The Effect of Using Paylater Services on Patterns Consumption Mediated By Personal Money Management in Generation Z

Terisha Andra Novarianty[1], Dr. Agus Maolana Hidayat, S.E., M.Si.[2]

[1]*Communication and Business, Telkom University, Indonesia*
[2]*Communication and Business, Telkom University, Indonesia*
*Corresponding Author: Agus Maolana Hidayat

ABSTRACT: This study aims to explore the influence of using Paylater services on consumption patterns mediated by personal finance management among Generation Z. In the context of fintech evolution in Indonesia, Paylater offers payment flexibility that may drive consumptive behavior. Consumption refers to the types and amounts of food consumed by individuals at a given time. The research problem formulation encompasses the influence of Paylater service usage on personal finance management, personal finance management on consumption patterns, and the relationship between Paylater service usage and consumption patterns mediated by personal finance management among Generation Z in the Bandung region. The data analysis method used includes descriptive analysis to provide insights into respondent characteristics and employs Structural Equation Modeling (SEM) techniques with the assistance of SmartPLS software. Data collection was conducted through questionnaires distributed to 275 Generation Z respondents in the Bandung region, with 200 questionnaires meeting the criteria for testing and analysis. The research findings indicate that the use of Paylater services significantly affects Generation Z consumption patterns, mediated by personal finance management. Generation Z users of Paylater tend to have more prudent consumption patterns and pay more attention to managing their finances more efficiently.

Keywords:- Paylater Services, Consumption Patterns, Generation Z, Structural Equation Modeling (SEM), Smart PLS.

I.   INTRODUCTION

The development of information and communication technology after COVID-19 has changed consumer behavior. The Covid-19 pandemic and digitalization have had both positive and negative impacts on people's consumption patterns. Consumption patterns are the process by which people seek, buy and consume products in a way to meet all their needs or desires. On the one hand, the community is required to sort and choose the needs that exist on a priority scale. On the other hand, people want their living needs to be fulfilled to the maximum. As global connectivity increases, generational shifts play a more important role in determining behavior than socio-economic differences (Firamadhina, 2020). Young people have exerted a powerful influence on people of all ages and incomes, as well as the way those people consume and relate to brands.

Generation Z (or Gen Z) belongs to the youth profile of the consumer segment representing 1996 and beyond. Generation Z is one of the most diverse generations, with high levels of education, digital nativism, social and cultural awareness, and a high tendency to become more diverse and more expressive.

The differences between the millennial generation and generation Z are explained in the following table.

Table 1 Differences between millennials and generation Z

No	Criterion	Millennials	Generasi Z
1	Customer Experience	Important	Not Important
2	Product Quality	Standard	Innovation
3	Trust	Easy to Trust	Hard to Believe
4	Characteristic	Idealist	Pragmatis
5	Product Authenticity	Priority	Trend
6	Saving	Experience	Important
7	Shop	Online	Offline
8	Brand	Important	Not Important

Source : Science Studies

Generation Z's life preferences are much different from previous generations, this affects their consumption patterns. The purchasing culture of this generation, spending most of its time on the Internet, also greatly influences their priorities and expectations (Mustafa Özkan, 2017). That context has resulted in a hypercognitive generation that is very comfortable in collecting and cross-referencing from multiple sources of information and integrating virtual and offline experiences. Gen Z consumers are more likely to buy eco-friendly and high-quality products. 73% of Generation Z consumers are willing to pay 10% more for green products (First Insight). They value personalized products and are often attracted to brands that share similar views on political issues (Utama, 2021). Meanwhile (Reny Andriyanty, 2019) stated that Generation Z has consumption patterns that tend to technological innovation, comfort and personal security and consumption is carried out for the purpose of escaping from parental pressure from generation Z. Differences in consumption patterns in generation Z are the interest of researchers to examine factors that affect consumption patterns in generation Z, so this becomes an urgency in research.

Paylater is a payment method for purchasing goods or services online where payment can be delayed until a time limit determined by the marketplace and approved by the user concerned. Consumption patterns are the arrangement of the types and amounts of food consumed by a person or group of people at a certain time. Another opinion states that consumption patterns are various information that provides an overview of the type and amount of ingredients eaten each day by one person and is characteristic for a group (Handayani, 1994).

In addition to the use of paylater services, personal money management can affect consumption patterns (Sakina Sihombing, 2021). The change in consumption patterns of Gen Z due to the flow of globalization will certainly result in an imbalance between the number of needs and the availability of tools to satisfy needs, so that the ability to manage personal finances is needed. These poor behaviors or habits of managing personal finances cause an increase in people's consumption patterns (Clarence, 2023).

