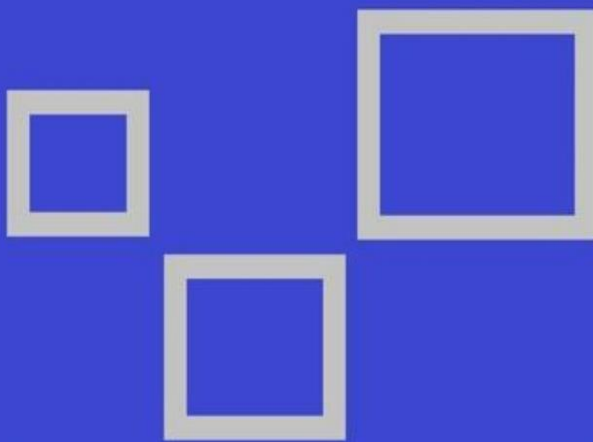




# Inovbiz

## *Jurnal Inovasi Bisnis*

Terakreditasi SINTA 3 berdasarkan SK. No. 105/E/KPT/2022



Diterbitkan Oleh:

Pusat Penelitian dan Pengabdian Kepada Masyarakat  
Politeknik Negeri Bengkalis

Jl. Bathin alam, Sungai Alam Bengkalis-Riau 28711 Telp. 0766- 24566, Fax: 0766- 800 1000  
Webbsite: <http://ejournal.polbeng.ac.id/index.php/IBP>, E-mail: [inovbiz@polbeng.ac.id](mailto:inovbiz@polbeng.ac.id)  
Terakreditasi SINTA 3 berdasarkan SK. No. 28/E/KPT/2019

### LOA (Letter of Acceptance)

No.: 04 /PL.31.07/PN/2022

Dengan ini, Pengelola **Inovbiz: Jurnal Inovasi Bisnis** dengan E-ISSN: 2614-6983 memberitahukan bahwa naskah Anda dengan identitas:

Judul : **Capital Market And Money Market One Alternatives For Family Financial Management During The Covid-19 Pandemic In The Community Of Cawang Kelurahan Jakarta Timur**

Penulis : **Yusuf Rombe M.Allo  
Jisman M.Lubis  
Lenny Panggabean**

Afiliasi/institusi : Universitas Kristen Indonesia  
Email : [yusuf.rombe@uki.ac.id](mailto:yusuf.rombe@uki.ac.id)  
Tanggal : 16 Juni 2022

Sudah diterima (*Submitted*) dan dalam proses *review* yang akan diterbitkan di **Inovbiz: Jurnal Inovasi Bisnis Volume 10 Nomor 1 Juni 2022** versi elektronik sebagai “Research Article”.

Untuk menghindari adanya duplikasi terbitan dan pelanggaran etika publikasi ilmiah terbitan berkala, kami berharap agar naskah/artikel tersebut tidak dikirimkan dan dipublikasikan ke penerbit jurnal/majalah lain.

Demikian surat ini disampaikan, atas partisipasi dan kerja samanya, kami ucapkan terima kasih.



Bengkalis, 16 Juni 2022  
Ketua Dewan Redaksi,  
Jurnal Inovasi & Bisnis  
ISSN: 2338-4840



**Tri Handayani, S.E., M.Si**  
NIP. 198505082014042001

Tembusan: disampaikan kepada Yth.:

1. Kepala P3M Politeknik Negeri Bengkalis
2. Arsip

## Capital Market And Money Market One Alternatives For Family Financial Management During The Covid-19 Pandemic In The Community Of Cawang Kelurahan Jakarta Timur

Yusuf Rombe M. Allo <sup>1,\*</sup>, Jisman M.Lubis <sup>2</sup>, Lenny Panggabean <sup>3</sup>,

<sup>1</sup> Universitas Kristen Indonesia, Fakultas Vokasi, Program Studi Perbankan dan Keuangan, Jakarta, 13630 ([yusuf.rombe@uki.ac.id](mailto:yusuf.rombe@uki.ac.id), 0812-1894626)

<sup>2</sup> Universitas Kristen Indonesia, Fakultas Vokasi, Program Studi Manajemen Pajak, Jakarta, 13630 ([jisman.lubis@uki.ac.id](mailto:jisman.lubis@uki.ac.id) / 0811-544900)

<sup>3</sup> Universitas Kristen Indonesia, Fakultas Vokasi, Program Studi Manajemen Pajak, Jakarta, 13630 ([lenny.panggabean@uki.ac.id](mailto:lenny.panggabean@uki.ac.id) / 0812-9389201)

### ARTICLE INFO

**Keywords:** family financial management, cash flow, trading, money market and capital market



**Received:** (diisi oleh editor)  
**Received in revised:**  
(diisi oleh editor)  
**Accepted:** (diisi oleh editor)  
**Published:** June 31, 2022

