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Financial Literacy: A Vision for the Future

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The growing importance of financial literacy

A new economic landscape

Major changes that increase individuals' responsibility for their financial well-being

- **Changes in the pension system**
 - Traditional welfare system is weakening
- **Changes in labor markets**
 - More flexibility – workers change jobs often
 - Divergence in wages – skills are critical
- **Changes in financial markets**
 - Greater complexity of financial products
 - More opportunities to invest and to borrow



Changes in the pension landscape

Individuals make many decisions

- **How much to save for retirement**
 - Incentivized by employer or the government
- **How to invest retirement wealth**
 - Returns and fees matter a great deal over a long horizon
- **How to transfer pensions from job to job**
 - Labor mobility; people change jobs often
- **How and when to withdraw retirement wealth**
- **How to meet other needs**
 - Saving for emergencies, children, buying a house..



Financial literacy: A vision for the future

Looking ahead

1. Like pension, financial literacy is about the future
2. We need a *vision for the future*



3. Long-term issues cannot be solved with short-term solutions
4. Need to make the changes required by a changing world

The approach of financial literacy

Three elements

- Put the individual at the center (this is how the world is changing)
 - Empowerment, of which knowledge is a crucial component
 - Happiness of the individual
- Focus not just on the present but also the future
 - Most financial decisions are about the future
- Study the consequences
 - How much does financial literacy matter?

The approach of financial literacy

The building blocks

- Measuring financial literacy
 - Where are we?
- Assessing its effects
 - How are we doing?
- Preparing for the future
 - How to move forward

Financial literacy: A global perspective

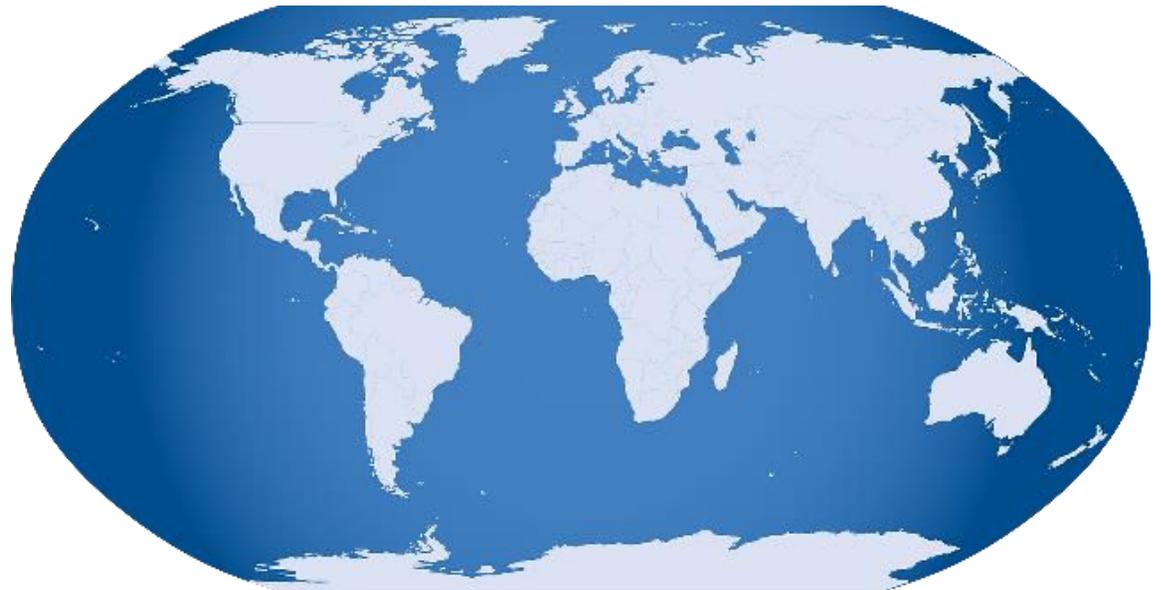
A journey

1. Data across a set of countries
2. New international data on the young
 - 2012 PISA Financial Literacy Assessment
3. 2014 S&P Global Financial Literacy Survey

Financial Literacy around the World (FLAT World)

Evidence from national surveys in 15 countries:

- ❖ USA
- ❖ The Netherlands
- ❖ Germany
- ❖ Italy
- ❖ Russia
- ❖ Sweden
- ❖ New Zealand
- ❖ Japan
- ❖ Australia
- ❖ France
- ❖ Switzerland
- ❖ Chile
- ❖ Romania
- ❖ Canada
- ❖ Finland



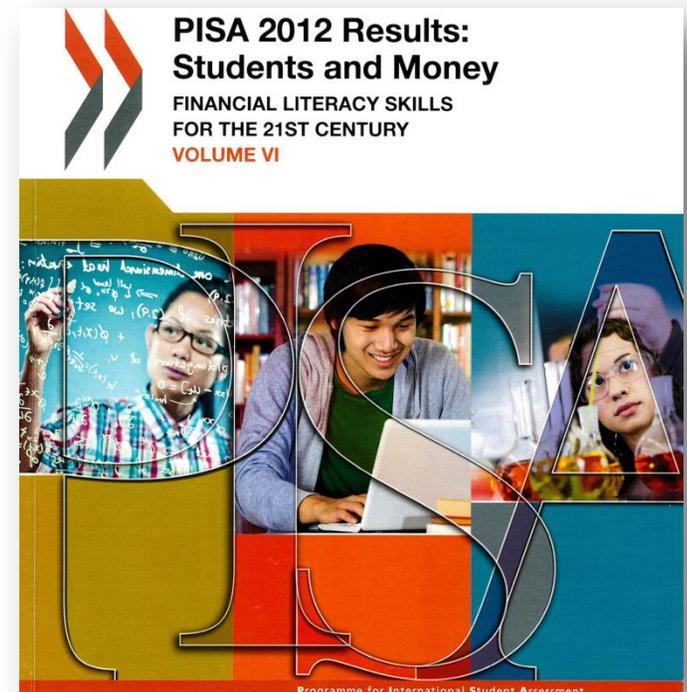
Programme for International Student Assessment (PISA)

Measuring financial literacy among the young

- This is the first large-scale international study to assess the financial literacy of 15-year-old students
- 18 countries-economies participated in the 2012 Financial Literacy Assessment

The countries-economies are:

Australia, Belgium (Flemish Community), Shanghai-China, Colombia, Croatia, Czech Republic, Estonia, France, Israel, Italy, Latvia, New Zealand, Poland, Russia, Slovak Republic, Slovenia, Spain, and the United States



Data on financial literacy around the world

- *The S&P Global FinLit Survey* is the largest, most comprehensive measure of financial literacy, interviewing more than 150,000 adults in over 140 countries.



