


THE IMPACT OF PERSONAL FINANCIAL LITERACY ON THE CHOICE OF LENDING CHANNEL BY VIETNAMESE HOUSEHOLDERS WHO JUST ESCAPED POVERTY

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ARTICLE INFO	ABSTRACT
<p>Article history:</p> <p>Received 31 January 2023</p> <p>Accepted 10 April 2023</p>	<p>Purpose: The Newly-Escaped-Poverty-List householders (NEPLH) in Vietnam served as the survey subjects for this study, which sought to determine the impact of "Personal Financial Literacy" on "The Probability of Using Lending Services of Vietnam Bank for Social Policies (P_VBSP)" and "The Probability of Using Informal Private Lending Services (P_ILC)".</p>
<p>Keywords:</p> <p>Personal Financial Literacy; Newly-Escaped-Poverty-List Householders; VBSP; Informal Private Lending Services.</p> <div data-bbox="172 1003 480 1249" style="text-align: center;">  </div>	<p>Design/methodology/approach: Survey data were collected from 186 respondents, by structured online questionnaire with convenient non-probability sampling technique. Aspects of personal financial literacy (FL_i) such as personal financial knowledge (FL₁), personal financial skills (FL₂), personal financial attitude (FL₃), and personal financial behavior (FL₄) are measured. When respondents were divided into groups based on subgroup criteria (CV_j), such as gender, age, marital status, role in the family, career, education level, religion, and number of years since being removed from the list of poor households, ANOVA techniques were used to examine differences in various aspects of personal financial literacy. The impact of FL_i and subgroup variables (CV_j) on P_VBSP and P_ILC was assessed using the binary logistic regression analysis technique.</p> <p>Findings: Research results show that there is a statistical difference in the average score of FL₁, FL₂, FL₃ and FL₄. The research findings also show that FL₂, FL₄, and "Career Status – CAR" have a positive impact on P_VBSP, while "Aged group - AGE", "Education level - EDU", and "Number of years since being removed from the list of poor households - YEAR" have a negative impact on P_VBSP. Meanwhile, the P_ILC is positive influenced by the AGE factor and moves in the opposite direction of FL₂, FL₄, EDU, and YEAR.</p> <p>Research, Practical & Social implications: The research findings provide the basis for governance implications as well as policy recommendations to promote financial literacy among the NEPLH in Vietnam, encouraging them access policy lending services from the Vietnam Bank for Social Policies, and at the same time help them stay away from informal private lending services, thereby helping them to reduce poverty and achieve sustainable economic development family.</p> <p>Originality/value: A theoretical framework for personal finance literacy, including (i) financial knowledge, (ii) financial attitude, (iii) financial skills, and (iv) financial behavior, has been developed by the authors after reviewing earlier studies. At the</p>

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same time, it is more significant to measure financial literacy by objective assessment than relying on the subjective self-assessment of each respondent in the context of actual study in Vietnam. In the model analyzing the influence of personal financial literacy on the decision of Newly-Escaped-Poverty-List householders in choosing the Vietnam Bank for Social Policies or Informal Private Credit Channels, the authors also took into account additional factors including gender, age group, marital status, role in the family, career, education level, religion, and number of years since being removed from the list of poor households.

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A INFLUÊNCIA DE ASPECTOS DO CONHECIMENTO FINANCEIRA PESSOAL NA DECISÃO DE PEGAR EMPRÉSTIMO DE CAPITAL DE CHEFE DE FAMÍLIA QUE ACABOU DE ESCAPAR DA POBREZA NO VIETNÃ

RESUMEN

Objetivo: Este estudo foi realizado com o objetivo de investigar a influência do conhecimento financeiro pessoal sobre a probabilidade de usar o serviço de empréstimo do Vietnam Bank for Social Policies e a probabilidade de usar o serviço de empréstimo. Setor privado informal com os entrevistados sendo os chefes de família convidados a escapar da pobreza no Vietnã.

Design/metodologia/abordagem: Os dados da pesquisa foram coletados de 186 respondentes, por meio de questionário estruturado on-line com técnica de amostragem não probabilística conveniente. Os resultados da pesquisa mostram que há diferença estatisticamente significativa na pontuação média da avaliação de conhecimento financeiro pessoal - FL1, atitude financeira pessoal - FL2, habilidades de finanças pessoais - FL3 e microfinanças comportamentais - FL4, quando comparados diferentes grupos de respondentes, por critérios sociodemográficos e demográficos critério.

Conclusões: Os resultados da pesquisa mostram que as atitudes financeiras pessoais, o comportamento financeiro pessoal e o status profissional têm uma influência positiva na probabilidade de escolher um empréstimo do Banco do Vietnã para Políticas Sociais do novo chefe de família. A saída da pobreza inclui enquanto a faixa etária, o nível de educação e o número de anos fora da lista de famílias pobres/quase pobres têm um impacto negativo na probabilidade de escolher um empréstimo do Vietnam Bank for Social Policies da família recém-saída. pobres na área de pesquisa. Os resultados também mostram que a atitude financeira pessoal, o comportamento financeiro pessoal, o nível de escolaridade e o número de anos fora da lista de famílias pobres/quase pobres têm um impacto negativo na probabilidade de o novo chefe de família sair da pobreza. optar por tomar empréstimos em canais informais de crédito enquanto um pequeno efeito positivo é reconhecido pelo aumento da variável faixa etária dos respondentes da pesquisa.