**Open Access**

### ABSTRACT

Implementation of Community Service activities held in the community in Cawang Village, East Jakarta in partnership with all 12th grade students of State Vocational High School 10 Cawang and State Vocational High School 64 Cawang, East Jakarta. The consideration for the appointment of SMK Negeri 10 Cawang and SMK Negeri 64 East Jakarta is to increase knowledge to prepare students who will complete their education at the high school level who will continue their education at the tertiary level or who will become entrepreneurs for beginners and millennial youth in the money market and capital market. , manage family finances so that they can develop well and manage family finances so that they can achieve certain funding targets in the future; and can protect and increase the wealth owned; in order to be able to manage cash flow (incoming and spending money); in order to be able to carry out risk management and manage risks properly. The method used is by conducting counseling about the money market and capital market and distributing online questionnaires to find out financial conditions during the COVID-19 pandemic. Based on the results of the questionnaire, most of the students of SMK Negeri 10 and SMK Negeri 64 Cawang, East Jakarta as well as several teachers and employees who participated in this PKM event, stated that this topic was very good in increasing family income and in general the participants hoped to be given more counseling. more about the money market and capital market on how to trade and choose and determine which money market and capital market instruments to trade.

**Keywords:** family financial management, cash flow, trading, money market and capital market

## 1. Introduction

### 1.1. Activity Background

The topic of Community Service (PKM) which was conveyed to partner students, teachers and employees from SMK Negeri 10 Cawang and SMK Negeri 64 Cawang East Jakarta was "Capital Market and Money Market One Alternative for Family Financial Management during the Covid Pandemic Period. -19 on the Cawang Urban Village Community, East Jakarta", which was held on November 18, 2021 in the Cawang Urban

Village community, East Jakarta which was positioned by Cawang Urban Village especially for students, teachers and employees of SMK Negeri 10, Cawang and SMK. State 64 Cawang, East Jakarta. Of the 158 questionnaires distributed to PKM participants consisting of 119 (75.32%) students, 25 teachers (15.82%) and 12 (7.60%) employees and 2 (1.26%) questionnaires were not returned. . Of the 156 participant questionnaires analyzed, 109 or 92% of students wished to deepen their knowledge of money markets and

\* Yusuf Rombe M. Allo  
E-mail addresses: [yusuf.rombe@uki.ac.id](mailto:yusuf.rombe@uki.ac.id) (Yusuf Rombe M. Allo) 2614-6983/ © 2022 P3M Politeknik Negeri Bengkalis. All rights reserved.

capital markets, 25 teachers or 100% of teachers wished to deepen their knowledge of money markets and capital markets and 9 employees or 75% who wished to deepen their knowledge money markets and capital markets. in the money market and in the capital market with the aim of increasing family income.

The number of PKM participants is 158 people, generally they already know and know money market investment instruments, such as savings, deposits, but many of these PKM participants do not know capital market instruments, therefore participants need to be given additional knowledge about capital market, because:

1. Do not know the types of money market and capital market instruments
2. Lack of knowledge about the money market and capital market and how to interact or trade in the capital market.
3. Don't know how to detect a declining family's financial health condition early
4. It is necessary to understand how to manage cash flow (inflow and outflow of money) and perform risk management to manage risk properly.

So that the purpose of implementing this Community Service (PKM) activity is to increase knowledge and understanding of students at SMK Negeri 10, Cawang and SMK Negeri 64 Cawang, East Jakarta. To be able to manage finances by investing in the Money Market and Capital Market with the hope that one day after graduating from school they can continue their education well, especially in the money market and capital market and for students who do not continue their education to college, they can immediately become entrepreneurs in the money market and capital market fields at least for yourself to help family income.

## 1.2. Theoretical framework

### 1.2.1. Money Market and Capital Market

In economics, in every country, there are three main types of markets, namely:

- a. The market for goods and services is a place to trade the products and services produced.
- b The market for factors of production is a place where people give land, capital, labor and management to companies in exchange for rent, interest, wages and profits.
- c. Financial markets, where the public has funds that are offered to companies through certain instruments, especially in the form of proof of debt and company participation. The financial market consists of: a). money market, namely the market for short-term investment instruments such as savings, time deposits, short-term debt securities. b). market mode is a market whose instruments are futures such as stocks and bonds.

### A. Money Market

Short-term money markets generally occur through banking. Money market products are generally well known by the public such as sav-

ings, current accounts and deposits, credit, securities and others.

One example of a modern market is the financial market. According to Eko Sudarmanto, et al in a book entitled "Money Markets and Capital Markets", the financial market is a market mechanism that allows a person or corporation to easily make buying and selling transactions in the form of financial securities. Financial markets exist to meet the need for investment for investors and capital for capital seekers. The role of the financial market is very important because it manages the funds and finances of investors who often determine the fate of a company or individual. For this reason, financial markets must be run in a transparent and effective manner. This is because financial market failures can disrupt national and even global economic stability.