GALLUP



Measuring financial literacy (FLAT World)

The approach of financial literacy

- Long term view (life-cycle) of saving
- Portfolio choice

Concepts:

- *Interest compounding*
- *Inflation*
- *Risk diversification*

These theories/concepts apply everywhere, see work of Nobel Prize economists Franco Modigliani and Angus Deaton

Measuring financial literacy: Big Three

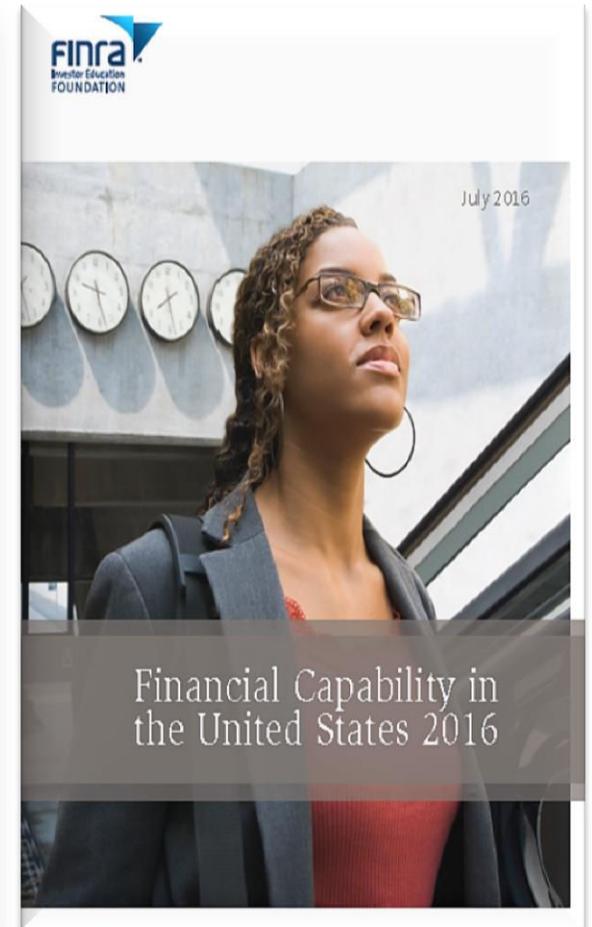
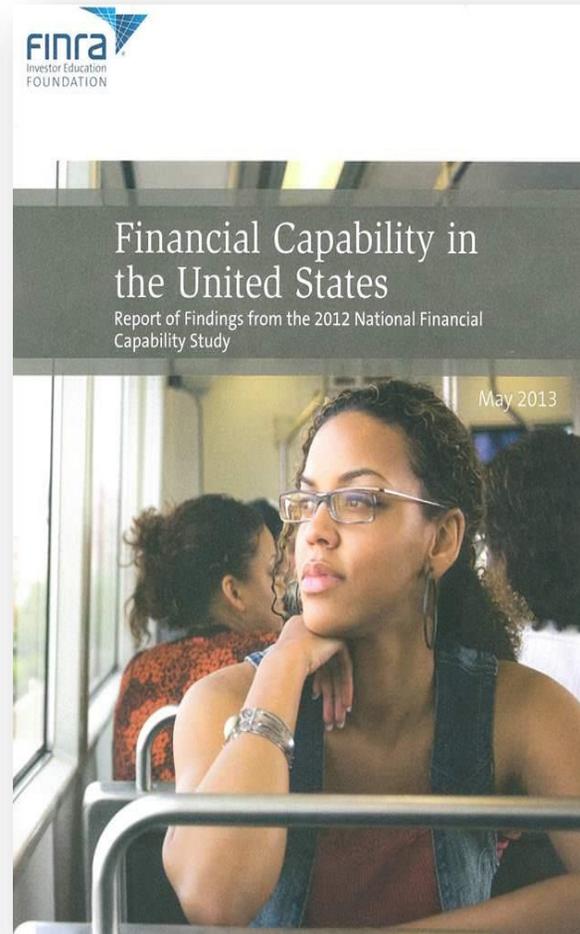
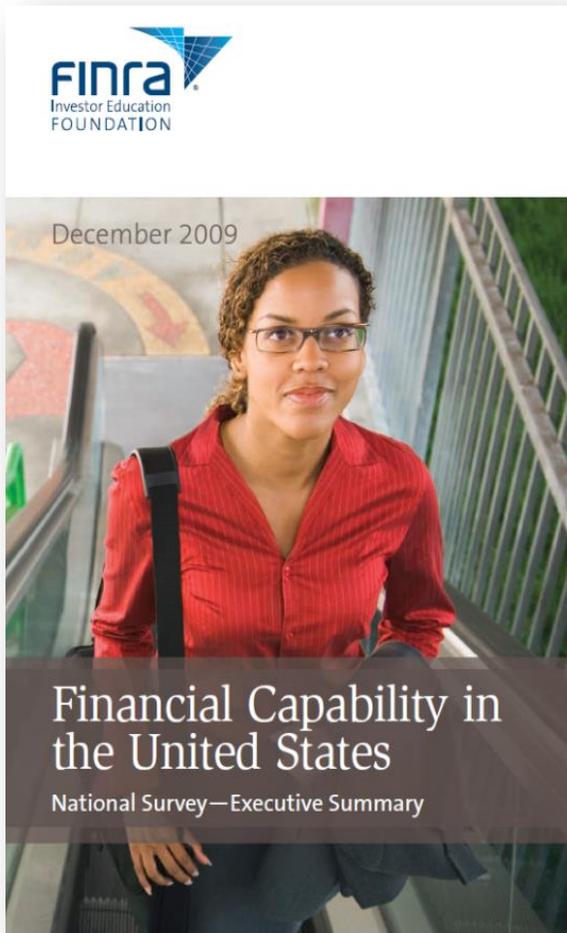
1. “Suppose you had \$100 in a savings account and the interest rate was 2% per year. After 5 years, how much do you think you would have in the account if you left the money to grow?”

 - Exactly \$102
 - Less than \$102
 - Don't know
 - Refuse
2. “Imagine that the interest rate on your savings account was 1% per year and inflation was 2% per year. After 1 year, with the money in this account, would you be able to buy...”