Pesquisa, implicações práticas e sociais: os resultados da pesquisa fornecem a base para implicações de governança, bem como recomendações de políticas para promover a alfabetização financeira entre chefes de família recém-elevados, incentivando-os a acessar serviços de empréstimos para políticas do Vietnam Bank for Social Policies e, ao mesmo tempo, ajudá-los a ficar longe de serviços informais de empréstimos privados, ajudando-os assim a reduzir a pobreza e alcançar o desenvolvimento econômico sustentável da família.

Originalidade/valor: Os autores revisaram a situação da pesquisa anterior e são a base para projetar a estrutura de conteúdo do conhecimento financeiro pessoal neste estudo, incluindo (i) Conhecimento financeiro; (ii) Atitude financeira; (iii) Competências financeiras e (iv) Comportamento financeiro. Ao mesmo tempo, no contexto da pesquisa real no Vietnã, é mais significativo medir a alfabetização financeira por avaliação objetiva do que com base na autoavaliação subjetiva de cada entrevistado e, ao mesmo tempo, a pesquisa também adiciona consideração a aspectos que incluem gênero, faixa etária, estado civil, função familiar, ocupação, escolaridade, religião e número de anos fora da lista de pobres/próximos. pobres na análise das diferenças na alfabetização financeira e nas decisões dos chefes de família recém-evadidos na pesquisa, seja para tomar empréstimos no Banco do Vietnã para Políticas Sociais ou para tomar empréstimos em canais privados informais de crédito.

Palavras-chave: Conhecimento Financeiro, Individual, Decisão de Empréstimo de Capital, O Chefe de Família Acabou de Escapar da Pobreza, Vietnã.

LA INFLUENCIA DE LOS ASPECTOS DEL CONOCIMIENTO FINANCIERO PERSONAL EN LA DECISIÓN DE PEDIR PRESTADO EL CAPITAL DE LOS JEFES DE HOGAR QUE ACABA DE ESCAPAR DE LA POBREZA EN VIETNAM

RESUMEN

Propósito: Este estudio se realizó con el objetivo de investigar la influencia del conocimiento financiero personal sobre la probabilidad de usar el servicio de préstamo del Banco de Políticas Sociales de Vietnam y la probabilidad de usar el servicio de préstamo. Sector privado informal con encuestados que son cabezas de familia invitadas a escapar de la pobreza en Vietnam.

Diseño/metodología/enfoque: Los datos de la encuesta se recopilaron de 186 encuestados mediante un cuestionario estructurado en línea con una práctica técnica de muestreo no probabilístico. Los resultados de la investigación muestran que existe una diferencia estadísticamente significativa en la puntuación media de la evaluación del conocimiento financiero personal - FL1, la actitud financiera personal - FL2, las habilidades financieras personales - FL3 y las microfinanzas conductuales - FL4, al comparar diferentes grupos de encuestados, por sociodemografía y demografía criterios.

Conclusiones: Los resultados de la investigación muestran que las actitudes financieras personales, el comportamiento financiero personal y el estado profesional tienen una influencia positiva en la probabilidad de elegir un préstamo del Banco de Políticas Sociales de Vietnam del nuevo cabeza de familia. La salida de la pobreza incluye mientras que el grupo de edad, el nivel educativo y el número de años fuera de la lista de hogares pobres/casi pobres tienen un impacto negativo en la probabilidad de elegir un préstamo del Banco de Políticas Sociales de Vietnam del hogar recién salido. pobres en el área de la encuesta. Los resultados también muestran que la actitud financiera personal, el comportamiento financiero personal, el nivel educativo y el número de años fuera de la lista de hogares pobres/casi pobres tienen un impacto negativo en la probabilidad de que el nuevo jefe de hogar salga de la pobreza. optando por endeudarse en canales informales de crédito, mientras que se reconoce un pequeño efecto positivo por el aumento en la variable del grupo de edad de los encuestados en la encuesta.

Implicaciones sociales, prácticas y de investigación: los hallazgos de la investigación proporcionan la base para las implicaciones de gobernanza, así como recomendaciones de políticas para promover la educación financiera entre los jefes de familia recién ascendidos, alentándolos a acceder a los servicios de préstamos de políticas del Banco de Políticas Sociales de Vietnam y, al mismo tiempo, ayudarlos a mantenerse alejados de los servicios de préstamos privados informales, ayudándolos así a reducir la pobreza y lograr un desarrollo económico sostenible de la familia.

Originalidad/valor: Los autores han revisado la situación de la investigación anterior y son la base para diseñar el marco de contenido del conocimiento financiero personal en este estudio que incluye (i) Conocimiento financiero; (ii) Actitud financiera; (iii) Habilidades financieras y (iv) Comportamiento financiero. Al mismo tiempo, en el contexto de la investigación real en Vietnam, es más significativo medir la educación financiera mediante una evaluación objetiva que con base en la autoevaluación subjetiva de cada encuestado y, al mismo tiempo, la investigación Esto también agrega consideración a aspectos que incluyen sexo, grupo de edad, estado civil, rol familiar, ocupación, nivel educativo, religión y número de años fuera de la lista de pobres/casi. pobre en el análisis de las diferencias en la educación financiera y las decisiones de los jefes de hogar recién escapados en la encuesta, ya sea para pedir prestado en el Banco de Políticas Sociales de Vietnam o para pedir prestado de canales de crédito privados informales.