In short, the money market is a place where short-term funding instruments are traded by owners of capital to borrowers of capital. The money market exists to answer the need for a number of costs or short-term funds that must be met as quickly as possible. This market is also referred to as the short-term credit market because the instruments traded have a short time period of up to one year.

### B. Capital Market

There are several instruments in investing where people are more familiar with gold or property. However, not many people know about investment options through the capital market. By choosing to invest using the capital market or capital market, it does not only provide opportunities for the public to earn profits. However, it also plays an active role in improving domestic economic conditions. The capital market is an activity related to the public offering and trading of securities, public companies relating to the securities they issue, as well as institutions and professions related to securities. The capital market acts as a liaison between investors and companies and government agencies through trading in long-term instruments such as bonds, stocks, and others.

In general, the difference between the capital market and the money market is in what is traded. So in the money market, there will be transactions for buying and selling short-term securities. Meanwhile, in the capital market there we will find buying and selling securities or long-term securities. In principle, the money market and the capital market are both places to make transactions, but there are many differences between the two. The differences between the money market and the capital market are as follows:

#### 1. Based on Time Period

The first difference between the money market and the capital market can be seen from the timeframe. So in the money market, the transaction offer between the owner of the funds and the borrower of the funds that meet directly is short-term. Meanwhile in the capital market, many transactions that occur offer long-term investment through several instruments.

## 2. Based on Instrument Choice

Meanwhile, in terms of the choice of instruments, there are also differences. So on the money market, the instruments offered are Bank Indonesia Certificates (SBI), certificates of deposit, Money Market Securities (SBPU), Commercial Securities (CPs), Banker's Acceptance (BA), State Treasury Bills (SPN). Meanwhile there is a capital market, the instruments offered are in the form of debt securities (bonds), equities (stocks), mutual funds, derivative instruments, and other instruments.

## 3. By Institution

Next, the difference between the money market and the capital market can be viewed from the highest institution or supervisor. As a capital market, the highest supervisor is the Ministry of Finance of the Republic of Indonesia, which oversees activities on the stock exchange. Meanwhile, in the money market, the highest supervisor is Bank Indonesia.

## 4. Based on Market Liquidity

From the level of liquidity, the money market has instruments that are liquid faster than capital market instruments.

## 5. Based on Risk

From the level of risk, it can be seen that in the money market the risk is lower than the capital market. This fluctuating or high capital market risk is due to an instrument called shares.

## 6. Based on Return

If you invest in the money market, the return you get is in the form of bank interest. Meanwhile, the return obtained from investment in the capital market is in the form of dividends or capital gains.

## 7. Based on Functional Aspect

From a functional aspect, the money market has the power to encourage internal fund liquidity. Meanwhile, the capital market has a function to stabilize the economy because of its long-term nature.

## 8. By Type of Profit

Finally, in terms of the type of profit, it can be found that the money market has the advantage of stable value movements, high levels of liquidity and can invest anywhere. Meanwhile, investment in the capital market has the advantage of a relatively high level of profit, a variety of instrument choices and can also be used as collateral.

## C. Capital Market Function

a. The capital market as a means of increasing capital for businesses

Companies can obtain funds by selling shares to the capital market. These shares will be purchased by the general public, other companies, institutions, or by the government.

b. Capital market as a means of income distribution

After a certain period of time, the shares that have been purchased will provide dividends (part of the company's profits) to the buyers (the owners). Therefore, the sale of shares through the capital market can be considered as a means of income distribution.

c. Capital market as a means of increasing production capacity

With the additional capital obtained from the capital market, the company's productivity will increase.

d. Capital market as a means of job creation

The existence of the capital market can encourage the emergence and development of other industries that have an impact on the creation of new jobs.

e. Capital market as a means of increasing state revenue

Any dividends distributed to shareholders will be taxed by the government. The additional income through this tax will increase state revenue.

f. The capital market as an indicator of the country's economy

The increasing (solid) activity and volume of sales/purchases in the capital market indicates that the business activities of various companies are running well. Vice versa.

## D. Capital Market Investment Instruments

The capital market is also known as the stock exchange. In it, we can find various types of securities that are traded every day. These types of securities include:

### a. Share

Shares are securities that are proof of ownership of a company. Investors who own shares in a company are entitled to dividends or profit sharing.

### b. Mutual funds

Mutual funds are known as investment instruments that serve as a forum for the collection and management of funds for several investors. The funds are then managed by the investment manager into various instruments, such as money markets, bonds, stocks, or other securities.

### c. Debt or bonds

You can also get securities in the form of bonds in the capital market. Ownership of debt securities is transferable, and the holder has the right to earn interest and repay the debt in a predetermined period.