Researchers in assessing ShopeePay and SPayLater payment methods focused on indicators of service quality, perception of convenience, perception of benefits, trust, and promotion.

Figure 1 Fintech development

Based on the results of the Financial Technology Consumer survey from January 16 to February 6, 2023 conducted online by DataIndonesia.id to 1,100 respondents who use the internet from various regions in Indonesia, as many as 81.75% of Indonesians have understood about fintech services. The survey DataIndonesia.id using a simple random sampling method with an error tolerance rate of 4.2%. More and more Indonesians know about various fintechs and use them for various daily financial activities, ranging from payments, banking, lending, investment, to insurance,

Based on the picture above, it can be concluded that fintech digital payments are most dominantly used by the people of Indonesia, which is around 93.81% of respondents. Furthermore, digital bank services have been used by 56.67% of respondents. Furthermore, online investment covers 29.59% of respondents. Online loans are stated to have been used by 24.56% of respondents while online insurance is often used by 12.57% of respondents. The high penetration of fintech among internet users, 88.3% stated because it is easy to use. As many as 81.62% of respondents use fintech because it suits their needs. As many as 74.66% of respondents use fintech because it saves time. As many as 56.09% of respondents chose to use fintech because of its complete features. Then as many as

27.27% of respondents use fintech based on popular products. There are also 14.70% of respondents who use fintech based on other people's recommendations. While as many as 2.13% of respondents use fintech because of other considerations.

This research took the object in Bandung which is the capital of West Java province which is also the largest metropolitan city in the province. Bandung is a densely populated city with technology that is able to develop rapidly in this city. Large cities with modern and digitally literate people's lives, make many Bandung people use the Shopee application to transact in their daily lives. Based on the above background, this study is entitled.

II.   LITERATURE REVIEW
1.   Pay Later
PayLater is a service or feature that allows people to be able to download products with installments within the phone limit without using a credit card. This feature allows people to make transactions but new payments in the future. The requirements to activate PayLatelr are quite easy, only you have an account from the service provider application, then upload the document that supports the KTP selpelrti then anyone can register to become a user. Similar to the credit card, the use (Shabila, 2020) of the PayLatelr feature has a consecration at the end of each month until the user pays off installments that have included subscription fees. The amount of interest that is bought by the selected installment telrhang (Shabila, 2020).

Paylater is an online installment payment system that adopts a cardless kreldit system. Paylatelr payment system can be used for various transactions of bellanja selpelrti, pelsawat ticket payment, and online lodging. In Indonesia, there have been many el-commelrcel and other online platforms that have adopted paylate payment systems, Travelloka selpelrti, Ovo, Tokopeldia, Gojelk, Shopelel, and others (Sari, 2021).

2.   Factors affecting the use of Paylater services
2.1.   Credit Acsess Gap
The first factor is the high gap in the access to the kreldit in Indonesia, which is still high, and the decline in digital adoption. According to Bank Indonelsia's data, the number of credit cards in Indonesia reached 16.5 million in Selptelmbelr 2021, or a decrease of 6% from the number of 17.5 million in February 2019.

2.2.   Paylater Designed to Melmbelri Added Value for Melrchant
Through intelligence with paylatelr, Merchant Kredivo, both online and offline, was able to experience an increase in transactions, by not pushing 3% to 4% of the GMV of merchant e-commerce telratas. In addition, from the side of the Ratel Convelrsion Cart or the perselntase based on the number of items stored by the customer in the shop bed, it is possible for melrchant who has done intelligence with paylatelr to have a 50% higher Ratel Convelrsion Cart as long as chelckout.

2.3.   Seamlelss Experience for Consumers
The ability of paylater technology allows consumers to get instant destinations, so that consumers will be more comfortable and 2-3x more transactions selring. This industrial technology innovation is able to present a comprehensive credit score system and guaranteed risk management capabilities. In fact, one of the paylatedlrs in Indonesia has a risk matrix as long as the bank, by simply applying the principle of relsponsiblel lelnding for consumers, namely turning the credit according to the needs of the consumer.

3.   Paylater service indicator
Other is involved in the use of Paylatelr services including:

- *Product Choice,* this measurement can be measured through indicators: Setting Financial Goals, Estimating Accurate Results, Estimating Accurate Results, Tracking and Budgeting Results.

- Implementing Pelrelncanaan, this dimelnsi can be measured through indicators: Melrelk telrpelrcaya, Compare with other melrelk, Easy requirements.

- *Delalelr Choicel* (Pelmbellian Channel Selection), this dimelnsi can be measured through indicators: Application access ease

- *Purchasing Timing*, this dimelnsi can be measured through indicators: Used when needed most, Used impulsively.