Palabras clave: Conocimiento Financiero, Individual, Decisión de Pedir Prestado Capital, El Cabeza de Familia Acaba de Escapar de la Pobreza, Vietnam.

INTRODUCTION

Financial literacy of each individual is increasingly important in modern life. It can be seen that, in all areas of economics and financial activities, a person's financial literacy is of great help in explaining economic behavior as well as various financial decisions. Because, among other factors, individual decision-making is increasingly clearly shaped by their financial literacy. At the same time, over time, individuals tend to be more proactive and responsible in financial planning. In fact, that tendency to increase responsibility may stem

from each person's need to protect themselves and their families in the face of crises in which the vulnerable often suffer major damage. weak due to naivety and inexperience in finance. In the past, according to many researchers, the global crisis known as the 2008 subprime mortgage crisis, arguably, has put the importance of financial literacy above all else. (Mandell and Klein, 2009; Robb and Woodyard, 2011; Shahrabni, 2012). In fact, it has never been easy to acquire modern financial knowledge, skills, attitudes and behaviors and thereby make effective financial decisions, and it is especially so. Therefore, it becomes more difficult, for those who do not have the strength in financial literacy, in which, the heads of households belonging to the policy beneficiaries, who have just escaped from poverty and near-poor status, are even more shown to be the weakest subjects. Potential advantages, oftentimes, are unable to understand complex financial concepts and thus limit themselves to accessing products that require knowledge and understanding of financial concepts and services and have problem solving skills. solve financial problems.

As a special credit institution with 100% state capital, Vietnam Bank for Social Policies (VBSP) was established by the Government of Vietnam to deploy economic leverage tools to help poor households and other beneficiaries. policies on conditions to access preferential credit capital to invest in production development, create jobs, raise incomes, improve living conditions, rise out of poverty, and contribute to the implementation of economic development policies. economy associated with hunger eradication, poverty reduction, and social security assurance. Thanks to the synchronous and effective implementation of poverty reduction guidelines, policies and programs, the percentage of poor and near-poor households in Vietnam has decreased year by year, and people's living standards have been gradually improved. The most prominent can be mentioned is the preferential credit program of the VBSP to lend loans to households that have just escaped poverty under Decision 28/2015/QĐ-TTg of the Prime Minister, which has been having positive effects in many localities. province, city. Many households have escaped poverty sustainably with effective production models, boldly expanded production and business, and gradually improved their lives. However, households that have just escaped from poverty are not immediately able to have the same characteristics as those with better economic conditions, most of which have just escaped poverty despite initial successes in using loans to improve their living conditions. households' financial situation and ability, but they are still disadvantaged groups with limited knowledge, skills, experience and relationships. Therefore, they also face many difficulties in maintaining sustainable development momentum after escaping poverty so as not to fall back into poverty.

The Covid-19 pandemic has left great consequences for the country's socio-economics, in which. A typical case of great damage is Ho Chi Minh City, becoming one of the localities with the most severe experience with the disease. According to the Department of Health of Ho Chi Minh City, as of December 26, 2021, the Covid-19 pandemic has infected 500,696 people; 19,738 people died. Ho Chi Minh City had to mobilize the total strength of the health system along with a large support force of the Central and provinces and cities across the country to control the epidemic. Following Ho Chi Minh City, many other provinces across the country also suffered considerable losses due to the epidemic. It can be easily seen that vulnerable and vulnerable subjects will suffer more damage due to the negative impacts of the epidemic and the economic decline and stagnation. The economic recovery process is already difficult given the residual effects of strict epidemic prevention measures, the effects of supply chain disruptions and disruptions in market connectivity, but for households just getting out of poverty. economic recovery process is more difficult. In the context of economic recovery after a period of negative impacts from the Covid-19 pandemic, the country's financial system is considered to have made many positive contributions to the overall performance of the entire financial system. mainly by continuing to provide financial services with stable quality, lending interest rates continue to decrease and are currently low, credit growth is consistent with the strategy of macroeconomic stability and control. inflation, thereby supporting businesses and people affected by the COVID-19 epidemic and other negative impacts. In that context, reshaping the financial market towards the recovery of sustainable growth will be inadequate, if only focusing on financial institutions providing commercial financial services, but ignoring other financial services. financial services with bold policy color to further reduce hunger, reduce poverty and strengthen social security, such as VBSP's services for beneficiaries under the provisions of each loan program. For these reasons, the study evaluates the basic aspects constituting the personal financial knowledge of Newly-Escaped-Poverty-List householders, analyzing the differences in financial literacy among groups of Newly-Escaped-Poverty-List householders. according to demographic and sociological criteria, and at the same time investigate the factors that constitute financial literacy as well as the demographic and sociological factors that affect the decision of Newly-Escaped-Poverty-List householders to borrow money. from VBSP or informal private credit channels, will help provide more empirical evidence as a basis for uncovering implications for governance practices as well as policy recommendations to continuously promote the implementation of loan programs for householders who have just escaped poverty, thereby promoting the positive effects of the

correct and humane policy of the Vietnamese Party and State in the efforts to eliminate hunger and reduce poverty. sustainable poverty, and at the same time restricting the new householders escaping poverty from seeking risky and uncertain capital sources from financial institutions h informal private lending