 - More than today
 - Exactly the same as today
 - Less than today
 - Don't know
 - Refuse to answer
3. “Do you think the following statement is true or false? *Buying a single company stock usually provides a safer return than a stock mutual fund.*”

 - True
 - False
 - Don't know
 - Refuse to answer

Collecting data : The 2009 & 2012 National Financial Capability Study. The 2015 was released on July 12, 2016 at GFLEC



Similar findings across 15 countries: The World is *Flat*

- **Financial illiteracy is widespread in the population**
 - ◆ Less than half of the population can answer three basic questions
- **Risk diversification is most difficult concept**
 - ◆ Similar pattern of response across countries
 - ◆ Prevalence of “do not know” answers
- **Some groups are more vulnerable**
 - ◆ The young, the old, women, those with low income and education

The S&P Global FinLit Survey



The survey covers four topics:

- **Numeracy**
- **Interest compounding**
- **Inflation**
- **Risk diversification**

Being financially literate:

How many can answer 3 out of these 4 topics correctly

Report describing major findings

Financial Literacy Around the World:

**INSIGHTS FROM THE STANDARD & POOR'S
RATINGS SERVICES GLOBAL FINANCIAL
LITERACY SURVEY**

Leora Klapper,
World Bank Development Research Group

Annamaria Lusardi,
The George Washington University School of Business

Peter van Oudheusden,
World Bank Development Research Group



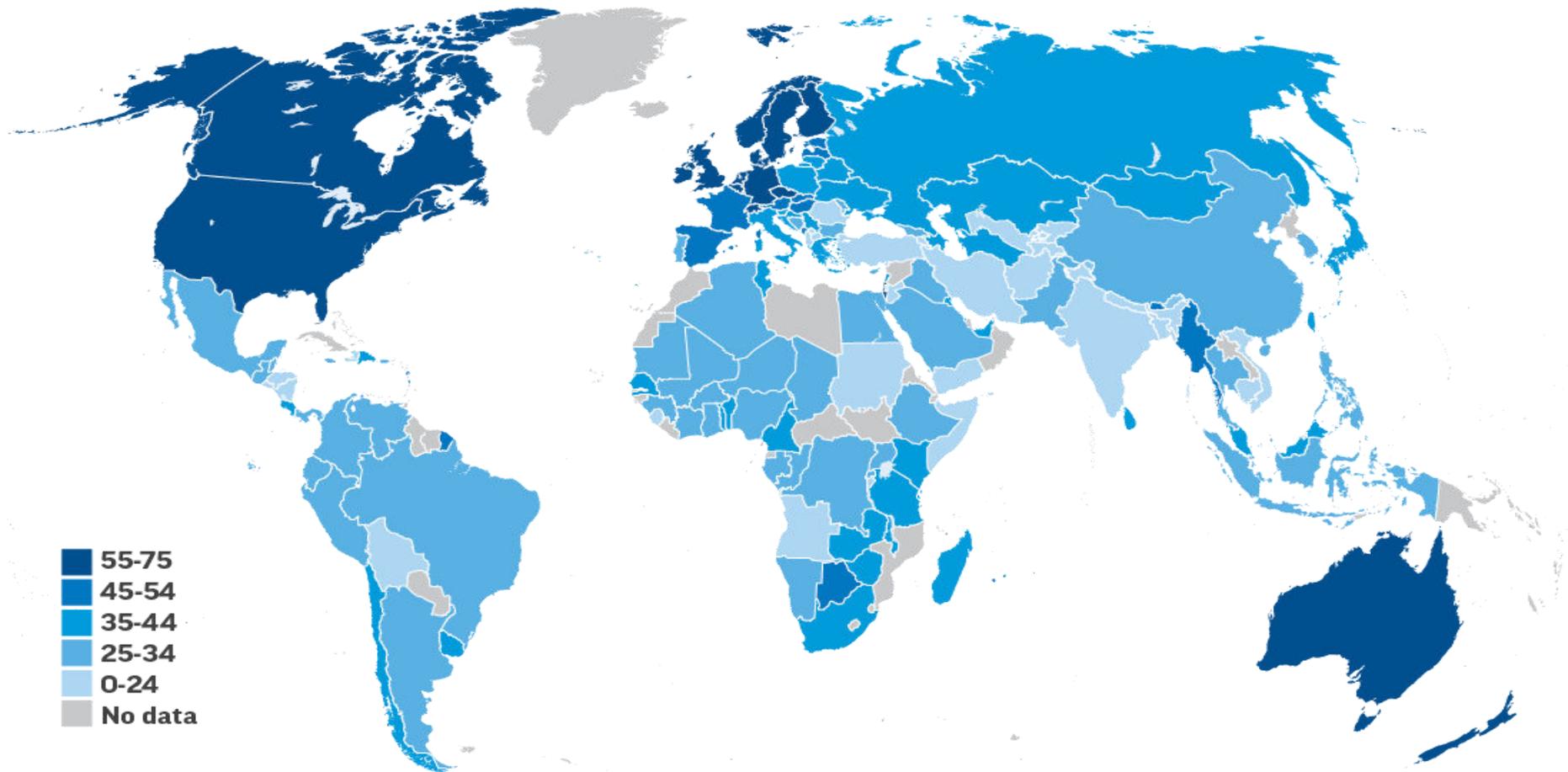
**The report describes both
financial literacy and
measures of financial
inclusion**

