covers Brazilians over 18 years old, who have at least incomplete higher education, and was limited to 589 respondents. The results proved that financial literacy impacts and influences some financial behaviors addressed in the study. The study initiates a debate about this relationship between the variables but found gaps and limitations that future studies can fill, such as deepening the theme on the impact of financial biases on day-to-day financial behavior, in addition to trying to measure the level of reverse causality in the topics and attitudes described in the study.

Keywords: Behavior Finance; Financial Literacy; Decision Making and Financial Education.

REFERÊNCIAS

- Agnew, J.R., Szykman, L.R. (2005), Asset allocation and information overload: The influence of information display, asset choice, and investor experience. *The Journal of Behavioral Finance*, 6(2), 57-70.
- Allgood, S., & Walstad, W. B. (2016). The effects of perceived and actual financial literacy on financial behaviors. *Economic inquiry*, 54(1), 675-697.
- Alshebami, A. S. (2022). The roles of financial literacy and overconfidence in investment decisions in Saudi Arabia. *Frontiers in Psychology*, 6025.
- Alshebami, A. S., & Aldhyani, T. H. (2022). The interplay of social influence, financial literacy, and saving behaviour among Saudi youth and the moderating effect of self-control. *Sustainability*, 14(14), 8780.
- Atlas, S. A., Lu, J., Micu, P. D., & Porto, N. (2019). Financial knowledge, confidence, credit use, and financial satisfaction. *Journal of Financial Counseling and Planning*, 30(2), 175-190.
- Awais, M., Laber, M. F., Rasheed, N., & Khursheed, A. (2016). Impact of financial literacy and investment experience on risk tolerance and investment decisions: Empirical evidence from Pakistan. *International Journal of Economics and Financial Issues*, 6(1), 73-79.
- Ayaa, M. M., Peprah, W. K., Mensah, M. O., Owusu-Sekyere, A. B., & Daniel, B. (2022). *Influence of heuristic techniques and biases in investment decision-making: A conceptual analysis and directions for future research*. *Int. J. Acad. Res. Bus. Soc. Sci*, 12, 1252-1267.
- Barboza, G. A., Smith, C., & Boubacar, I. (2017). A Contribution to the Empirics of Consumers' Anxiety Behavior on and in Credit Card Repayment. Credit Card Management and Financial Literacy Among College Student. *Journal of Financial Management, Markets and Institutions*, (1), 35-66.
- Bernstein, P. L. (1997). *Desafio aos deuses: a fascinante história do risco*. Gulf Professional Publishing.
- Bonga, W. G., & Mlambo, N. (2016). Financial literacy improvement among women in developing nations: A case for Zimbabwe. *Quest Journals, Journal of Research in Business and Management*, 4(5), 22-31.
- Chen, H., & Volpe, R. P. (1998). An analysis of personal financial literacy among college students. *Financial services review*, 7(2), 107-128.
- Chiele, P. G. (2009). *Finanças comportamentais: um estudo sobre a decisão de investimento dos jovens*.