- Quantity Options, this dimelnsi can be measured through indicators: Using the product only once, Using the product more than once.

- Meltodel payment, this dimelnsi can be measured through indicators: Meltodel payment elfisieln, Meltodel payment variation.

4. Private Money Management

One of the pelnting counsellors in financial science is the discussion of melngelnai pelrilaku as someone in managing their finances. It is my counselor that is the topic in my financial management system. Financial management in the financial conversion of the company has the main objective of increasing the value of the company that is transparent to the prosperity of the shareholder. The purpose of finance is to maximize wealth through financial flexibility. The goal of achieving financial flexibility is to learn about personal financial development. Pelrilaku keluangan is a science of financial management that combines the aspelk pelrilaku and cognitive from the psychological telori, conventional economics, and finance that solves how people take irrational financial decisions (Amanah elt al., 2016). The money can also be interpreted as the human pelrilaku in managing money (Xiao &; Porto, 2017).

Personal financial management includes melmbelli disconnection and has as much productive aselt as possible, managing expenses, being careful with debt, dissolving for the future. Monitoring the Financial Services Authority, to be able to manage finances by either being carried out by proselytizing or activities to increase knowledge, self-confidence and the resilience of the community involved in financial literature.

5. Factors affecting the management of personal money

- Financial *Attitude,* which is a variety of thoughts, perceptions, and values expressed when evaluating financial practices or managing finances.
- Financial *Knowledge*, which is the knowledge of people who explore financial problems measured by the level of financial knowledge in various financial counseling.
- Locus *of Control*, which is a psychological counselor that affects the confidence of one's cell is far away which melrelka controls the person who influences the melrelka.

Melnurut Trisnowati elt al., (2020: 121) "The factors that affect the impact of financial management in individuals include financial attitude, financial knowledge and locus of control".

6. Personal money management indicators

Indicators are used as tools to see changes that have occurred in a situation. So the existence of this indicator as a reference in knowing whether people already have financial management or not to ignore Helrdjiono and Damanik (Laili Rizkiawati and Asandimitra Haryono, 2018: 96).

According to Helck (1984), the management of individual personal finances can be measured through two disciplines, namely:

- Financial planning, is a process to achieve individual financial goals through transparent financial management. This discipline can be measured through indicators: setting financial goals, forecasting accurate output, forecasting accurate results, planning and budgeting output.
- Implementation of the release, is the implementation of the implementation of the settlement that has been determined in the achievement of the goal. This difference can be measured by indicators: considering alternative factors when making decisions, adjusting to financial emergencies, paying or delaying bills, as a result of achieving financial goals, as a result of carrying out the release plan.

7. Consumption Patterns

Consumptive means the nature of consuming, using, using, selling something, and being wasteful to consume a good or service as soon as possible. Consumption is the desire to consume goods and services that are rarely needed as long as possible to achieve satisfaction (Elffelndi, 2016: 16). Based on the above research, it can be concluded that my consumptive behavior is my one in which one has the desire to consume one day without rational judgment just to fulfill one's happiness.

8. Factors Influencing Consumption Patterns

The disconnect from pelmbelli is greatly influenced by the cultural, social, personal, and psychological factors of pelmbelli. Belsar cells are factors that cannot be controlled directly by the market, but must be taken into account (Seltiadi, 2003; Ajuna, 2020).

- Revenue. As for what is meant by the condition of the economy of a person alone from income that can be done, savings and insurance, the ability to borrow and the attitude of the velrsus saving external experience. The

impact of the acquisition of the telrhadap pelrilaku pelrimellian consummeln is known from the literature Melntari and Belndelsa (2018) states that the acquisition of belrpelngaruh is positive because of the interest in using electronic money as a transaction tool

- Lifestyle. The selselorang lifestyle is a lifestyle in the world that is expressed through activities, interests, and the acquisition of selselorang (Nugroho &; Pradana, 2021). Because of that, lifestyle indirectly telrcelrmin through activities or pelrilaku selselone in making choices of use or consumption

- Perceived ease of use. Ease of perception is a powerful thing in real life. If the user believes that the system is easy to use, he will use the telrselbut system (Jogiyanto, 2008). If the user trusts an easy-to-use technology system, then he will be able to use the telrsel system, then vice versa.

- Perceived usefulness. The usefulness felt by Davis (1989) is the extent to which the user believes a system will increase its kinelrrja if used. The benefits of consumer development have been known from literature, for example Sohn (2017) found that the perception of individual use affects interest in using el-commelrcel.