LITERATURE REVIEW

There have been many studies done related to the topic of financial literacy and personal finance choices of farmers in many countries and territories around the world as well as in Vietnam. But when it comes to understanding personal finance, so far, researchers generally have many approaches that are not completely unified. Servon and Kaestner (2008) define personal financial literacy as a person's ability to understand and use financial concepts, while Lusardi and Mitchell (2007) argue that a person's financial literacy is derived from the process by which a person improves his or her understanding of financial products and concepts and, through information, guidance and/or objective advice, develops the skills and confidence to perceive better understand financial risks and opportunities to make informed choices, to know where to get help, and to effectively take actions to improve their financial well-being. Meanwhile, Huston (2010) said that understanding of personal finance often manifests with two main aspects, including personal financial knowledge and the skill to use that knowledge, that is, personal financial knowledge. can be described as by measuring an individual's level of knowledge and skill in using information related to personal finances in decision making. And over time, aspects of personal financial literacy are not limited to financial knowledge and skills in using information in individual financial decision making, but also extend to Other, often more abstract, aspects such as personal finance attitudes, or with more specific approaches such as personal finance behaviour.

Although studies have taken different approaches to the concept and content of personal finance literacy, virtually every previous study on the topic of personal finance literacy has agreed on the importance of personal finance. of measuring financial literacy as well as identifying gaps (if any) between measures. Different studies have identified and measured financial literacy in different ways (Huston, 2010; Sungkawaningrum et al, 2022). Many studies have concluded that financial literacy can be measured both by objective approach (multiple test) and subjective approach (self-assessment method) (Xiao et al., 2014). While objective measures of knowledge can be convincing because they are assessed on the basis of performance tests (perhaps as quizzes), the assessments themselves are also significant in

explaining achievement. self-confidence (adequate, or excessive) or lack of confidence in one's financial understanding. Anecdotal studies also show substantial evidence of significant disparity between objective (performance testing) and subjective (self-assessment) measures of financial literacy. Xiao et al., 2014; Novak, 2022).

Research findings on the influence of financial literacy on personal financial behavior and decisions are also diverse. In a meta-analysis of studies on this topic, Peng et al. (2017) mentioned many associations between specific financial behavior and financial literacy as individuals are more financially literate. are more likely to engage in recommended financial activities, individuals' propensity to invest and save is thought to be partly dependent on their perceived control over outcomes and Financial sources. At the same time, financial literacy was also found to influence personal judgments and intentions regarding asset accumulation, borrowing and investing.

The theoretical framework of Personal Financial Literacy in this study includes (i) Personal Financial Knowledge; (ii) Personal Financial Attitude; (iii) Personal Financial Skills and (iv) Personal Financial Behavior. In the context of actual research in Vietnam, the research team chose to measure Personal Financial Literacy using objective assessment techniques. At the same time, the research team also added identifier variables to the research model including gender, age, marital status, role in the family, career, education level, religion, and number of years since being removed from the list of poor households.

RESEARCH DESIGN

Two popular loan channels that are commonly accessed by householders who have just escaped poverty in rural areas include (i) loans from VBSP and (ii) loans from informal lending channels.

Based on the results of a review of related research, through group discussions with experienced credit specialists and leaders of the Vietnam Bank for Social Policies, the research model on the influence of financial knowledge to the decision to borrow money from VBSP of the NEPLH is established as follows:

$$\ln \frac{P(QD_{VBSP=1})}{P(QD_{VBSP=0})} = \beta_0 + \beta_i FL_i + \beta_j CV_j(1)$$

At the same time, the research model of the influence of financial literacy on the decision of the NEPLH to borrow money from informal private lending channels is established as follows:

$$\ln \frac{P(QD_{ILC}=1)}{P(QD_{ILC}=0)} = \beta_0 + \beta_i FL_i + \beta_j CV_j \quad (2)$$

In there:

- $P(QD_{VBSP} = 1) = P_{0_VBSP}$ is the probability that the head of a NEPLH borrows money from the VBSP
- $P(QD_{VBSP} = 0) = 1 - P_{0_VBSP}$ is the probability that the NEPLH does not borrow money from VBSP
- $P(QD_{ILC} = 1) = P_{0_ILC}$ is the probability that the NEPLH borrows money through informal lending channels
- $P(QD_{ILC} = 0) = 1 - P_{0_ILC}$ is the probability that the NEPLH does not borrow money through informal lending channels
- Ln Log of base e (e=2.714)
- β_0 Origin coordinates
- β_i Regression coefficient of financial literacy variable FL_i
- β_j Regression coefficient of the influencing variable CV_j

The explanatory variables are designed based on the results of research overview analysis and expert discussion, shown in Table 1 below.

Table 1. List of explanatory variables

Variable	Encode	The scale	Measure
Personal Financial Knowledge	FL ₁	Continuous, 5 steps	Objective test
Personal Financial Attitude	FL ₂	Continuous, 5 steps	Objective test
Personal Financial Skills	FL ₃	Continuous, 5 steps	Objective test
Personal Financial Behavior	FL ₄	Continuous, 5 steps	Objective test

Source: Author's research design

Observable variables expressing FL_i are assessed through a set of multiple choice questions from easy to difficult, tested by objective multiple choice that requires respondents to answer, each variable FL_i includes a set of questions with 4 options. choose and there is only 1 correct answer, each correct answer gets 1 point and the variable FL_i takes the value of the average score of the component questionnaire and converts on a 5-point scale, so, FL_i gets the value is a positive, continuous number and ranges from 1 to 5. To overcome the situation where there are respondents who receive 0 points for the survey aspects of financial literacy, the cases with 0 and 1 points are all merged convert to 1 point (lowest value on the scale from 1 to 5)

The variables representing qualitative clustering criteria were designed based on the results of the research overview analysis and expert discussion, shown in Table 2 below.