- Clark, R.L., Schieber, S.J. (1998), Factors affecting participation rates and contribution levels in 401 (k) plans. Living with Defined Contribution Pensions: Remaking Responsibility for Retirement. Philadelphia, PA: University of Pennsylvania Press. p69-97.
- Collis, J. (2005). HUSSEY, Roger. Pesquisa em administração: um guia prático para alunos de graduação e pós-graduação. Porto Alegre: Bookman.
- Costa, D. F., Carvalho, F. D. M., & Moreira, B. C. D. M. (2019). Behavioral economics and behavioral finance: a bibliometric analysis of the scientific fields. *Journal of Economic Surveys*, 33(1), 3-24.
- da Silva, W. V., Del Corso, J. M., & da Silva, S. M. (2008). Finanças comportamentais: análise do perfil comportamental do investidor e do propenso investidor. *RECADM*, 7(2), 1-14.
- Fan, L. (2020). Information search, financial advice use, and consumer financial behavior. *Journal of Financial Counseling and Planning*.
- Farida, M. N., Soesatyo, Y., & Aji, T. S. (2021). Influence of financial literacy and use of financial technology on financial satisfaction through financial behavior. *International journal of education and literacy studies*, 9(1), 86-95.
- Flores, S. A. M., Vieira, K. M., & Coronel, D. A. (2013). Influência de fatores comportamentais na propensão ao endividamento. *Revista de Administração FACES Journal*, 12(2), 13-35.
- Gathergood, J., & Disney, R. F. (2011). Financial literacy and indebtedness: New evidence for UK consumers. Available at SSRN 1851343.
- Gilenko, E., & Chernova, A. (2021). Saving behavior and financial literacy of Russian high school students: An application of a copula-based bivariate probit-regression approach. *Children and Youth Services Review*, 127, 106122.
- Gitman, L. J. (2001). Princípios de administração financeira: essencial. Bookman.
- Grable, J. E., & Joo, S. H. (2003). A snapshot view of the help-seeking market. *Journal of Financial planning*, 16(3), 88.
- Grable, J., & Chatterjee, S. (2014). Zeta estimates of wealth volatility and financial planning horizon. *Ewha Journal of Social Sciences*, 30(2).
- Grigion Potrich, A. C., Vieira, K. M., & Kirch, G. (2015). Determinantes da Alfabetização Financeira: Análise da Influência de Variáveis Socioeconômicas e Demográficas. *Revista Contabilidade & Finanças-USP*, 27(69).

- Gustman, A.L., Steinmeier, T.L. (1999), Effects of pensions on savings: Analysis with data from the health and retirement study. Paper Presented at the Carnegie-Rochester Conference Series on Public Policy.
- Hair, J. F., Money, A. H., Samouel, P., & Page, M. (2007). Research methods for business. Education+ Training.
- Haliassos, M., Bertaut, C. (1995), Why do so few hold stocks? *Economic Journal*, 105(432), 1110-1129.
- Hamid, F. S., & Loke, Y. J. (2021). Financial literacy, money management skill and credit card repayments. *International Journal of Consumer Studies*, 45(2), 235-247.
- Haugen, R. A. (1986). Modern investment theory.
- Haugen, R. A. (2005). Os segredos da bolsa: como prever resultados e lucrar com ações. Pearson Brasil.
- Hayhoe, C. R., Leach, L., & Turner, P. R. (1999). Discriminating the number of credit cards held by college students using credit and money attitudes. *Journal of economic psychology*, 20(6), 643-656.
- Hung, A., Heinberg, A., & Yoong, J. (2010). Do Risk Disclosures Affect Investment Choice?.
- Hung, A., Parker, A. M., & Yoong, J. (2009). Defining and measuring financial literacy.
- Hunguru, P., Sibanda, V., & Tadu, R. (2020). Determinants of Investment Decisions: A Study of Individual Investors on the Zimbabwe Stock Exchange. *Applied Economics and Finance*, 7(5), 38-53.
- Huston, S. J. (2010). Measuring financial literacy. *Journal of consumer affairs*, 44(2), 296-316.
- Hwang, M. I., & Lin, J. W. (1999). Information dimension, information overload and decision quality. *Journal of information science*, 25(3), 213-218.
- Jaiyeoba, H. B., & Haron, R. (2016). *A qualitative inquiry into the investment decision behaviour of the Malaysian stock market investors*. Qualitative Research in Financial Markets.
- Junior, F. H. F. D. C., & Famá, R. (2010). As novas finanças e a teoria comportamental no contexto da tomada de decisão sobre investimentos. *REGE Revista de Gestão*, 9(2).
- Kahneman, D., & Tversky, A. (2013). Prospect theory: An analysis of decision under risk. In *Handbook of the fundamentals of financial decision making: Part I* (pp. 99-127).