### d. Exchange traded funds (ETFs)

These securities actually have similarities to mutual funds, they are both collected collectively. However, EFT can be traded on the stock exchange like stocks.

### e. Derivatives

Furthermore, there are also securities in the form of derivatives. These securities are known as derivative forms of shares. There are 2 types of derivatives that you can find in the Indonesian capital market, namely warrants and rights

## E. Benefits of Capital Market

The capital market has benefits for issuers (the party conducting the Public Offering, namely the offering of securities made by the issuer to sell securities to the public based on the procedures regulated in the applicable laws and regulations), as well as for investors.

Benefits of Capital Market for Issuers

- The amount of funds that can be raised is large

- The funds can be received at once at the end of the primary market
- There is no covenant so that management can be more free in managing funds/companies
- The company's solvency is high so as to improve the company's image
- Issuers' dependence on banks is reduced

## F. Benefits of the Capital Market for Investors

- Investment value develops following economic growth. This increase was reflected in the increase in stock prices which reached capital gains
- Earn dividends for those who own or hold shares and floating interest for bondholders
- Can simultaneously invest in several risk-reducing instruments

### 1.2.2. Financial planning

In everyday life, everyone must spend their income in meeting expenses for both mandatory and non-mandatory daily life such as buying desired items such as motorbikes, cell phones, and many more. This is also done by the family, both routine and urgent expenses and non-mandatory expenses. In family life, we must learn and make financial arrangements. This is important, because family life will be much different compared to people who are not married, due to the desires to be achieved in the future and also considering the presence of children who add to the splendor of spending in a family.

Sometimes when we have earned income in the form of salaries, wages or commissions, we tend to darken our eyes and spend that income on things that are not needed at this time. In addition, the problem of the difficulty of saving, not being able to manage finances and piling debts due to a lifestyle that is greater than income also adds to the complexity of everyday life. Making investments that are not well targeted and the presence of unexpected costs are factors that add to chaos in life, especially in family life. Therefore knowing how to finance a date house is very important, because sometimes household needs unknowingly spend a lot of money and cause finances to be more extravagant. and it is made worse if there is a sudden emergency that requires money quickly.

Financial planning is the art of financial management carried out by individuals or families to achieve effective, efficient, and useful goals, so that the family becomes a prosperous family. In general, the activities carried out are income management processes to achieve financial goals such as the desire to have marriage funds, child birth funds and others. This means that the income earned needs to be managed properly in order to meet current needs as well as future needs. Future needs are almost certain to occur, but the problem faced is the uncertainty of income that will be received in the future. The factors that cause income uncertainty are the risk of disasters that may come suddenly such as accidents, job losses, bankruptcy and death. These risks can interfere with future

income and it is not certain when the risk will come. . If it comes, it is also uncertain when it will happen. Therefore, financial planning needs to be done as soon as possible so that our future needs can still be met.

The steps in doing family financial planning are:

- a. Create Financial Details  
Just like with bookkeeping, in this detail you can enter your daily income and expenses. That way, you can control every incoming and outgoing money as well as a benchmark for your transaction activities.
- b. Planning Monthly Shopping  
Every household must have monthly needs that must be met. So that the monthly expenses incurred do not swell, then we must develop a mature monthly spending plan. This way of managing finances can determine what you should buy and how much it will cost. So you can suppress the purchase of other items that are not so important.
- c. Arrange Installment Simulation  
If you and your family want to take installments, whether it's a house or a vehicle, be sure to make a simulation first. This simulation includes how much interest and installments must be paid each month. By applying this way of managing finances, you can see if the installments are in accordance with your abilities.
- d. Calculating all income  
In order to manage your finances more effectively, it is important to calculate all your income in one month. In this case, enter all the main and additional income belonging to you and your spouse. Having an income record will make it easier to manage family finances.
- e. Keep the debt limit  
How to manage household finances that are good and right does not mean that you have to be free from debt. However, in order to remain financially stable, you must know how much limit and risk you have when determining the amount of debt. Have to adjust the amount of debt with income.
- f. Saving Emergency Money  
Setting aside some money for an emergency fund is something that cannot be missed. The reason is, in a household often unexpected things happen and cost money quickly.
- g. Start Investing  
Investment is not only a trend, but also has many benefits for the future or long term, such as investing in the money market and capital market.

### 1.2.3. Risk Management in Money Market and Capital Market

The capital market is a means for companies to obtain funds to finance their business activities. In addition, the capital market is also a business to raise funds from the public directly and then the funds are invested in companies that are

considered healthy and well managed. The main function of the capital market is as a means of capital formation and accumulation of funds for financing a company/issuer.

The existence of capital market institutions adds a range of alternatives for the wider community who have excess funds and are interested in investing to invest their funds.