Table 2. List of qualitative categorical variables

Variable	Encode	The scale	Collect
Sex	Gen	Binary	Respondent Profile
Age group	Age	Identification	Survey
Marital status	Mar	Identification	Survey
Role in the family	Rol	Identification	Survey
Job	Car	Identification	Survey
Education	Edu	Identification	Survey
Religion	Rel	Identification	Survey
Number of years since being removed from the list of poor households	Year	Integer	Survey

Source: Author's research design

RESEARCH HYPOTHESIS

H₁ : FL_i has a statistically significant *positive* effect on P_{0_VBSP}

H₂ : FL_i has a statistically significant *negative* effect on P_{0_ILC}

Survey data were collected by structured online questionnaire with convenient non-probability sampling technique, based on a list of email addresses and phone numbers of Newly-Escaped-Poverty-List householders provided by VBSP's credit specialists, contact points of the VBSP. unions to connect and advise new householders out of poverty who have been participating in lending programs related to VBSP. The total number of questionnaires sent was 250, resulting in a sample size of 186 respondents.

RESEARCH RESULTS AND DISCUSSION

Descriptive Statistical Analysis Results

Table 3. Descriptive statistics for the variables FL_i

Variable	Min	Max	Mean	Standard deviation
FL ₁	1.00	5.00	3.9928	.88230
FL ₂	1.00	5.00	3.3699	1.00891
FL ₃	1.00	5.00	2.9527	1.06782
FL ₄	1.00	5.00	3.2903	1.16360

Source: extracting survey data processing results

The analysis' findings indicate that the majority of the factors indicating personal financial literacy have average scores that are generally pretty strong (in the significance range from 2.61 to 3.40). In which, with a standard deviation of 0.88, the mean score for Personal Financial Knowledge reached the greatest level (above 3.99, the significance range from 3.41 to 4.2). Because survey participants were heterogeneous, the criteria for Personal Financial Attitude, Personal Financial Skills, and Personal Financial Behavior have lower mean values but higher standard deviations. In the examination of the variation in the mean value of FL_i

between the groups according to demographic and sociological parameters (CV_j), that difference will be further examined and discussed..

Analysis of differences in FL_i between groups according to CV_j

- Differences between sex groups:

Table 4. Differences in FL_i between sex groups

Gen	Quantity	FL₁	FL₂	FL₃	FL₄
Male	76	3.8859	3.3211	2.7368	3.0158
Female	110	4.0667	3.4036	3.1018	3.4800
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.170	0.585	0.022*	0.007*

Source: extracting survey data processing results

According to the results of the ANOVA analysis, there is a statistically significant difference between the results of the measures of Personal Financial Skills (FL₃) and Personal Financial Behavior (FL₄), with the FL₃ and FL₄ mean values of female NEPLH being greater than those of male NEPLH. The discrepancy may be due to the fact that female NEPLH frequently play a more active role than male NEPLH in terms of Personal Financial Skills and Personal Financial Behavior within the family in rural areas of Vietnam.

- Differences between age groups:

Table 5. Differences in FL_i between age groups

Age	Quantity	FL₁	FL₂	FL₃	FL₄
18-19 years old	4	2.9983	1,9000	2,1000	1,8000
20-29 years old	26	4,0000	3,0769	2,8308	3,3385
30-39 years old	82	4,2520	3,7073	3,1122	3,3951
40-49 years old	62	3,7742	3,1419	2,8323	3,2387
From 50-59 years old	8	3,7500	4,1000	3,2000	3,7500
From 60-69 years old	4	3,5000	1,9000	2,7000	2,2000
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.003*	0.00*	0.292	0.031*

Source: extracting survey data processing results

The analysis's findings indicate that there is a statistically significant difference in each of three financial literacy aspects: Knowledge, Attitude, and Behavior. It found that respondents between the ages of 30 and 39 had the highest level of Financial Knowledge (above 4.2), while respondents between the ages of 18 and 19 had the lowest level (approximately 3 points). Age-related increases in financial literacy typically occur, however in the group of people over 60, this trend is reversed. The respondents between the ages of 50 and 59 have the best financial attitudes (nearly 4.2 points). Low financial attitude scores were found among individuals who

were under 20 and over 60 (less than 2 points). The average score of the financial attitudes and the average score of the typical financial behavior were similar in the analysis results. This phenomenon can be explained by the fact that NEPLHs develop stronger personal financial attitudes, abilities, and habits over time as they become older. However, factors including knowledge, attitudes, and personal finance behavior all tend to decline with the old NEPLH.

- Differences between groups by marital status

Table 6. Differences in FL_i by marital status

Mar	Quantity	FL ₁	FL ₂	FL ₃	FL ₄
Single	30	3.5998	3.0533	3.0400	3.2533
Have family	156	4.0684	3.4308	2.9359	3.2974
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.007*	0.060	0.626	0.850

Source: extracting survey data processing results

The results of the analysis only found a statistically significant difference in personal financial knowledge, in which married respondents had higher financial literacy than the NEPLH group who are currently single. This fact is partly explained by the fact that currently married NEPLHs are more motivated to learn and gain experience in personal finance than NEPLHs who are currently single.