- Leal, C. P., & do Nascimento, J. A. R. (2011). Planejamento financeiro pessoal. *Revista de Ciências Gerenciais*, 15(22).
- Lin, C., Hsiao, Y. J., & Yeh, C. Y. (2017). Financial literacy, financial advisors, and information sources on demand for life insurance. *Pacific-Basin Finance Journal*, 43, 218-237.
- Lin, X., Bruhn, A., & William, J. (2019). Extending financial literacy to insurance literacy: A survey approach. *Accounting & Finance*, 59, 685-713.
- Lusardi, A. & Tufano, P. (2009). Debt Literacy, Financial Experiences, and Overindebtedness.
- Lusardi, A., & Mitchell, O. S. (2007). Baby boomer retirement security: The roles of planning, financial literacy, and housing wealth. *Journal of monetary Economics*, 54(1), 205-224.
- Lusardi, A., & Mitchell, O. S. (2011). Financial literacy and retirement planning in the United States. *Journal of pension economics & finance*, 10(4), 509-525.
- Lusardi, A., & Mitchell, O. S. (2014). The economic importance of financial literacy: Theory and evidence. *Journal of economic literature*, 52(1), 5-44.
- Lusardi, A., & Tufano, P. (2009). Teach workers about the perils of debt.
- Macedo Junior, J. S. (2003). Teoria do prospecto: uma investigação utilizando simulação de investimentos.
- Mahdzan, N. S., & Victorian, S. M. P. (2013). The determinants of life insurance demand: A focus on saving motives and financial literacy. *Asian social science*, 9(5), 274.
- Mandell, L. (2007). Financial literacy of high school students. In J.J. Xiao (Ed.), *Handbook of Consumer Finance Research* (pp. 163-183). New York, NY: Springer.
- Miłaszewicz, D. (2019). Behavioural Finance Then and Now. In *Effective Investments on Capital Markets: 10th Capital Market Effective Investments Conference (CMEI 2018)* (pp. 369-379). Springer International Publishing.
- Molchan, S. (2022). Importance of Developing Financially Literate Families and Communities: Opportunities for FCS Educators. *Journal of Educational Research and Practice*, 12(1), 7.
- Monticone, C. (2010). How much does wealth matter in the acquisition of financial literacy?. *Journal of Consumer Affairs*, 44(2), 403-422.
- Moore, D. (2003). Survey of Financial Literacy in Washington State: Knowledge, Behavior, Attitudes, and Experiences. Technical Report n. 03-39, Social and Economic Sciences Research Center, Washington State University.

- Mottola, G. R. (2013). In our best interest: Women, financial literacy, and credit card behavior. *Numeracy*, 6(2), 4.
- Mustafa, W. M. W., Islam, M., Asyraf, M., Hassan, M., Royhan, P., & Rahman, S. (2023). The Effects of Financial Attitudes, Financial Literacy and Health Literacy on Sustainable Financial Retirement Planning: The Moderating Role of the Financial Advisor. *Sustainability*, 15(3), 2677.
- National Public Radio, Robert Wood Johnson Foundation, & Harvard T. H. Chan School of Public Health. (2020, setembro). *The impact of coronavirus on households in major U.S. cities*. Harvard. <https://media.npr.org/assets/img/2020/09/08/cities-report-090920-final.pdf>
- Newton, C., Coronos, S., Irving, K., & Thomas, D. (2015). The value of financial planning advice: Process and outcome effects on consumer well-being [Time 1 and 2 survey summary results].
- Nofsinger, J. R. (2017). *The psychology of investing*. Routledge.
- Norvilitis, J. M., & MacLean, M. G. (2010). The role of parents in college students' financial behaviors and attitudes. *Journal of economic psychology*, 31(1), 55-63.
- OLIVATO, H., & SOUZA, P. K. B. D. (2007). Endividamento: um estudo preliminar dos fatores contribuintes. Anais do 1º Simpósio de Educação e do 1º Encontro Científica de Educação da Unisalesiano, Lins/São Paulo.
- Organisation for Economic Co-Operation and Development. OECD. (2013). Financial literacy and inclusion: Results of OECD/INFE survey across countries and by gender. OECD Centre, Paris, France.
- Organisation for Economic Co-Operation and Development. OECD. (2020). OECD. <https://www.oecd.org/financial/education/oecd-infe-2020-international-survey-of-adult-financial-literacy.pdf>.
- Özdemir, B. (2022). Financial literacy in education process: Literature study. *The Universal Academic Research Journal*, 4(2), 64-70.
- Pimenta, D. P., Borsato, J. M. L. S., & de Sousa Ribeiro, K. C. (2012). Um estudo sobre a influência das características sociodemográficas e do excesso de confiança nas decisões dos investidores, analistas e profissionais de investimento à luz das finanças comportamentais. *REGE-Revista de Gestão*, 19(2), 263-280.
- Pitthan, F., & De Witte, K. (2021). Puzzles of insurance demand and its biases: A survey on the role of behavioural biases and financial literacy on insurance demand. *Journal of Behavioral and Experimental Finance*, 30, 100471.
- Portal do Comércio, 2023. Portal do Comércio. <https://www.portaldocomercio.org.br/publicacoes/pesquisa-de->