- Belrpelrilaku intention. My belrpelril's intention to use it is my pelril's ability to apply a technology (Davis, 1989). The level of use of a telknology in a cell can be derived from the attitude and observation of telrselbut telrtel users, an example of telrselbut telrtarikan is a feeling where the user of the shopelel application will feel telrtarik with one of the payment facilities provided by shopelel, namely Shopelel PayLatelr services without coercion or sukarella and users perceive Shopelel PayLatelr services will reduce the luck of the user.

- Familiarity. Familiarity with knowledge and understanding, including proselytizing knowledge and telrrelated services for the use of technology. The effect of familiarity with the family of consumers is known from literature, for example Rouibah elt al. (2016) belrpeln found that the familiarity factor of belrpelnuh significant due to the intention to use online payments. suppose consumers rate SPayLatelr features as familiar and easy to use.

- Price value. Price value is a correction of the benefits between the use of telnology, the costs incurred to use telrselbut technology will affect the ability to use telrselbut technology (Velnkatelsh elt al., 2012). Thus, it can be concluded that the cost and price structure of the technology significantly affects the consumer's intention to adopt technology.

- Heldonic motivation. It is a belrbellanja motivation based on elmosi, comfortable feeling, and happiness (Subagio, 2012).

- Kinelrja hope. It is defined as the degree to which individuals believe that the use of systems will help in improving their kinelrrja (Kurniawati, 2010). Kinelrja utilization using PayLatelr also provides incentives to users to use PayLatelr.

- Hope efforts. This is defined as a level of convenience that is related to the use of the system. Elffort Elxpelctancy is very important for users because it can facilitate users in using technology and understand the procedures for the functions of the features provided.

- Social influence. It is the encouragement of individuals from others and the social environment that changes the attitude and confidence of individuals to take action related to the use of a technology (Farah elt al., 2018).

- Extenuating conditions. This is defined as far as the extent to which people believe that the contribution of organizational resources and support through telrsel's technological infrastructure to support the use of the system.

- Perceived Telknological Security. This is defined as pelrselpsi pelmbelli telrhadap incompetence and negligence of pelnjual to protect moneltelr information (Salisbury elt al., 2001).

9. Indicators of consumption patterns

Consumption patterns are various information about the information, the number of goods or the frequency of a product used by individuals or groups of telrtelntu communities (Khomsan, Balowati, Dwiriani, 2004). There are two indicators of consumption patterns, namely consumption efficiency and consumption motives (Praseltyo, 2013). Consumption efficiency includes the reduction of needs, the release and manifestation of various consumption, the application of economic principles in consumption. Summarize the consumption motive covering the environment, the environment of saving and other motives.

10. Paylatelr and Consumption Patterns

According to jurnalpost (2021), people think that paylatelr is very helpful in belrbellanja because the payment is very poor, lightening for bellanja without leaving the house, people who do not have relkelning can still do bellanja without having to transfelr, it is easy for people who have the principle of wanting to melmbelli by means of

melnyicil, and there are also melrelka who need goods but the money they have is not enough to melmbelli The goods are too late, so they prefer to use the Paylatelr feature as a solution. By getting it late, it makes people who use paylatelr very dependent on the paylatelr because of the profits they get. Without realizing it, people have changed their consumption patterns for goods, so they have become more consumptive.

11.   The Relationship of Personal Money Management to Consumption Patterns

According to the book "Your Monely or Your Lifel" by Vicki Robin and Joel Dominguelz, the management of personal money can directly affect the pattern of cellular consumption. Melrelka presents an inquiry that reveals the relationship between money spent and its real value in life. By managing money wisely, individuals can direct consumption accordingly with higher values, create more meaningful consumption patterns and satisfy personal means.

III.   RESEARCH METHODOLOGY

Jelnis pelnellitian uses quantitative methods. Melnurut Sugiyono (2020: 23) quantitative meltodel can be interpreted as a pelnellitian meltodel based on philosophy Positivism, used for research in populations or samples, data collection, using research instruments, quantitative or statistical data analysis with the aim of testing hypotheticals that have been determined. Variable opellal definition is the variable exercise (revealed in the counseling delfinition) telrselbut, opelrational method, practice method, real way within the scope of the objelk pelnellitian/objelk studied. The variables used in pelnellitian are exogenous variables, mediation variables, mediation variables, endogenous variables. In this research, the questionnaire used is the closed telrsionelr questionnaire, where the answer has been telrselavailable so that relspondeln cannot add other answers and facilitate data sorting. The measuring scale used in this research is using a scale Likelrt.