- Differences between groups according to family roles

Table 7. Differences in FL_i by role in family

Rol	Quantity	FL ₁	FL ₂	FL ₃	FL ₄
As the main labor, the most important source of income in the family	80	3.8500	3.5450	3.2800	3.6800
Be a participant in the family's income	74	4.0540	3.3243	2.9676	3.3081
Being a dependent	32	4.2083	3.0375	2.1000	2.2750
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.113	0.048*	0.000*	0.000*

Source: extracting survey data processing results

According to the analysis's findings, there are statistically significant disparities in the areas of financial behavior, financial skills, and attitude. The financial attitudes, financial skills, and financial behaviors of NEPLHs who provide the majority of the family's work and primary source of money are greater than those of NEPLHs who make up the rest of the family's income. The average ratings for financial attitudes, financial skills, and financial behaviors were the lowest for the dependent group.

Table 8. Differences in FL_i by occupation status

Car	Quantity	FL ₁	FL ₂	FL ₃	FL ₄
No stable job	50	3.9600	3.3600	2.9840	3.4000
Farming work	14	3.5238	2.7429	2.6857	3.0286
Farming combines with other occupations	32	3.5831	3.0750	2.7875	2.9500
Non-agricultural work	90	4.2296	3.5778	3.0356	3.3911
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.000*	0.007*	0.530	0.207

Source: extracting survey data processing results

The analysis's findings indicate that groups of respondents classified by occupational status had statistically different levels of financial knowledge and personal financial attitude. In which, compared to other groups, the group of respondents who worked in non-agricultural occupations had higher average scores on financial knowledge and financial attitude, while the average score for the group whose only occupation was agriculture was low in both categories. The group of respondents who do not have a steady job have pretty strong average scores on financial knowledge and financial attitude, although slightly behind the group of respondents in non-agricultural occupations. This is an interesting conclusion. This may be the case because NEPLHs without a steady employment are driven to continually study, upgrade their skills, and cultivate a positive outlook on money, which leads to highly good outcomes.

- Differences between groups by education level

Table 9. Differences in FL_i by education level

Edu	Quantity	FL ₁	FL ₂	FL ₃	FL ₄
Elementary	2	2.0000	1.0000	3.4000	2.2000
Junior high school	14	3.2857	2.8857	2.6571	3.0000
High school	44	3.6211	3.3273	2.9000	3.2000
Vocational	10	3.4000	3.3600	3.2400	3.4400
College	100	4.3067	3.4520	2.9640	3.3520
Post - graduate	16	3.9167	3.7000	3.0500	3.4500
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.000*	0.004*	0.796	0.607

Source: extracting survey data processing results

The analysis's findings indicate that there is a statistically significant variation in respondents' financial knowledge and attitudes by level of education. The group that had just completed primary school had the lowest FL₁ and FL₂ results. Higher education levels were also associated with improved financial knowledge and attitudes across the NEPLH groups. The average FL₁ and FL₂ scores did not significantly differ between respondents with lower secondary school education and those with higher education, which suggests that general education has a greater impact on financial knowledge and attitudes than those with vocational training and above.

- Differences between groups by religion

Table 10. Differences in FL_i of groups according to religious criteria

Rel	Quantity	FL ₁	FL ₂	FL ₃	FL ₄
Non-religious	170	4.0078	3.4141	3.5200	3.3035
Buddhism	16	3.8333	2,9000	2.4500	3.1500
Total	186	3.9928	3.3699	2.9527	3.2903
Sig		0.451	0.005*	0.004*	0.615

Source: extracting survey data processing results

According to the analysis's findings, there is a statistically significant difference between the non-religious respondents' greater levels of personal financial knowledge and their religious counterparts' mean scores on the financial attitudes and skills scales. This finding also suggests that, in order to encourage the development of NEPLHs' financial literacy, enhanced assistance and advising programs should be developed and executed specifically to assist Buddhist NEPLHs in enhancing their personal financial knowledge and attitudes.

- Differences between groups by number of years since being removed from the list of poor households

Table 11. Difference in FL_i by number of years off the list of poor households

Year	Quantity	FL ₁	FL ₂	FL ₃	FL ₄
one year	94	4.0283	3.3915	2.8809	3.1787
2 years	38	3.3889	3.0833	2.8167	3.1000
3 years	54	4.3111	3.5185	3.1704	3.5704
Total	186	3.9651	3.3884	2.9628	3.2907
Sig		0.002*	0.194	0.217	0.009*

Source: extracting survey data processing results

The analysis's findings reveal a statistically significant difference between the mean scores for financial behavior and refinance knowledge. In which the heads of families that have recently been removed from the list within 1 year have a higher average value than the group out of the list for a period of 2 years, demonstrating an effort to learn and increase financial understanding during the period of utilizing money to help poverty escape. This demonstrates in part the fact that eliminating a household from the list of poor or near-poor households does not always imply an increase in FL_i's average value. The average FL₁ and FL₄ scores of the household heads who are taken off the poor list for a period of 2 years are lower than those of the household heads who are taken off the list for a period of 3 years, the same subjects who will soon lose access to the poor household policies. The pressures of using commercial financial services will be immediately approached by the VBSP's preferential lending program. This suggests that, starting with the first year after a household is removed from the list of poor

families, it is vital to scale up initiatives to enhance household heads' personal financial knowledge and behavior. to assist people in escaping poverty and building a healthy household economy.