**We did several country
reports as well**

Financial literacy globally

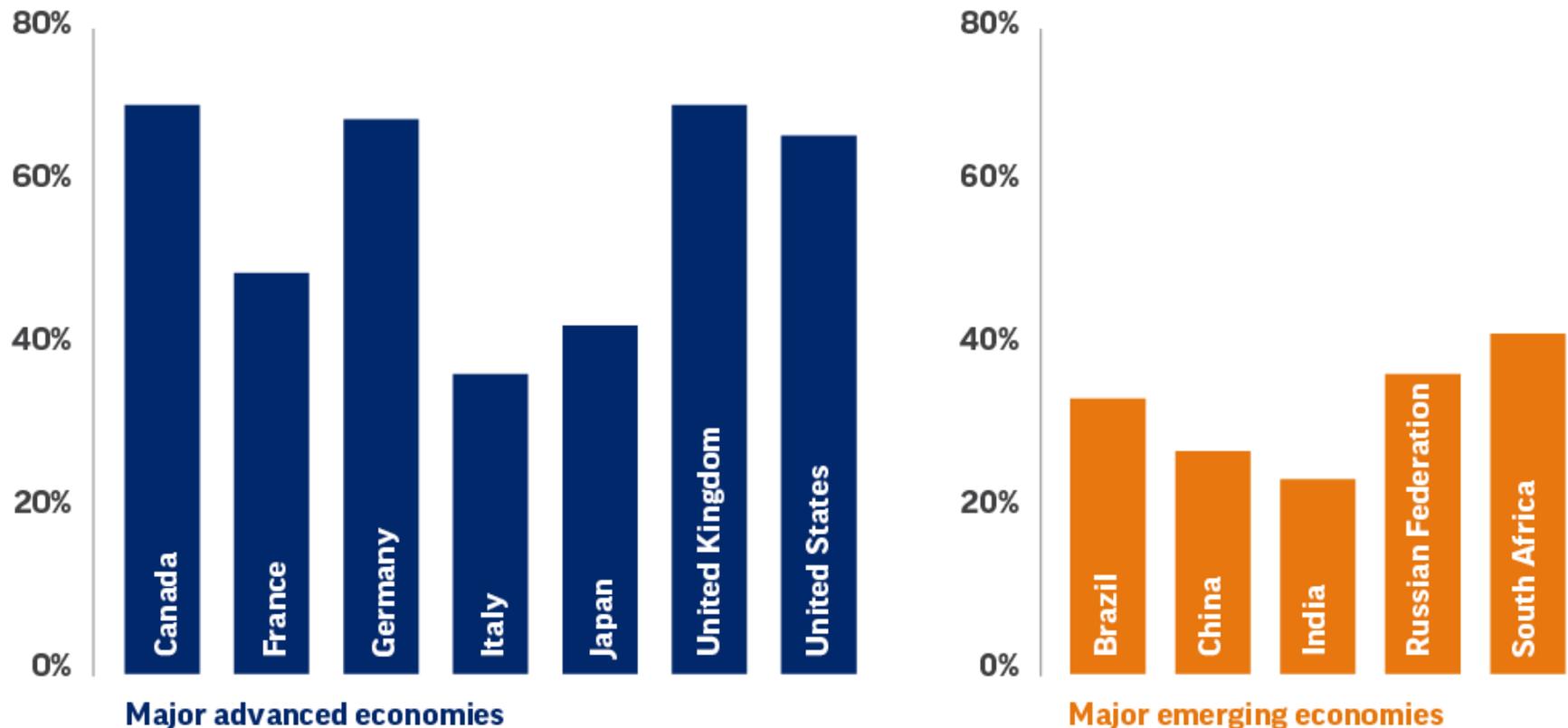
(Data: S&P Global Finlit Survey)

Percentage of adults who are financially literate



Only 1 in 3 adults worldwide are financially literate
(correctly answered 3 out of 4 topics)

Financial literacy in major advanced (G7) and emerging (BRICS) economies



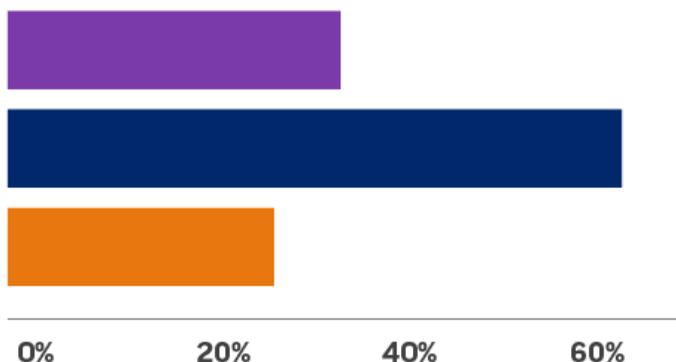
Source: S&P Global FinLit Survey

- 32% of Mexicans are financially literate
- This percentage is below those of the G7 but higher than in some BRICS countries

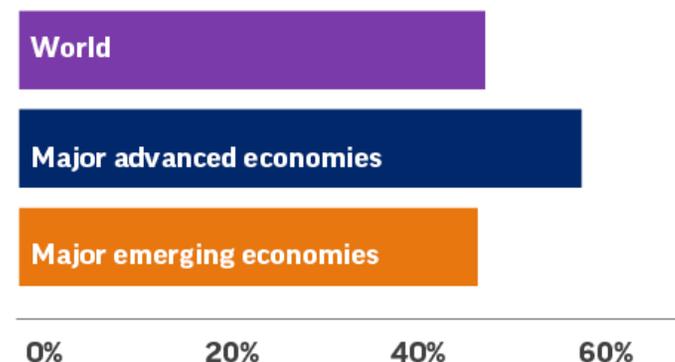
Financial literacy around the world: Which topics do people know?

% of adults who are financially literate

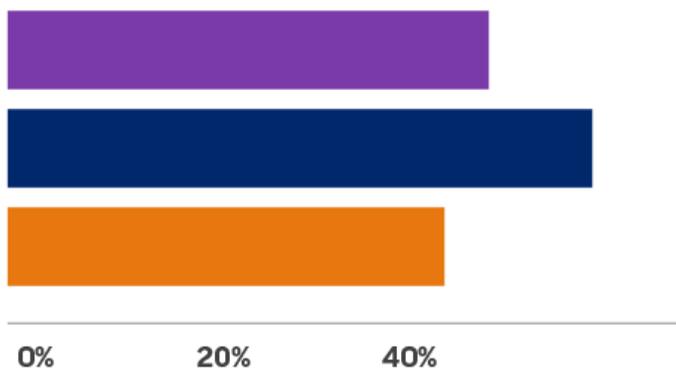
RISK DIVERSIFICATION



NUMERACY (INTEREST)