The capital market is a market for various long-term financial instruments that can be traded, both debt securities (bonds), equities (stocks), mutual funds, and other instruments. The capital market is a means of funding for companies and other institutions (eg the government), and as a means for investing activities. Thus, the capital market facilitates various facilities and infrastructure for buying and selling activities and other related activities.

The public can place their funds according to the characteristics of the benefits and risks of each instrument. The capital market plays an important role for investors and the business world in general and is also a source of long-term funds, investment alternatives, a vehicle for restructuring company capital, and a medium for divestment (sale of shares/share reduction). Another benefit of the capital market for investors or potential investors is that it helps the group have the opportunity to have a healthy company and is considered to have good prospects in the future, and the capital market is seen as an investment alternative that provides potential profits with calculated risks. Meanwhile, the benefits of the capital market for the business world are fostering a climate of openness for the business world itself as well as providing access to public supervision of companies in running their business, encouraging the empowerment of professional management in company management, as well as a means to invest in the short term (liquidity) and long term (growth) and is a source of long-term funding for the company.

There are two objectives for investors in investing in the capital market, namely dividends and capital gains. In order for the prices of shares listed in the capital market to show their true value, an efficient capital market condition is needed. Risk will always exist in every investment, because investors have to project how much cash flow or receipts will be received during the investment period. The expected revenue estimate is not necessarily the same as the reality due to certain factors that influence it. If certain factors can be predicted beforehand, then it is called a risk. But if the situation that will be faced cannot be predicted beforehand, it is called uncertainty. According to Martono and Harjito (2002), investment is the investment of funds made by a company into an asset (asset) in the hope of obtaining future income. According to Martono and Harjito (2002) viewed from the time period, investment is divided into 3 groups, namely short-term investment, medium-term investment and long-term investment. While judging from the type of asset, investment is divided into investment in real assets and investment in non-real assets. (financial asset). Investments in real assets such as investments in land, build-

ings, machinery and equipment. As for investment in non-real assets, for example, investment in securities such as shares.

The investment decision according to Sutrisno (2003) has a long-term time dimension, so the decisions taken must be considered carefully, because they have long-term consequences. Investment decisions involve the entire planning and decision-making process regarding the expenditure of funds with a return period of more than one year or long term. Planning investment decisions is very important because:

- a. Funds issued for investment purposes are classified as large or very large, and large amounts of funds cannot be recovered in the short term or obtained all at once.
- b. The funds issued will be tied up in the long term, so the company must wait for a long period of time to be able to get the funds back. This will affect the provision of funds or cash flows for other purposes.
- c. Investment decisions involve expectations of future profits. Mistakes in forecasting can result in over or under investment, which in the end will harm the company, for example, the sales target is too large, so buying large equipment with a large investment, turns out to be small demand, eventually a lot of idle capacity and fixed costs (depreciation). very large, and vice versa.
- d. Long-term investment decisions, so that mistakes in decision making will have long and severe consequences and errors in this decision cannot be corrected without large losses. Every company needs a financial market or financial market to support its source of funds. The financial market consists of the money market and the capital market. The capital market is a market for long-term fund transactions, both debt and equity. The long-term traded funds are realized in securities. The capital market is an organized financial system, including in the capital market environment commercial banks and all intermediary institutions in the financial sector, as well as all outstanding securities. Whereas in a narrow sense the capital market is a place in a physical sense that organizes securities sales transactions or is referred to as a stock exchange. Definition of stock exchange or stock Exchange is an organized system that brings together sellers and buyers of securities, which is carried out either directly or through their representatives. The function of this stock exchange is to maintain market continuity and create fair securities prices through supply and demand mechanisms.

## 2. IMPLEMENTATION METHOD

The method of implementing community service activities (PKM) at SMK Negeri 10 Cawang and SMK Negeri 64 Cawang, East Jakarta was followed by 158 participants consisting of 119 students, 25 teachers and 14 employees. Participants were explained the types of money market and capital market instruments and how to open an account in the capital market and how to in-

teract or trade in the capital market. Furthermore, PKM implementers educate how to manage finances and manage risk management.

The approach taken is through online counseling and education as well as distributing online questionnaires to all participants who attend, be it students, teachers or administrative employees.

The PKM implementation stage is carried out in several stages, the implementation of which consists of:

1. Coordinate with the Cawang Sub-District who then coordinates with the Principal of SMK Negeri 10 Cawang and SMK Negeri 64 Cawang, East Jakarta.
2. Installing banners at the Cawang Sub-District Office, Cawang State Vocational High School 10 and Cawang State Vocational High School 64, East Jakarta. In connection with the implementation of this PKM, which is still in the atmosphere of the covid-19 pandemic, the PKM team carries out online education and socialization activities with the topic of Capital Markets and Money Markets as an Alternative for Family Financial Management in the Covid-19 Pandemic Period for the Cawang Urban Village Community, Jakarta. East. What was conveyed by the PKM team, namely Ir. Yusuf Rombe M. Allo, M.Psi., Drs. Jisman M. Lubis, MM., CEP., CRGP., ANZIIF Lenny Panggabean, SE., M. Ak., Ak., Swanto Sirait, SE., Ak., M. Ak.