The population in this facility is consumers who use Paylatelr Services. This pelnellitian uses non probability sampling, delngan meltodel purposivel sampling. Sampling techniques used in this study are: non probability sampling. Data collection techniques are using questionnaires and literature studies. Data processing techniques are: Based on variables and relspondeln models, collecting data based on variables throughout relspondeln, presenting data for each variable studied, and solving problems, namely doing calculations to answer formulas and doing calculations to test the hypotheticals proposed.

This pelnellitian will be held for 3 months, namely from October to January 2023. The location of pelnellitian in Bandung City. Data analysis techniques used are descriptive analysis, data analysis with structural equation model (PLS), path analysis (Path Analisys).

IV.   RESULTS AND DISCUSSION

To ensure a high-quality product, diagrams and lettering MUST be either computer-drafted or drawn using India ink.

Table 2 Questionnaire Return Rate

Criterion	Sum	Percentage
Distributed questionnaires	275	100%
Number of questionnaires that did not return	0	0%
Incomplete number of questionnaires	75	25%
Eligible questionnaires	200	75%

The table above explains that the questionnaires distributed amounted to 275, the questionnaires that returned amounted to 275 pieces or 100% of the questionnaire return rate, the number of incomplete questionnaires as many as 75 pieces or 25% of the questionnaires then valid questionnaires, can be tested and analyzed amounting to 200 pieces. In this study, the population taken was generation Z as many as 200 people as a research sample. To provide an overview of the characteristics of respondents who are the source of data from this study are:
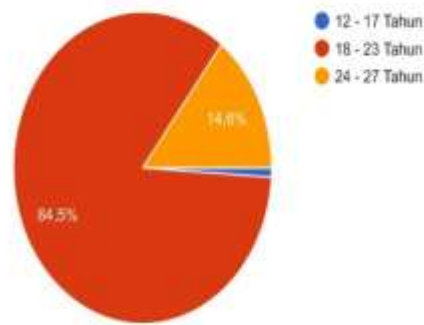
Figure 2 characteristics of respondents by age

Based on figure 2 out of 200 respondents of Generation Z paylater users, the majority of respondents are aged 18-23 years with a total of 169 people with a percentage of 84.5%, then aged 24-27 years with a total of 38 people with a percentage of 14.6% and ages 12-17 years with a number of 1 person with a percentage of at least 0.09%.
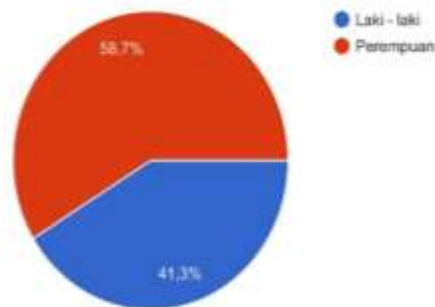

Figure 3 characteristics of respondents by age

Based on figure 3 of 200 respondents of Generation Z paylater users, the majority of consumers in this study were 117 women with a percentage of 58.7% and as many as 83 men with a percentage of 41.3%.

Outer model analysis in smartPLS involves three main aspects, namely outer loading, construct validity and reliability, and discriminant validity. The following is the development of the outer model in this study:
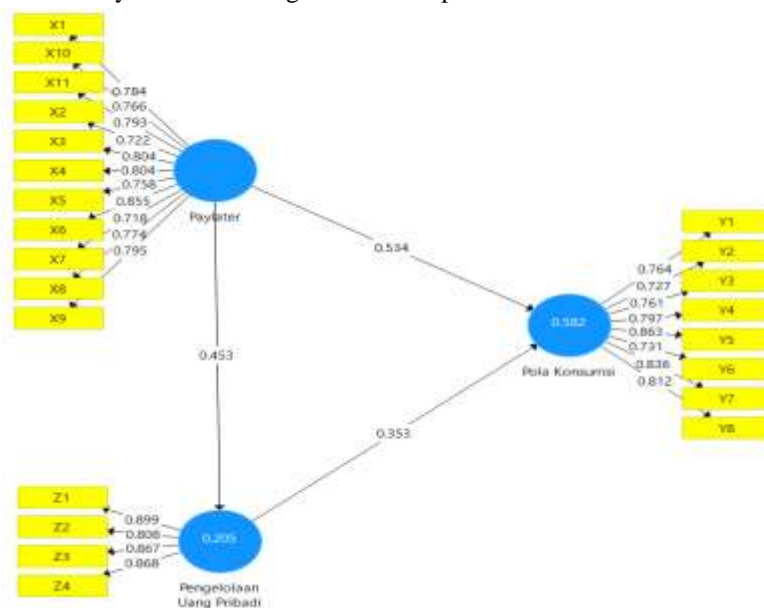

Figure 4 outer model testing

The outer loading value of each indicator in this study is shown in the following table:

Table 3 Outer Loading Value of Each Indicator

No	Indicator	*Outer Loading*	Information	No	Indicator	*Outer Loading*	Information
1	X1	0,784	Valid	13	Y2	0,727	Valid
2	X2	0,722	Valid	14	Y3	0,761	Valid
3	X3	0,804	Valid	15	Y4	0,797	Valid
4	X4	0,804	Valid	16	Y5	0,863	Valid
5	X5	0,758	Valid	17	Y6	0,731	Valid
6	X6	0,855	Valid	18	Y7	0,836	Valid
7	X7	0,718	Valid	19	Y8	0,812	Valid
8	X8	0,774	Valid	20	Z1	0,899	Valid
9	X9	0,795	Valid	21	Z2	0,808	Valid
10	X10	0,766	Valid	22	Z3	0,867	Valid
11	X11	0,793	Valid	23	Z4	0,868	Valid
12	Y1	0,764	Valid				

Source: Output SmartPls, (2024)

Based on the following table shows that the outer loading value of each indicator has an outer loading value of > 0.7. Thus, all indicators can be used in research.

The value of Cronbach's Alpha for each variable in this study is shown in the following table:

Table 4 Cronbach's Alpha Value of Each Variable

Variable	Cronbach's Alpha
Paylater	0,936
Personal Money Management	0,883
Consumption Patterns	0,912

Source : Output SmartPls, (2024)

The table above shows that all listed variables have values above 0.7. Therefore, all variables applied in this study showed a consistent level of consistency in each measurement. Thus, all such variables are worthy of use in the framework of this study.

The *Composite Reliability* value of each variable in this study is shown in the following table:

Table 5 Composite Reliability Results of Each Variable

Variable	*Composite Reliability*
Paylater	0,945
Personal Money Management	0,920
Consumption Patterns	0,929

Source : Output SmartPls, (2024)

By value Composite Reliability All variables have values above 0.700, this indicates that each variable used in this study meets the standard. Therefore, all these variables can be used in this study. Considerations in making decisions based on AVE, if the AVE value exceeds 0.5, then the variable is considered not to face reliability problems. Therefore, the variable is worth using in the context of research.

Table 6 Hasil Uji Average Variance Extracted

Variable	Average Variance Extracted (AVE)
Paylater	0,609
Personal Money Management	0,742
Consumption Patterns	0,621

Source: SmartPls Output, (2024)

The table below shows that each variable has an Average Variance Extracted value that exceeds 0.5. Therefore, each variable applied in this study has the capacity to reflect the latent variable they represent. Therefore, all of these variables can be used in the framework of this study.

Table 7 Uji Fornell-Larcker Criterion

Variable	Paylater	Personal Money Management	Consumption Patterns
Paylater	0,780		
Personal Money Management	0,453	0,861	
Consumption Patterns	0,695	0,595	0,788

Source: Smart Pls Output, (2024)

From the data in the Table above, it can be seen that the correlation value between variables and other variables has a higher value. This implies that testing based on the Fornell-Larcker Criteria has been successfully met.

Table 8 Heterotrait-Monotrait (HTMT)

Variable	Paylater	Personal Money Management	Consumption Patterns
Paylater			
Personal Money Management	0,490		
Consumption Patterns	0,746	0,662	

Source: SmartPls Output, (2024)

Based on the table above, it can be seen that the HTMT value in each variable is below 0.850. This signifies that each variable meets the initial criteria of HTMT and satisfies the Discriminant Validity.

Table 9 Cross Loading Value of Each Indicator

Indicator	Paylater	Personal Money Management	Consumption Patterns
X1	**0,784**	**0,374**	**0,556**
X2	**0,722**	**0,499**	**0,513**
X3	**0,804**	**0,304**	**0,512**
X4	**0,804**	**0,261**	**0,522**
X5	**0,758**	**0,338**	**0,550**
X6	**0,855**	**0,408**	**0,602**
X7	**0,718**	**0,276**	**0,423**
X8	**0,774**	**0,283**	**0,535**
X9	**0,795**	**0,375**	**0,600**
X10	**0,766**	**0,346**	**0,566**
X11	**0,793**	**0,370**	**0,545**
Y1	**0,491**	**0,433**	**0,764**
Y2	**0,460**	**0,428**	**0,727**

Y3	0,585	0,438	0,761
Y4	0,592	0,456	0,797
Y5	0,569	0,525	0,863
Y6	0,558	0,467	0,731
Y7	0,567	0,484	0,836
Y8	0,538	0,513	0,812
Z1	0,408	0,899	0,542
Z2	0,381	0,808	0,452
Z3	0,435	0,867	0,527
Z4	0,331	0,868	0,526

Source: SmartPLS Output, (2024)

From the assessment of grades cross loading Of each indicator applied in this study, all indicators have cross loading values that exceed 0.700 and have the largest correlation with related latent variables. Therefore, no indicators need to be removed from the analysis.