INFLATION

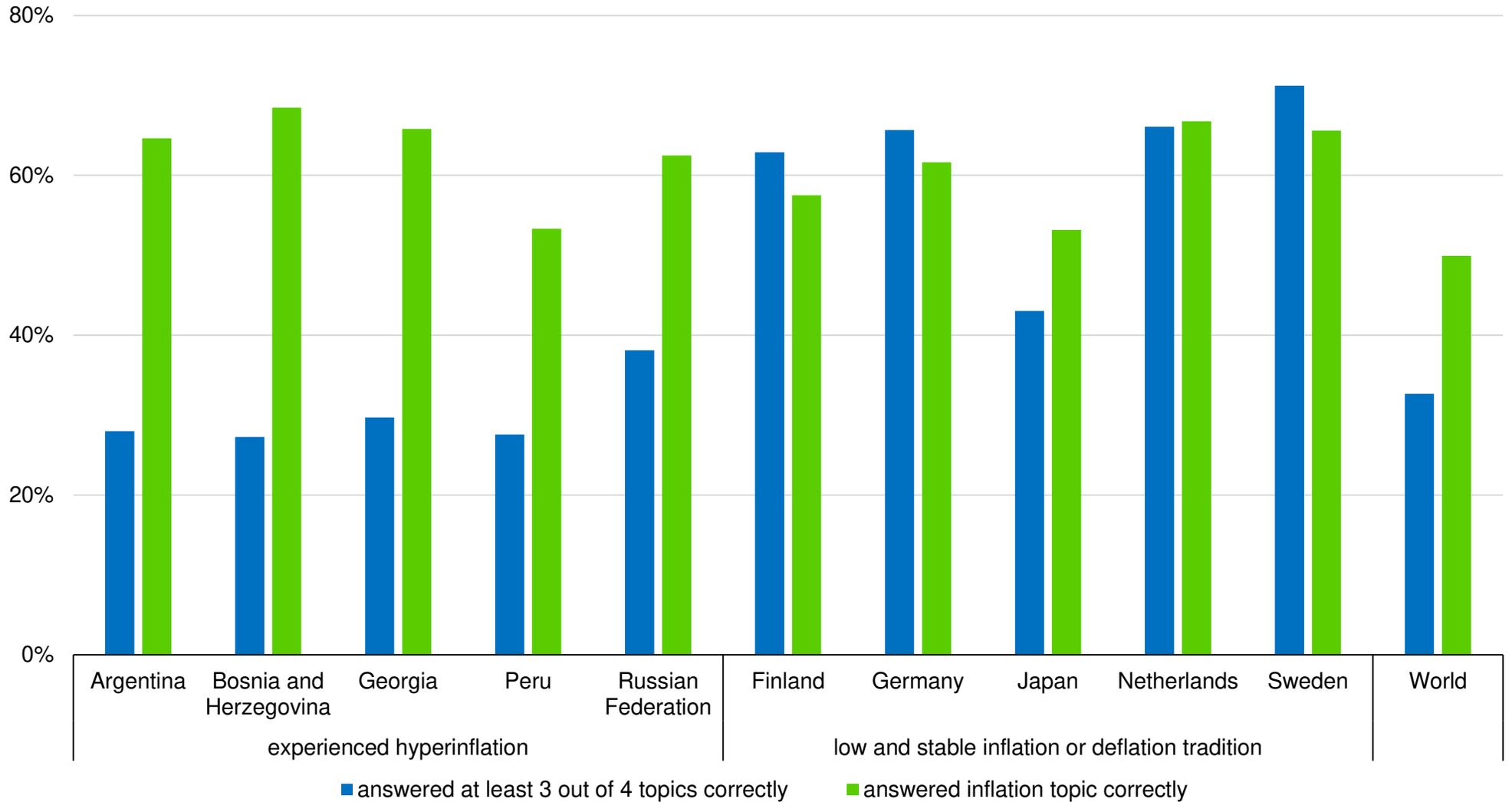


COMPOUND INTEREST



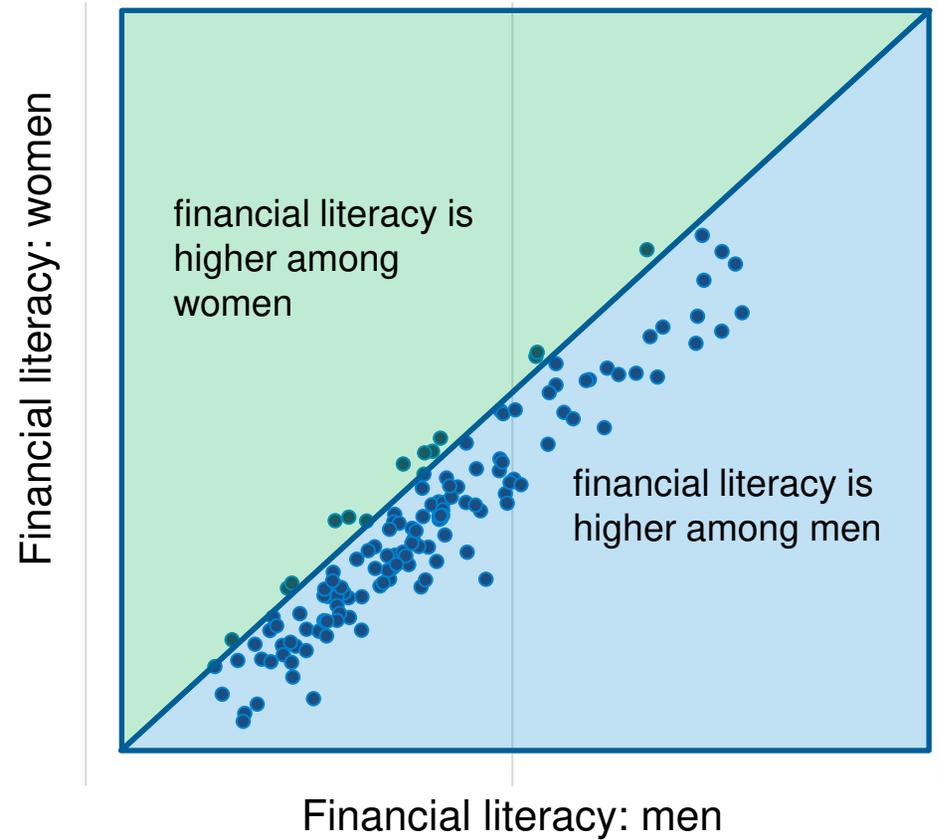
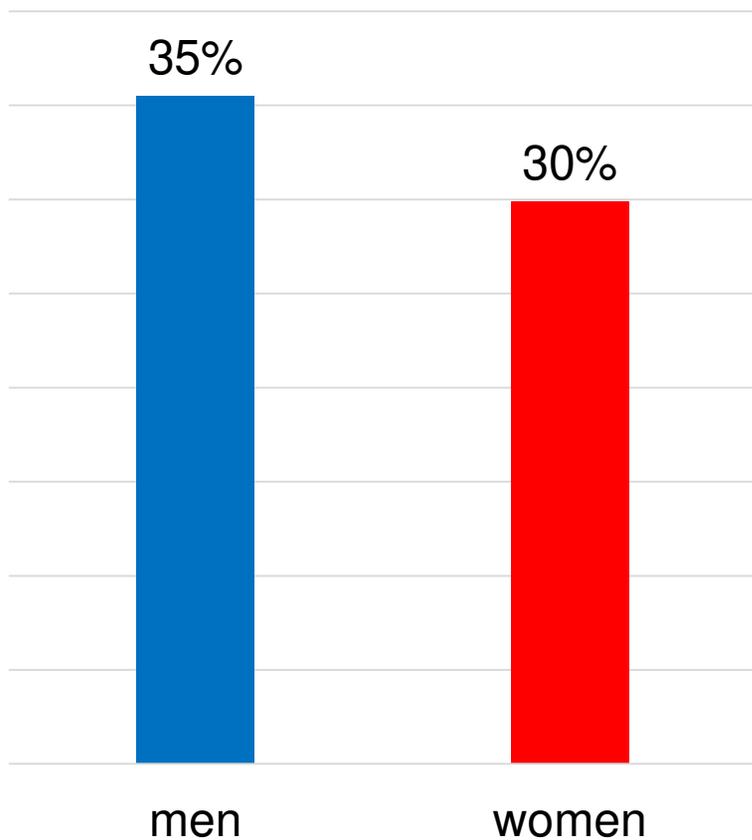
Financial literacy globally: knowledge of inflation