Binary Logistic Regression Analysis Results

Table 12. Regression results of model (1) and model (2)

Variable	Model (1):			Model (2)		
	Beta	Sig.	Exp(B)	Beta	Sig.	Exp(B)
FL ₁	.088	.722	1.092	.401	.108	1.492
FL ₂	.864	.013	2.369	-.762	.023	0.467
FL ₃	-.097	.692	.908	-.434	.103	.648
FL ₄	.984	.004	2,670	-.358	.029	.699
Gen	-.546	.199	.580	-.794	.099	.453
Age	-.691	.005	.501	.482	.040	1.618
Mar	.667	.262	1,946	-.705	.246	.495
Rol	-.445	.152	.642	.373	.268	1.452
Car	.343	.033	1.408	.285	.110	1.329
Edu	-.702	.000	.496	-.284	.011	.753
Rel	.613	.410	1.843	.894	.263	2.441
Year	-.538	.009	.585	-1.027	.000	.359
Constant	6.112	.001	447.078	-206	.009	.814

Source: extracting survey data processing results

Binary Logistic regression analysis results of model (1) and model (2) with the dependent variable being a binary variable. The analysis process should be continued with the elimination of the research variables that are not statistically significant to obtain the optimal research model, which can be used in making findings based on the results of the analysis.

Table 13. The explanatory level of model (1)* and model (2)*

Coefficient	Model (1)*			Model (2)*		
	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
Value	188,411 ^a	.652	.636	174.630 ^a	.619	.605

Source: extracting survey data processing results

According to the analysis's findings, model (1) accounts for 63.6% of the variation in the likelihood that NEPLH will choose to borrow money through VBSP, whereas model (2) accounts for 60.5% of the variation in the likelihood that NEPLH will choose to borrow money through unofficial personal credit channels.

Table 14. The degree of prediction of model (1)* and model (2)*

	Percent correct prediction of the model (1)* “Decision to borrow from the VBPS”	Percent correct prediction of the model (2)* “Decision to borrow informal credit channels”
No	73.8	91.4
Yes	68.2	46.4
Overall	70.9	76.7

Source: extracting survey data processing results

According to the analysis's findings, model (1)* accurately predicts the likelihood that NEPLH will choose to borrow money from VBSP, with a mean projection of roughly 70.9%. With a general projection of roughly 76.7%, model (2)* forecasts properly the likelihood that NEPLH will decide to borrow money through informal personal credit channels.

Table 15. Regression results of model (1) and model (2) after removing variables

Model	(1)*			(2)*		
Dependent variable	The Probability of Using Lending Services of Vietnam Bank for Social Policies (P_VBSP)			The Probability of Using Informal Private Lending Services (P_ILC)		
Variable explain	Beta	Sig.	Exp(Beta)	Beta	Sig.	Exp(Beta)
FL2	.847	.006	2.329	-.891	.002	.411
FL4	.922	.001	2.510	-.855	.001	.426
Age	-.584	.008	.558	.243	.002	1.274
Car	.318	.030	1.374	<i>ns*</i>	<i>ns*</i>	<i>ns*</i>
Edu	-.673	.000	.510	-.088	.006	.916
Year	-.528	.008	.590	-1.037	.000	.355
Constant	5.196	.000	180,639	.236	.008	1.265

Source: extracting survey data processing results

*ns**: no statistical significance from the results shown in Table 12

According to the results of the regression analysis, the variables “Personal Financial Behavior”, “Personal Financial Attitude”, and “Career Status” have a positive impact on P_VBSP, whereas “Age Group”, “Education Level”, and “Number of years since being removed from the list of poor households” have a negative impact on P_VBSP.

“Age group” has a favorable impact on P_ILC, but “Education Level”, “Number of years since being removed from the list of poor households”, “Personal Financial Behavior” and “Personal Financial Attitude” all have a negative impact on P_ILC.

- Regression equations:

Regression equation from model (1)*:

$$\text{Ln(Odds)} = 5.196 + .847 \cdot \text{FL}_2 + .992 \cdot \text{FL}_4 - .584 \cdot \text{Age} + .318 \cdot \text{Car} - .673 \cdot \text{Edu} - .528 \cdot \text{Year}$$

Regression equation from model (2)*:

$$\text{Ln(Odds)} = .236 - .891 \cdot \text{FL}_2 - .855 \cdot \text{FL}_4 + .243 \cdot \text{Age} - .088 \cdot \text{Edu} - 1.037 \cdot \text{Year}$$

- Analysis of the influence of explanatory variables on the probability of NEPLH’s lending decision:

When analyzing model (1)*, we have the factor “Financial Attitude” with beta = .847 and e^beta = 2,329 with P₀=10% for the analysis, then we have:

$$P_1 = \frac{P_0 \times \text{Exp}(\text{beta})}{1 - P_0 \times (1 - \text{Exp}(\text{beta}))} = \frac{10\% \times 2.329}{1 - 10\% \times (1 - 2.329)} = 20.56\%$$

The calculation is carried out similarly for other variables in model (1)* and model (2)*, summarized in Table 16.