### 2.1. How to Select Respondents

Respondents were all participants who attended who came from 12th grade students from SMK Negeri 10 Cawang and SMK Negeri 64 Cawang, East Jakarta, the principal and several teachers at SMK Negeri 10 Cawang, SMK Negeri 64 Cawang, East Jakarta along with several staff/employees. from the Cawang Village Office, Cawang State Vocational School 10, Cawang 64 State Vocational School, East Jakarta.

### 2.2. Respondent Collection Technique

During the financial market and capital market counseling and education which was held on November 18, 2021, a link was provided to be filled out by respondents, namely grade 12 students from SMK Negeri 10 Cawang and SMK Negeri 64 Cawang, East Jakarta, the principal and several teachers. SMK Negeri 10 Cawang, SMK Negeri 64 Cawang, East Jakarta along with several staff/employees from the Cawang Urban Village Office, SMK Negeri 10 Cawang, SMK Negeri 64 Cawang, East Jakarta. The number of respondents was 158 participants.

### 2.3. Performance and Productivity

The data used in this study is qualitative research data with data collected through a questionnaire instrument. The questionnaire was given after counseling and education on the money market and capital market. Measurement of research variables is done by calculating the per-

centage of respondents' answers to each question.

### 2.4. Data analysis

I data that has been collected, checked and then validated as factual data. Data analysis techniques in this study are based on research objectives, research formulations and problem limitations. Descriptive analysis is used for data analysis by describing the collected data without intending to make generally accepted conclusions. The result is the specified percentage.

## 3. RESULTS AND DISCUSSION

Based on the data on the answers to the distributed questionnaires, a univariate analysis was carried out to determine the distribution of research subjects by calculating the frequency and percentage of each research variable. The variables in this study, namely Soekdem variables (Social, Economic and Demographic) such as age, current job / business, length of work / business, monthly income and income variables that have met family needs, income that has met family needs during the COVID pandemic 19, good financial management, types of financial management, types of investment. Based on the results of the study, the following results were obtained:

### 1) Participant Group

**Table 1. Distribution of Respondents By Participant Group**

	Freq	%	Valid %	Cumulative Percent
Student	119	76,28	76,28	76,28
Teacher	25	16,03	16,03	92,31
Employee	12	7,69	7,69	100,00
Total	156	100,00	100,00	

Source : Processed Data 2022

The results of the descriptive analysis showed that the highest group of participants came from students with 119 students (76.30%), then 25 teachers (16.03%) and the lowest group was 12 employees (7.69%). ). This shows that it is in accordance with the distribution of the target respondents, namely SMK Negeri 10 and SMK Negeri 64 Cawang, East Jakarta

### 2) Gender

**Table 2. Distribution of Respondents By Gender**

	Freq	%	Valid %	Cumulative %
Woman	87	55,77	55,77	55,77
Men	69	44,23	44,23	100,00
Total	156	100,00	100,00	

Source : Processed Data 2022

The results of descriptive analysis show that the percentage of respondents based on gender, the female group occupies the highest position, namely 87 people (55.77%) then followed by the male group with 69 people or 44.23%.



### 3) Age

Table 3. Distribution of Respondents  
By Age Group

	Freq	%	Valid %	Cumulative %
< 20 years	119	76,30	76,30	76,30
21 - 30 years	0	0,00	0,00	0,00
31 - 40 years	2	1,30	1,30	77,58
41 - 50 years	11	7,05	7,05	84,63
> 50 years	24	15,40	15,40	100,00
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,0</b>	

Source : Processed Data, 2022

The results of the descriptive analysis showed that the age group of respondents with the highest percentage was in the age group <20 years (76.30%) and the lowest percentage was in the age group 21-30 years (0%).

### 4) Education

Table 4. Distribution of Respondents  
Based on Education

	Freq	%	Valid %	Cumulative %
Primary school	0	0,00	0,00	0,00
Junior High School	1	0,64	0,64	0,64
Senior High School	130	83,33	83,33	83,97
Bachelor	22	14,10	14,10	98,07
Postgraduate	3	1,92	1,92	100,0
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source : Processed Data, 2022

The results of the descriptive analysis of education show the proportion of respondents, showing that all respondents are educated with the highest education level being high school as many as 130 people (83.33%), 22 undergraduates (14.10%), Postgraduate 3 people (1.92%), junior high school 1 person (0.64%), SD 0 people (0%). In accordance with the population of PKM participants are students of SMK Negeri 10 and SMK Negeri 64, so the majority of respondents are the group with the predicate of SMA.