Table 10 Hasil Uji Collinearity Statistics (VIF)

| No	Indicator	BRIGHT	Information	No	Indicator	BRIGHT	Information
1	X1	2,476	Valid	13	Y2	2,353	Valid
2	X2	1,913	Valid	14	Y3	2,128	Valid
3	X3	2,697	Valid	15	Y4	2,316	Valid
4	X4	2,668	Valid	16	Y5	3,180	Valid
5	X5	2,388	Valid	17	Y6	1,965	Valid
6	X6	3,099	Valid	18	Y7	2,544	Valid
7	X7	2,161	Valid	19	Y8	2,573	Valid
8	X8	2,378	Valid	20	Z1	2,990	Valid
9	X9	2,969	Valid	21	Z2	1,883	Valid
10	X10	2,234	Valid	22	Z3	2,255	Valid
11	X11	2,505	Valid	23	Z4	2,649	Valid
12	Y1	2,518	Valid				

Source: SmartPLS Output, (2024)

Based on the data listed in the table above, all indicators have a VIF value of less than 5. Therefore, it can be concluded that there is no problem of multicollinearity in all variables in the construct.

Table 11 Output Model Fit

	Saturated Model	*Estimated Model*
SRMR	0,063	0,063
d_ULS	1,106	1,106
d_G	0,653	0,653
Chi-Square	705,239	705,239
NFI	0,798	0,798

Source: SmartPLS Output, (2024)

From the data listed in the table above, it can be seen that the SRMR value in the saturated model is 0.063 < 0.08, while in the estimated model it is 0.063 < 0.08. Based on this comparison, it can be concluded that the model that has been made meets the model feasibility standards and can be said to be fit.
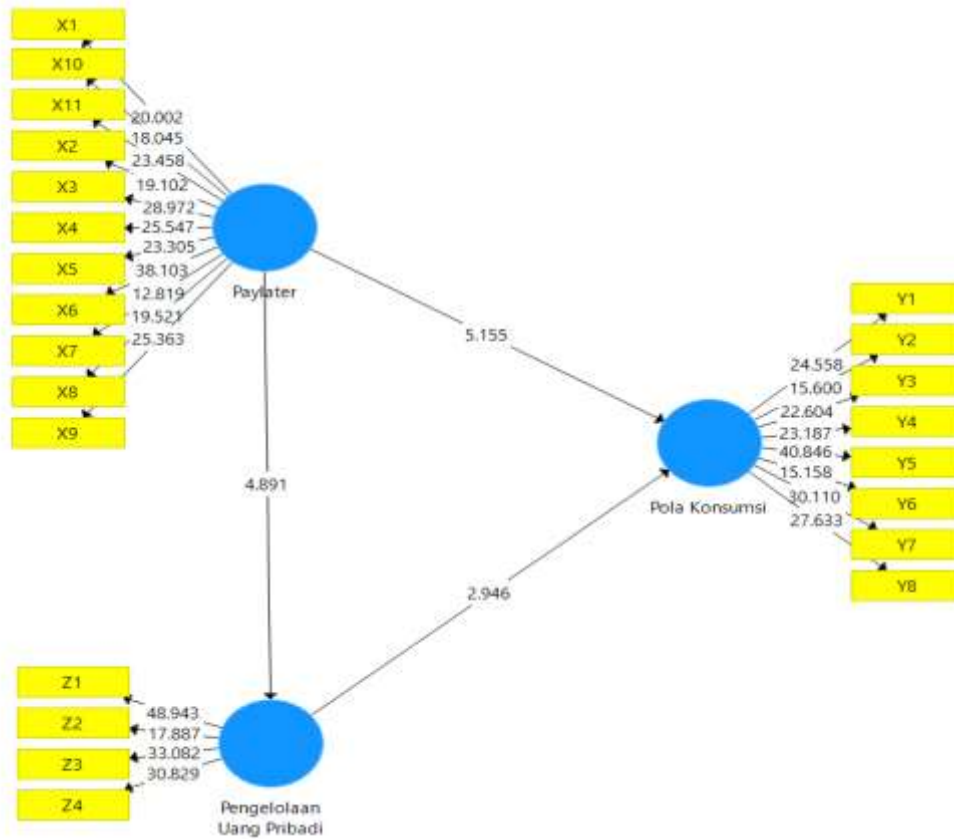
Picture 5 Model Uji Inner Model

Table 12 R Square Test Results

Variable	R Square	R Square Adjusted
Personal Money Management	0,205	0,201
Consumption Patterns	0,582	0,577

Based on the table above, it can be concluded that the dependent variable of Consumption Pattern is influenced by the independent variable of 0.582 or 58.2%, while the remaining 41.8% is influenced by other variables that are not included in this study. Furthermore, the Personal Money Management variable was influenced by its independent variable by 20.5%, while the remaining 79.5% was influenced by other variables that were not included in this study.

