

The effect of financial literacy on financial planning of employees: a case of
Mumias sugar company in
Kenya

by

David Otieno Santos

A thesis presented to School of Business and Economics

of

Daystar University
Nairobi, Kenya

In partial fulfilment of the requirements for the degree of

MASTER OF BUSINESS ADMINISTRATION

in Finance

June 2015

THE EFFECT OF FINANCIAL LITERACY ON FINANCIAL PLANNING
OF EMPLOYEES: A CASE OF MUMIAS SUGAR COMPANY IN
KENYA.

by

David Otieno Santos

In accordance with Daystar University policies, this thesis is accepted in partial
fulfilment of requirements for the Master of Business Administration degree

Date:

Evans Amata, MFC,
1st Supervisor

Job Omagwa, PhD,
2nd Supervisor

Thomas Koyier, MSC,
HOD, Commerce Department

Evans Amata, MFC,
Dean, School of Business and Economics

DECLARATION

THE EFFECT OF FINANCIAL LITERACY ON FINANCIAL PLANNING
OF EMPLOYEES: A CASE OF MUMIAS SUGAR COMPANY IN
KENYA.

I declare that this thesis is my original work and has not been submitted to any other college or university for academic credit.

Signed: _____ Date: _____

David Otieno Santos

(13-0615)

ACKNOWLEDGEMENTS

I would like to thank all the people who helped me reach the end of this thesis. The focused leadership of my supervisors Mr. Evans Amata and Dr. Job Omagwa who provided me with the academic advice, counsel and guidance in the whole process of the study is highly appreciated.

I would also like to thank the management of Mumias Sugar Company for granting me the permission to carry out this study, the employees for willing to participate in this survey and to my research assistant Jack for his dedication and commitment even during strict timelines.

My sincere gratitude goes to all my family members for creating a conducive environment to undertake this study and making this a reality and above everything to God for strength and good health.

TABLE OF CONTENTS

DECLARATION	iii
ACKNOWLEDGEMENTS	iv
TABLE OF CONTENTS	v
LIST OF TABLES	viii
LIST OF FIGURES	ix
LIST OF ABBREVIATIONS AND ACRONYMS	x
ABSTRACT	xi
DEDICATION	xii
CHAPTER ONE	1
INTRODUCTION AND BACKGROUND TO THE STUDY	1
Introduction	1
Background of Study	2
Financial Numeracy	2
Financial Knowledge	3
Financial Confidence	4
Financial Planning	6
Influence of Behavioral Biases	7
Mumias Sugar Company	8
Statement of the Problem	8
Purpose of the Study	10
Objectives for the Study	10
Research Questions	10
Justification for the Study	10
Significance of the Study	12
Assumptions of the Study	13
Scope of the Study	13
Limitations and Delimitations of the Study	14
Definition of Terms	14
Summary	16
CHAPTER TWO	17
LITERATURE REVIEW	17
Introduction	17
Theoretical Framework	17
The life-cycle saving theory	17
Theory of Human Capital	20
Dual-Process Theories	21
General Literature Review	22

Financial Literacy and Socio-Demographic Characteristics.....	24
Financial Literacy and Gender	24
Age and Financial Literacy.....	26
Education and Financial Literacy	26
Family Background and Financial Literacy.....	27
Other Literacy Patterns.....	28
Empirical Literature Review.....	29
Behavioral Biases	34
Heuristics.....	34
Affect Heuristic.....	36
Overconfidence	36
Self-Control.....	37
Framing.....	37
Emotions.....	38
Financial Literacy and Financial Planning.....	38
Financial Literacy and Saving.....	40
Financial Literacy, Borrowing and Investment.....	42
Risk Aversion.....	43
Conceptual Framework.....	44
Summary	45
CHAPTER THREE.....	46
RESEARCH METHODOLOGY	46
Introduction.....	46
Research Design.....	46
Population of the Study	47
Sampling Procedure.....	48
Sample Size Determination.....	49
Data Collection Instruments.....	50
Reliability and Validity.....	50
Data Analysis Plan.....	52
Ethical Considerations.....	53
CHAPTER FOUR.....	54
DATA PRESENTATION, ANALYSIS AND INTERPRETATION	54
Introduction.....	54
Response Rate	54
Demographic information.....	55
Gender	55
Age	55
Marital Status.....	56
Level of Education.....	57
Employment Status.....	58
Job Position.....	58

Average Monthly Income Level.....	59
Financial Literacy Evaluation	59
Investment Planning.....	67
Retirement Planning.....	71
Saving Plan by Employees.....	73
Risk Diversification.....	74
Self -Control.....	74
Cross Tabulation	75
Gender and Investment Planning	75
Age and Saving.....	76
Employment and Loan Facility.....	78
Marital Status and Retirement.....	79
Effect of Financial Numeracy on the Financial Planning.....	80
Effect of Financial Knowledge on the Financial Planning	83
The nature of relationship between financial literacy and financial planning	96
Summary	100
CHAPTER FIVE.....	101
DISCUSSIONS, CONCLUSIONS AND RECOMMENDATIONS	101
Introduction.....	101
Discussions.....	101
Financial Numeracy and Financial Planning.....	101
Financial Knowledge and Financial Planning.....	102
Relationship between Financial Literacy and Financial Planning.....	105
Conclusions	111
Recommendations	112
Recommendations for further Research	113
REFERENCES	115
APPENDICES.....	125
Appendix 1: Questionnaire.....	125
Appendix 2: Research Schedule	129
Appendix 3: Research Budget	130
Appendix 3: Research Permit	131