% of adults who answer the financial literacy questions correctly



Gender gap in financial literacy

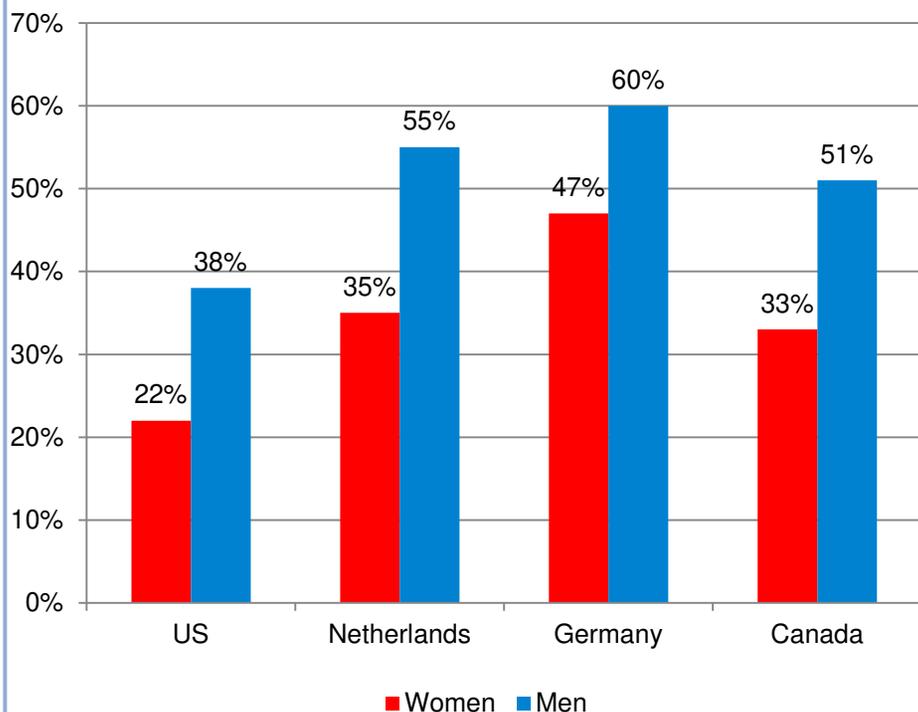
Percentage of adults who are financially literate



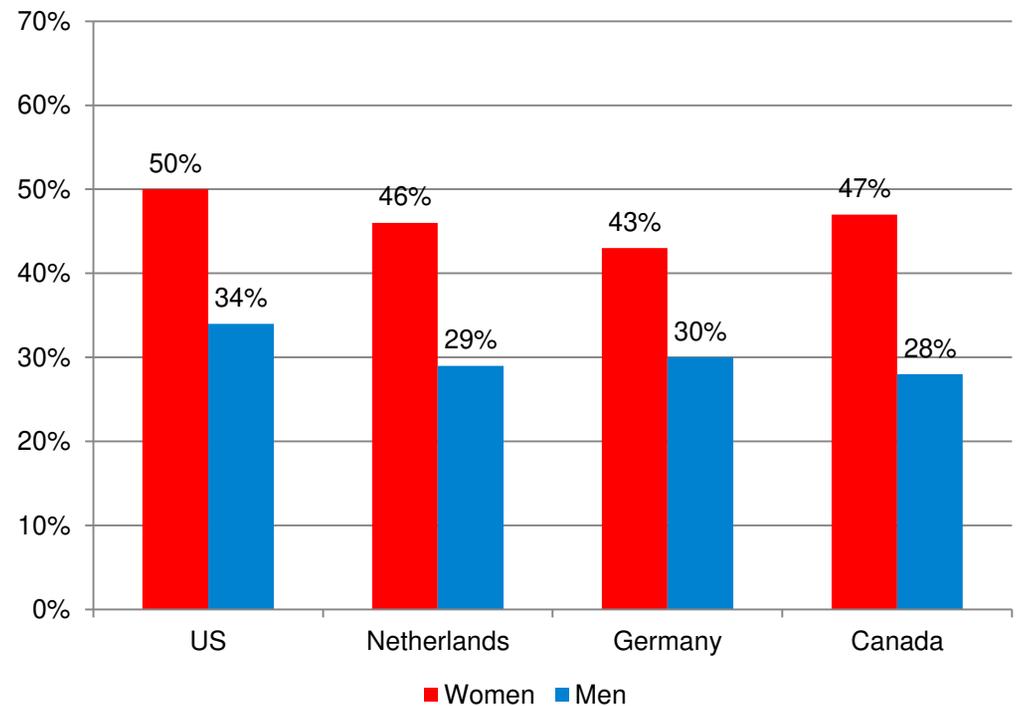
Source: S&P Global FinLit Survey

Financial literacy among women (FLAT World)