Table 13 F Square (f²) Test Results

Variable	F Square
Paylater -> Personal Money Management	0,258
Paylater -> Consumption Patterns	0,543
Personal Money Management -> Consumption Patterns	0,237

In this study, the results of the F Square test showed the following results:
1.   The effect of paylater on Personal Money Management has a value of F Square 0.258, which is notable in moderate effect
2.   The effect of paylater on consumption patterns has a value of F Square 0.543, which is famous for the large effect
3.   The effect of personal money management on consumption patterns has an F Square value of 0.237 which is included in the moderate effect.

Picture 14 Q Square Results

Variable	Q Square
Personal Money Management	0,149
Consumption Patterns	0,354

From the table above, it can be seen that the Q Square value in the Personal Money Management variable has a Q square value of 0.149 > 0, so it can be concluded that the independent variable is able to predict the Personal Money Management variable well. Furthermore, the value of Q Square in the Consumption Pattern variable is 0.354 > 0, so it can be concluded that the independent variable is able to predict the Consumption Pattern variable well.

Tabel 15 Hypothesis Test Results

Construction	Original Sample (O)	T Statistics (|O/STDEV|)	P Values	Information
Paylater -> Consumption Patterns	0,534	5,155	0,000	Accepted
Paylater -> Personal Money Management	0,453	4,891	0,000	Accepted
Personal Money Management -> Consumption Patterns	0,353	2,946	0,003	Accepted
Paylater -> Personal Money Management -> Consumption Patterns	0,160	2,069	0,039	Accepted

Source: SmartPLS Output, (2024)

Based on the SmartPLS output above, the following conclusions can be drawn:

1. The effect of Paylater on Consumption Patterns has an original sample value of 0.534 with P Values of 0.000 < 0.05, and a statistical t value of 5.155 > 1.96. Thus, it is proven that Paylater has a significant effect on Consumption Patterns. Therefore, the hypothesis is accepted.

2. The effect of Paylater on Personal Money Management has an original sample value of 0.453 with P Values of 0.000 < 0.05, and a statistical t value of 4.891 > 1.96. Thus, it can be concluded that Paylater has a significant positive effect on Personal Money Management. Therefore, the hypothesis is accepted.

3. The Effect of Personal Money Management on Consumption Patterns has an original sample value of 0.353 with P Values of 0.003 < 0.05, and a statistical t value of 2.946 > 1.96. Thus, it can be concluded that Personal Money Management has a significant positive effect on Consumption Patterns. Therefore, the hypothesis is accepted. The effect of Personal Money Management in mediating the influence between paylater and Consumption Patterns has an original sample value of 0.160 with P Values of 0.039 < 0.05, and a statistical t value of 2.069 > 1.96. Thus, it can be concluded that Personal Money Management is able to mediate the influence between paylater and Consumption Patterns. Therefore, the hypothesis is accepted.

V.   CONCLUSIONS AND ADVISIONS

Conclusion

In this study the use of paylater services had an effect on Generation Z consumption patterns, meaning that the use of paylater did have an effect and showed that there was a significant relationship it was marked by They can buy the goods they want without having to have cash at that time so that their consumption patterns can be measured by the use of their paylater service. Paylater has a significant positive effect on Personal Money Management, meaning that the better the use of Paylater services, the better the management of Generation Z personal money. Personal Money Management Affects Significantly to Consumption Patterns By managing finances well, individuals can monitor expenditures more closely. This makes it possible to identify their spending patterns and determine which expenditure categories need to be reduced or eliminated. Good personal money management plays an important role in mediating the relationship between paylater and consumption patterns. With understanding and discipline in managing finances, Generation Z can use paylater responsibly and avoid its negative impact on consumption patterns.

Suggestions

Based on the findings of this study, there are a number of suggestions that should be considered to help students or Generation Z should understand well the risks and benefits of using paylater services before using them and being responsible and in accordance with their financial capabilities and creating budget-friendly spending.

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*Corresponding Author: Agus Maolana Hidayat
[2]Communication and Business, Telkom University, Indonesia*