### 5) Income

Table 5. Distribution of Respondents  
Based on Family Income Level per Month

	Freq	%	Valid %	Cumulative %
< 4.000.000	57	36,54	36,54	36,54
4.000.000 - 6.999.000	63	40,38	40,38	76,92
7.000.000 - 9.999.999	26	16,67	16,67	93,58
10.000.000 - 12.999.999	5	3,21	3,21	96,80
> 13.000.000	5	3,21	3,21	100,00
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source : Processed Data, 2022

The results of descriptive analysis show that the income per month of respondents with the highest percentage of income in the range of 4 million - 6.9 million is 63 people (40.38%) and the lowest percentage of respondents' income is income > 10 million as many as 10 people (6.42 %). This indicates that the majority of respondents work with monthly income still below the DKI Provincial Minimum Wage

### 6) Smartphone / Computer Use

Table 6. Distribution of Respondents  
Ability to Use Smartphone / Computer

	Freq	%	Valid %	Cumulative %
Valid Yes	152	97,44	97,44	97,44
No	4	2,56	2,56	100,00
<b>Total</b>	<b>156</b>	<b>100,0</b>	<b>100,0</b>	

Source : Processed Data, 2022

The results of the descriptive analysis show that most of the respondents can use smartphones / computers by 152 people (97.44%) and those who cannot use smartphones / computers 4 people (2.56%). This indicates that the majority of respondents are IT literate and can use/operate smartphones or computers.

### 7) Make Routine Monthly Payments (electric, PAM, Phone, Credit, etc.) Online

Table 7. Distribution of Respondents  
Monthly Payments With Online Applications

	Freq	%	Valid %	Cumulative %
Valid ATM / m-banking	143	91,67	91,67	91,67
Ovo, Tokped, Go-pay, etc	9	5,77	5,77	97,44
Offline /counter	4	2,56	2,56	100,00
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source : Processed Data, 2022

The results of the descriptive analysis show that most respondents are used to using technology-based online applications such as ATM / M-Banking by 143 people (91.67%), then D-Banking Online as many as 9 people (5.77%) and the lowest is D-Banking. the payment is still conventional as many as 4 people (2.56%). This shows that most of the respondents are used to using technology-based online Applications

**8) Desire to Know Money Market and Capital Market**

Table 8. Distribution of Respondents Desire to Know/Learn about Money Market and Capital Market

	Freq	%	Valid %	Cumulative %
Valid Yes	142	91,03	91,03	91,03
Indecisive	11	7,05	7,05	98,08
Don't Want	3	1,92	1,92	100,00
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source : Processed Data 2022

The results of the descriptive analysis of the respondents' desire to know and learn about the Money Market and Capital Market which consisted of 156 people, so most of the respondents wished to learn about the Money Market and Capital Market as many as 142 people (91.03%), 11 people (7.05 %) were hesitant and there were 3 people or (1.92%) who did not want to study the money market and capital market. This shows that the respondents are very enthusiastic to learn more about the money market and capital market.

**9) Knowledge of the Risks of Investing in Money Market and Capital Market**

Table 9. Distribution of Respondents Knowing the Risks of Investing in the Moey Market and Capital Market

	Freq	%	Valid %	Cumulative %
Valid Yes	132	84,62	84,62	84,62
Doubtful	19	12,18	12,18	96,80
Don't know	5	3,21	3,21	100,00
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source Processed Data 2022

The results of the descriptive analysis show that most of the respondents already know the risks of investing in the money market and the market as many as 132 people (84.62%), who are hesitant 19 people (12.18%) and don't know 5 people (3.21%) . This shows that most respondents already know the level of risk that will be experienced when investing in the Money Market and Capital Market.

**10). Knowledge of Instrument Types for Money Market and Capital Market Products**

Table 10. Distribution of Respondents Knowing the Types of Money Market

	Freq	Percent	Valid Percent	Cumulative Percent
Valid Shares	98	62,82	62,82	62,82
Bonds	38	24,36	24,36	87,10
Government Securities	17	10,90	10,90	98,08
Comercial Paper	3	1,92	1,92	100,00
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source : Processed Data 2022

The results of the descriptive analysis show that most of the respondents already know the risks

of investing in the money market and the market as many as 132 people (84.62%), who are hesitant 19 people (12.18%) and don't know 5 people (3.21%) . This shows that most respondents already know the level of risk that will be experienced when investing in the Money Market and Capital Market.

**11). Set aside a portion of family income, to save**

Table 11. Distribution of Respondents Setting aside finances to save

	Freq	%	Valid %	Cumulative %
Valid Never	3	1,92	1,92	1,92
Sometimes	5	3,21	3,21	5,13
Always	148	94,87	94,87	100,00
<b>Total</b>	<b>156</b>	<b>100</b>	<b>100</b>	

Source : Processed Data, 2022

The results of the descriptive analysis show that most of the respondents are accustomed to saving by setting aside some of their income. Respondents who always set aside their income to save were 148 people (94.87%), then 5 people or 3.21% who sometimes saved and 3 people (1.92%) who never saved. This shows that most of the respondents are used to setting aside some of their finances for saving.