**Financial knowledge by gender
(% answering 3 Qs correctly)**

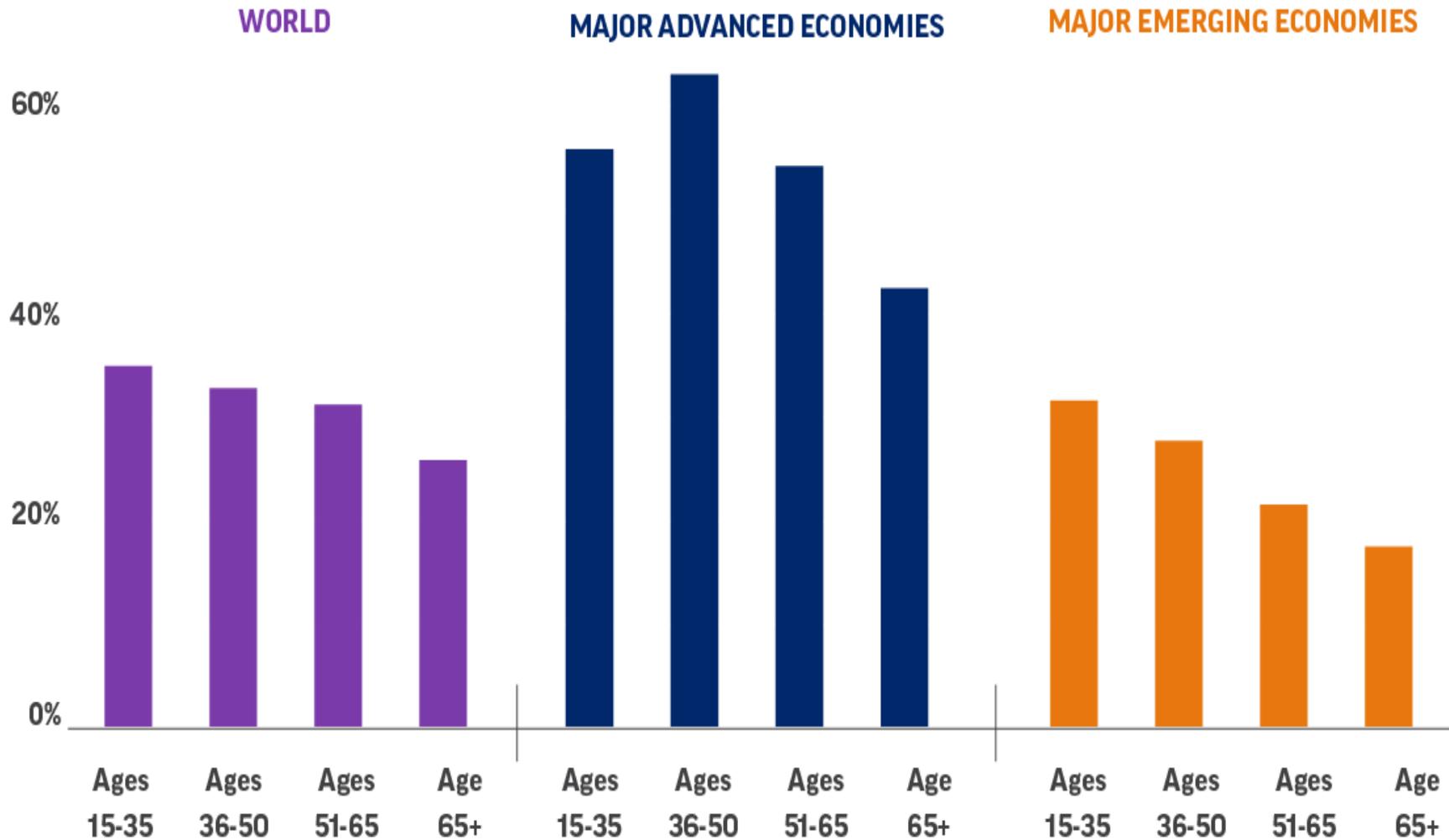


**At least one "don't know" answer,
by gender**



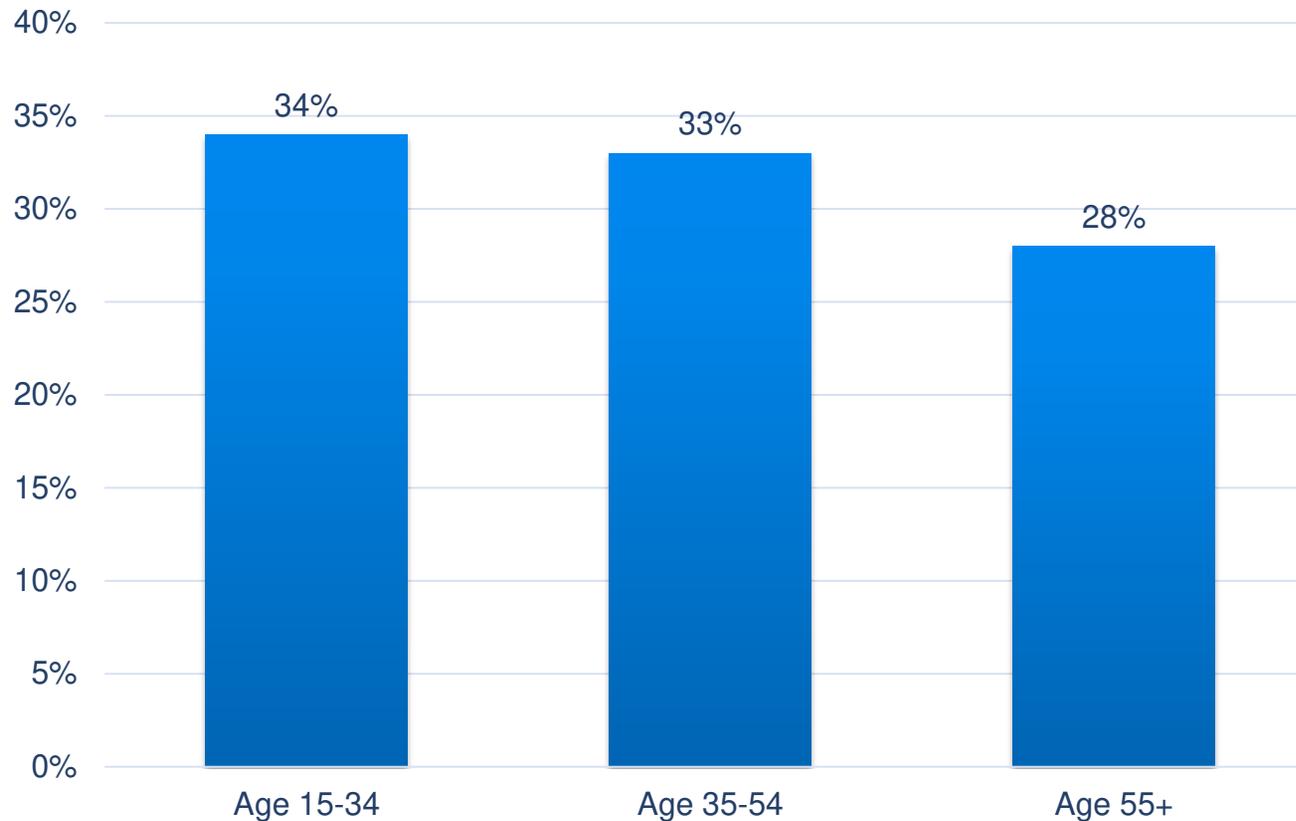
- Very robust findings of large gender differences in financial knowledge
- Women are much more likely to say "I do not know"