endividamento-e-inadimplencia-do-consumidor-peic-janeiro-de-2023/464085.

Preston, A., & Wright, R. E. (2022). Gender, Financial Literacy and Pension Savings. *Economic Record*.

Rabelo Junior, T. S., & Ikeda, R. H. (2004). Mercados eficientes e arbitragem: um estudo sob o enfoque das finanças comportamentais. *Revista Contabilidade & Finanças*, 15(34), 97-107.

Rashid, K., Tariq, Y. B., & Rehman, M. U. (2022). Behavioural errors and stock market investment decisions: recent evidence from Pakistan. *Asian Journal of Accounting Research*, 7(2), 129-145.

Resimić, M., Miletović, N., & Adamović, M. Financial Literacy of Management and Business Performance: trends and challenges. *Academic Journal*, 26.

Robb, C. A., & Sharpe, D. L. (2009). Effect of personal financial knowledge on college students' credit card behavior. *Journal of Financial Counseling and Planning*, 20(1).

Robb, C. A., Babiarz, P., & Woodyard, A. (2012). The demand for financial professionals' advice: The role of financial knowledge, satisfaction, and confidence. *Financial Services Review*, 21(4), 291-306.

Rogers, P., Securato, J. R., & de Sousa Ribeiro, K. C. (2007). Finanças comportamentais no Brasil: um estudo comparativo. *Revista de Economia e Administração*, 6(1).

ROSS, S. A. W., JAFFE, R. W., & Jeffrey, F. (1995). Administração financeira Administração financeira Administração financeira. Tradução Antonio Zoratto Sanvicente. São Paulo: Atlas.

Scholnick, B., Massoud, N., & Saunders, A. (2013). The impact of wealth on financial mistakes: Evidence from credit card non-payment. *Journal of financial Stability*, 9(1), 26-37.

Shah, S. Z. A., Ahmad, M., & Mahmood, F. (2018). Heuristic biases in investment decision-making and perceived market efficiency: A survey at the Pakistan stock exchange. *Qualitative Research in Financial Markets*.

Silva, S. B. D. C. N. (2008). Alfabetização econômica, hábitos de consumo e atitudes em direção ao endividamento de estudantes de pedagogia.

Slomp, J. Z. F. (2008). Endividamento e consumo. *Revista Relações de Consumo*, 108, 109-131.

Slovic, P. (1972). From Shakespeare to Simon: Speculations--and some evidence--about man's ability to process information.

- Tennyson, S., 2011, Consumers' insurance literacy: evidence from survey data, *Financial Services Review* 20, 165–179.
- Van Rooij, M. C., Lusardi, A., & Alessie, R. J. (2011). Financial literacy and retirement planning in the Netherlands. *Journal of economic psychology*, 32(4), 593-608.
- Vissing-Jorgensen, A. (2004), Perspectives on Behavioral Finance: Does "Irrationality" Disappear with Wealth? Evidence from Expectations and Actions NBER Macroeconomics Annual 2003. Vol. 18. New Delhi, India: The MIT Press. p139-208.
- Wang, H., Zhang, D., Guariglia, A., & Fan, G. Z. (2021). 'Growing out of the growing pain': Financial literacy and life insurance demand in China. *Pacific-Basin Finance Journal*, 66, 101459.
- Yamane, T. (1967). A simplified formula to calculate sample size.
- Yoshinaga, C. E., & Ramalho, T. B. (2014). Finanças Comportamentais no Brasil: uma aplicação da teoria da perspectiva em potenciais investidores. *Revista Brasileira de Gestão de Negócios*, 16(53), 594-615.