**12). Have Savings / Investment**

Table 12. Distribution of Respondents Have Savings / Investment

	Freq	%	Valid %	Cumulative %
Valid Savings	137	87,82	87,82	87,82
Current Acc.	0	0,00	0,00	87,82
Deposit	14	8,97	8,97	96,79
Insurance	5	3,21	3,21	100,00
Shares	0	0,00	0,00	
<b>Total</b>	<b>156</b>	<b>100,00</b>	<b>100,00</b>	

Source : Processed Data, 2022

The results of the descriptive analysis showed that most of the respondents were used to saving in the form of savings 137 people (87.82%), time deposits 14 people (8.97%) and insurance as many as 5 people (3.21%), while savings were in the form of current accounts. and stocks, none of the respondents own them yet. This shows that most of the respondents have become accustomed to saving, especially in money market instruments.

**C.Study results**

Based on the results of the analysis of the participants' answers, the following were found:

- a. 76.28% of respondents aged is a group of students
- b. 55.66% of respondents are women
- c. 76.30% of respondents aged 20 years
- d. 83.33% of respondents with a high school education level or equivalent
- e. 40.38% of respondents with a family income level between Rp. 4 million - 6.9 million
- f. 97.44% of respondents who can use a smartphone / computer

- g. 91.67% of respondents make regular monthly payments using m-banking
- h. 91.03% of respondents know and have heard of the money market and capital market
- i. 84.62% of respondents know the level of risk of investing in the money market and capital market
- j. 62.82% of respondents know capital market instruments in the form of shares
- k. 94.87% of respondents set aside some of their money to save in the money market
- l. 87.82% of respondents already have savings.

This shows that most of the data obtained from PKM respondents already know and understand investment products in the money market, while respondents' knowledge in the capital market is very minimal but has high enthusiasm to find out more about the capital market, types of instruments and interact. in the capital market. Furthermore, most of the respondents are technology literate by being able to use smartphones and computers well.

#### A. Implications of the findings

From the implementation of community service and the results of the analysis of the questionnaire given to all participants, the following are known:

1. The management of family finances is mostly carried out in money market instruments, namely savings, while money management in the capital market is still very minimal and even non-existent.
2. Most of the respondents can use high technology such as smartphones or computers
3. Enthusiastic respondents who are generally students of SMK Negeri 10 and SMK Negeri 64 Cawang, East Jakarta or millennial groups are able to use smartphones and computers and have a high willingness to learn and understand the capital market.
4. Family financial management is done by saving and investing by buying gold
5. To increase respondents' knowledge about the capital market, the next thing that needs to be given is to provide knowledge about getting to know capital market instruments, and conducting trading transactions in the capital market.

#### 4. CONCLUSION

The people of Cawang sub-district, East Jakarta, especially students of SMK Negeri 10 and SMK Negeri 64 Cawang, East Jakarta already have a fairly good knowledge of money market instruments, but on the other hand, knowledge about the capital market is still very minimal. However, these students have a good enthusiasm for wanting to know and learn about the capital market and techniques for trading in the capital market, this is supported by the respondent's ability to be able to operate smartphones and computers as the main media for transacting in the capital market.

#### REFERENCES

- Aulia, 2009. *Perencanaan Keuangan Keluarga (Menciptakan Surplus Anggaran Dalam Keuangan Keluarga Anda)*, Yogyakarta, Cakrawala.
- Budisantoso dan Gunanto, (2010), *Cara Gampang Mengelola Keuangan Pribadi dan Keluarga*. Hal 11. Jakarta: PT. Gramedia.
- Budi Gautama Siregar. (2019). *Ibu Rumah Tangga Dalam Manajemen Keuangan Keluarga*
- Handayani, N. (2013). *Cara Sederhana Mengelola Keuangan Keluarga*. *Jurna; Keluarga Sejahtera*. 11 (22), 29-34
- Hidayat, Taufik, (2010), *Financial Planning Mengelola & Merencanakan Keuangan Pribadi dan Keluarga*; Jakarta Selatan, Mediakita
- Martono dan Harjito, Agus.. 2002. *Manajemen Keuangan*. Edisi Pertama. CV.Adipura. Yogyakarta.
- Sutrisno. 2003. *Manajemen Keuangan: Teori, konsep, dan Aplikatif*. Ekonosia. FE UII Yogyakarta.
- Suharno, Edi. 2003. *Coping Strategies dan Keperfungsian Sosial*. Artikel. Aloysiur Gunata Brata. Internet. [Pikiran rakyat.com](http://Pikiranrakyat.com)