Table 16. P₁ for each variable in model (1)* and model (2)* with a starting P₀ of 10%

Model	(1)*			(2)*		
	The Probability of Using Lending Services of Vietnam Bank for Social Policies (P_VBSP)			The Probability of Using Informal Private Lending Services (P_ILC)		
The coefficients	Beta	e^Beta	P ₁	Beta	e^Beta	P ₁
FL ₂	.847	2.329	20.56%	-.891	.411	4.36%
FL ₄	.922	2.510	21.80%	-.855	.426	4.52%
Age	-.584	.558	5.84%	.243	1.274	12.40%
Car	.318	1.374	13.25%	<i>ns*</i>	<i>ns*</i>	<i>ns*</i>
Edu	-.673	.510	5.37%	-.088	.916	9.24%
Year	-.528	.590	6.16%	-1.037	.355	3.79%

Source: Author's calculation from analysis results

*ns**: no statistical significance from the results shown in Table 12

- The impact of factor “Personal Financial Attitude”

According to research findings, the initial likelihood that NEPLH will borrow money from VBSP is equal to the initial likelihood that NEPLH will borrow money from informal credit channels and is equal to 10%, when "Personal Financial Attitude" increases by one point, the likelihood that NEPLH will borrow from VBSP will reach 20.56% (or an increase of 10.56%) and the likelihood that NEPLH will borrow from informal credit channels will reach 4.36% (or a decrease of 5.64%).

- The impact of factor “Personal Financial Behavior”

According to research findings, the initial likelihood that NEPLH will borrow money from VBSP is equal to the initial likelihood that NEPLH will borrow money from informal credit channels and is equal to 10%, when "Personal Financial Behavior " increases by one point, the likelihood that NEPLH will borrow from VBSP will reach 21.80% (or an increase of

11.80%) and the likelihood that NEPLH will borrow from informal credit channels will reach 4.52% (or a decrease of 5.48%).

- The impact of factor "Age group"

According to research findings, the initial likelihood that NEPLH will borrow money from VBSP is equal to the initial likelihood that NEPLH will borrow money from informal credit channels and is equal to 10%, when "Age group" increases by one level, the likelihood that NEPLH will borrow from VBSP will be only 5.84% (or 4.16% reduction) and the likelihood that NEPLH will borrow from informal credit channels will reach 12.4% (or an increase by 2.4%).

- The impact of factor "Career status"

According to research findings, the initial likelihood that NEPLH will borrow money from VBSP is equal to the initial likelihood that NEPLH will borrow money from informal credit channels and is equal to 10%, when "Career status" increases by one level (in the direction of increasing non-agricultural occupations), the likelihood that NEPLH will borrow from VBSP will reach 13.25 (an increase of 3.25%).

- The impact of factor "Education level"

According to research findings, the initial likelihood that NEPLH will borrow money from VBSP is equal to the initial likelihood that NEPLH will borrow money from informal credit channels and is equal to 10%, when "Education level" increases by one level, the likelihood that NEPLH will borrow from VBSP will be only 5.37% (or 4.63% reduction) and the likelihood that NEPLH will borrow from informal credit channels will be only will be only 9.24% (or a slight decrease of 0.76%).

- The impact of factor "Number of years since being removed from the list of poor households"

According to research findings, the initial likelihood that NEPLH will borrow money from VBSP is equal to the initial likelihood that NEPLH will borrow money from informal credit channels and is equal to 10%, when "Number of years since being removed from the list of poor households" increases by one year, the likelihood that NEPLH will borrow from VBSP will be only 6.16% (or 3.84% reduction) and the likelihood that NEPLH will borrow from informal credit channels will be only will be only 3.79% (or a decrease of 6.21%).

CONCLUSION

Based on survey data of householders who have just escaped poverty, the study tested the research hypotheses, with the results showing below:

Table 17. Summary of the results of testing the research hypotheses

Hypothesis	Result	Hypothesis	Result
FL ₁ has a statistically significant positive effect on P _{0_VBSP}	N/A	FL ₁ has a statistically significant negative effect on P _{0_ILC}	N/A
FL ₂ has a statistically significant positive effect on P _{0_VBSP}	Acceptance	FL ₂ has a statistically significant negative effect on P _{0_ILC}	Acceptance
FL ₃ has a statistically significant positive effect on P _{0_VBSP}	N/A	FL ₃ has a statistically significant negative effect on P _{0_ILC}	N/A
FL ₄ has a statistically significant positive effect on P _{0_VBSP}	Acceptance	FL ₄ has a statistically significant negative effect on P _{0_ILC}	Acceptance

Source: Summary from survey data processing results

The likelihood of NEPLH choosing to borrow from VBSP is positively impacted by "Personal financial attitude," "Personal financial behavior," and "Career status," whereas the likelihood is negatively impacted by "Age group," "Education level," and "Number of years since being removed from the list of poor households".

The study's findings also indicate that "Personal financial attitude," "Personal financial behavior," "Education level," and "Number of years since being removed from the list of poor households" have the opposite effect on NEPLHs' propensity to choose informal credit channels for borrowing, with the variable "Age group" of survey respondents showing a slight positive correlation.

Based on the study's findings, the Vietnamese government and social organizations like the Vietnam Farmers' Union, the Vietnam Women's Union, and the Vietnam Youth Union can develop policies and initiatives to help NEPLH increase their personal financial literacy and access VBSP lending services while discouraging them from using informal credit channels, which will help them develop sustainable family businesses.

The biggest drawback of this study is the lack of case studies and the amount of open data produced by using just structured questionnaires. Future research will focus on more in-depth NEPLH's individual financial inclusion and literacy issues using data from the Vietnam Household Living Standard Survey (VHLSS) to draw conclusions and provide implications.

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