LIST OF TABLES

<i>Table 4.1: Response Rate</i>	54
<i>Table 4.2: Gender</i>	55
<i>Table 4.3: Age of the Respondents</i>	55
<i>Table 4.4: Marital Status</i>	56
<i>Table 4.5: Level of Education</i>	57
<i>Table 4.6: Employment Status</i>	58
<i>Table 4.7: Job Position</i>	58
<i>Table 4.8: Average Monthly Income Level</i>	59
<i>Table 4.9: Self-assessed understanding of Economics and Financial Concepts</i>	60
<i>Table 4.10: Net Worth</i>	61
<i>Table 4.11: Income Assets increase and Liabilities decrease</i>	61
<i>Table 4.12: Reducing Total Interest</i>	62
<i>Table 4.13: Inheritance</i>	63
<i>Table 4.14: Inflation and money illusion</i>	64
<i>Table 4.15: Savings Account</i>	64
<i>Table 4.16: PAYE</i>	65
<i>Table 4.17: Long period Return</i>	66
<i>Table 4.18: Risk of Losing Money (Risk diversification)</i>	66
<i>Table 4.19: Other Investments</i>	67
<i>Table 4.20: Investment and Risk</i>	68
<i>Table 4.21: Loan Facility</i>	68
<i>Table 4.22: Financial Advice</i>	69
<i>Table 4.23: Insurance Product</i>	70
<i>Table 4.24: Comparison of Insurance Offers</i>	70
<i>Table 4.25: Retirement planning</i>	71
<i>Table 4.26: Retirement Saving Plan</i>	72
<i>Table 4.27: Financial Education Programs</i>	72
<i>Table 4.28: Savings</i>	73
<i>Table 4.29: Risk Diversification</i>	74
<i>Table 4.30: Controlling Expenditure</i>	75
<i>Table 4.31: Gender and Investment Planning</i>	75
<i>Table 4.32: Age and Saving</i>	77
<i>Table 4.33: Employment and Loan Facility</i>	78
<i>Table 4.34: Marital Status and Retirement</i>	79
<i>Table 4.35: Cross Tab on Net Worth</i>	80
<i>Table 4.36: Asset's risk and return/financial numeracy</i>	82
<i>Table 4.37: Total interest on loan</i>	84
<i>Table 4.38: Inflation and time value of money</i>	86
<i>Table 4.39: Inflation and Money illusion</i>	87
<i>Table 4.40: Savings Account</i>	89
<i>Table 4.41: PAYE</i>	91
<i>Table 4.42: Long period return</i>	92
<i>Table 4.43: Risk diversification</i>	94
<i>Table 4.44: Correlation Analysis between Financial Literacy and Financial Planning</i>	97

LIST OF FIGURES

Figure 2.1: Conceptual Framework..... 44

DAYSTAR UNIVERSITY

LIST OF ABBREVIATIONS AND ACRONYMS

- ANZB - Australia and New Zealand Banking
DB - Defined Benefit
DC - Defined Contribution
DHS - Dutch Household Survey
FSD - Financial Sector Deepening
FSP - Financial Service Providers
HRS - Health and Retirement Survey
IDA - Individual Development Accounts
IRA - Individual Retirement Accounts
MW - Megawatts
OECD - Organization for Economic Corporation and Development

DAYSTAR UNIVERSITY

ABSTRACT

The main thrust of this study was to establish the effect of financial literacy on financial planning of employees. The three key objectives were determining the effect of financial numeracy and financial knowledge on employees' financial planning and establishing the nature of relationship between financial literacy and financial planning. The study employed a descriptive survey design targeting all employees of Mumias Sugar Company and proportionate stratified random sampling was used to obtain a representative sample of 125 employees to study the relationship under investigation. Test-retest method and content validity were done to ensure reliability and validity. Using factor analysis, cross tabulation and correlation analysis, the study noted the following findings; level of financial literacy -that encompasses financial knowledge and financial numeracy- had a significant positive impact on financial planning aspects such as investment, saving and retirement; financial literacy had a strong positive correlation with the three financial planning aspects under investigation with the greatest magnitude being with savings plan. This confirmed the long held economic tradition that savings represent the key factor explaining investments and other financial planning aspects that drive economic development. However, the level of financial numeracy, savings and stock market participation was found to be low. The study recommended designing and implementing various target-specific financial education programs to be administered across various employee age-groups in order to address the disparity in saving plans. It was also recommended that further research be carried out to parse out the separate impact of behavioural biases on financial planning.

DEDICATION

This work is dedicated to all my family members for their continuous support and encouragement during this study. Most specifically, I dedicate it to my late grandmother Martha who did not live to see the culmination of this but whose support remains invaluable.

DAYSTAR UNIVERSITY