Financial literacy over the life cycle



Source: S&P Global FinLit Survey

Life-cycle and financial knowledge in Mexico

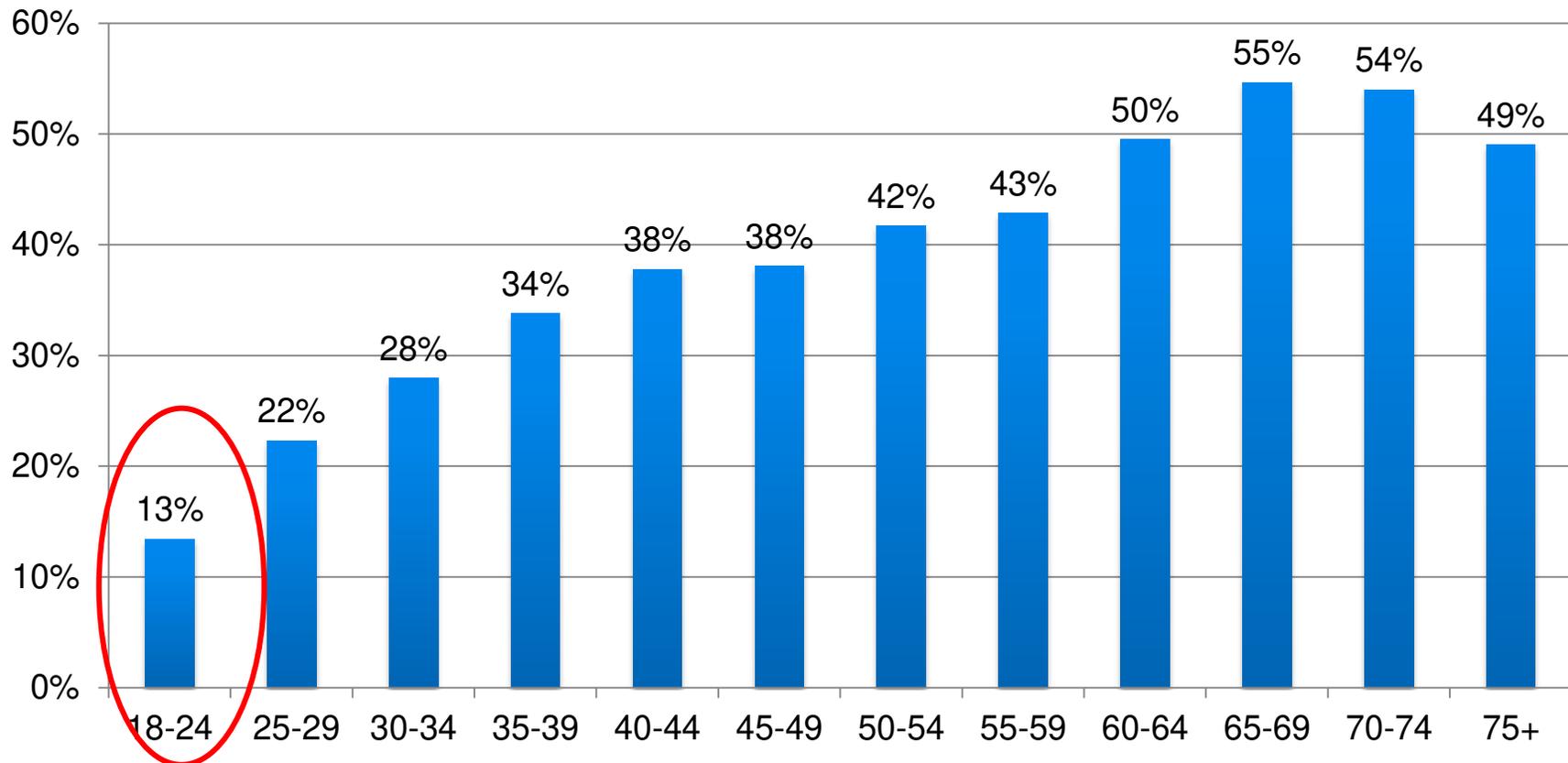


Source: S&P Global FinLit Survey

- Young people in Mexico are the ones that knows the most
- But financial knowledge overall is low

Financial literacy across age groups

**Financial literacy by age in the United States –
2012 US National Financial Capability Study
(% answering 3 questions correctly)**



Programme for International Student Assessment (PISA)

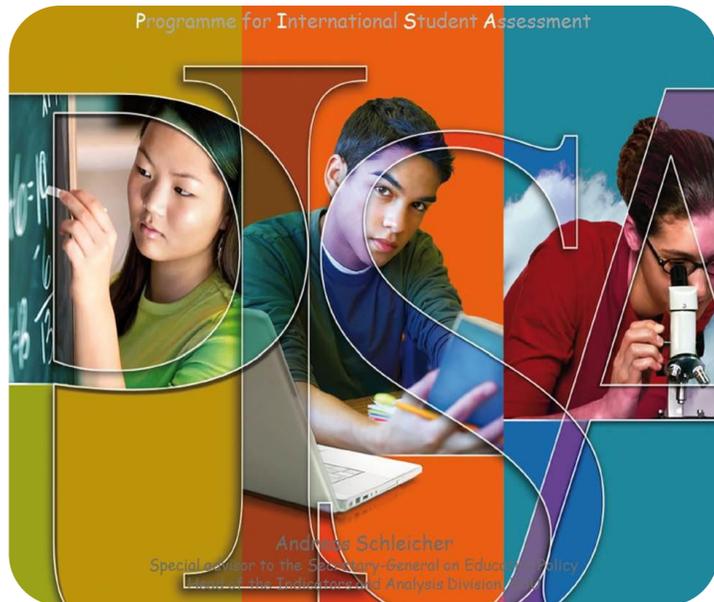
Are students well prepared for future challenges?

Can they analyze, reason and communicate effectively?

Do they have the capacity to continue learning throughout life?



Every three years the OECD Programme for International Student Assessment (PISA) answers these questions and more. It assesses to what extent students near the end of compulsory education have acquired some of the knowledge and skills essential for full participation in society.



Mean score

605
595
585
575
565
555
545
535
525
515
505
495
485
475
465
455
445
435
425
415
405
395
385
375

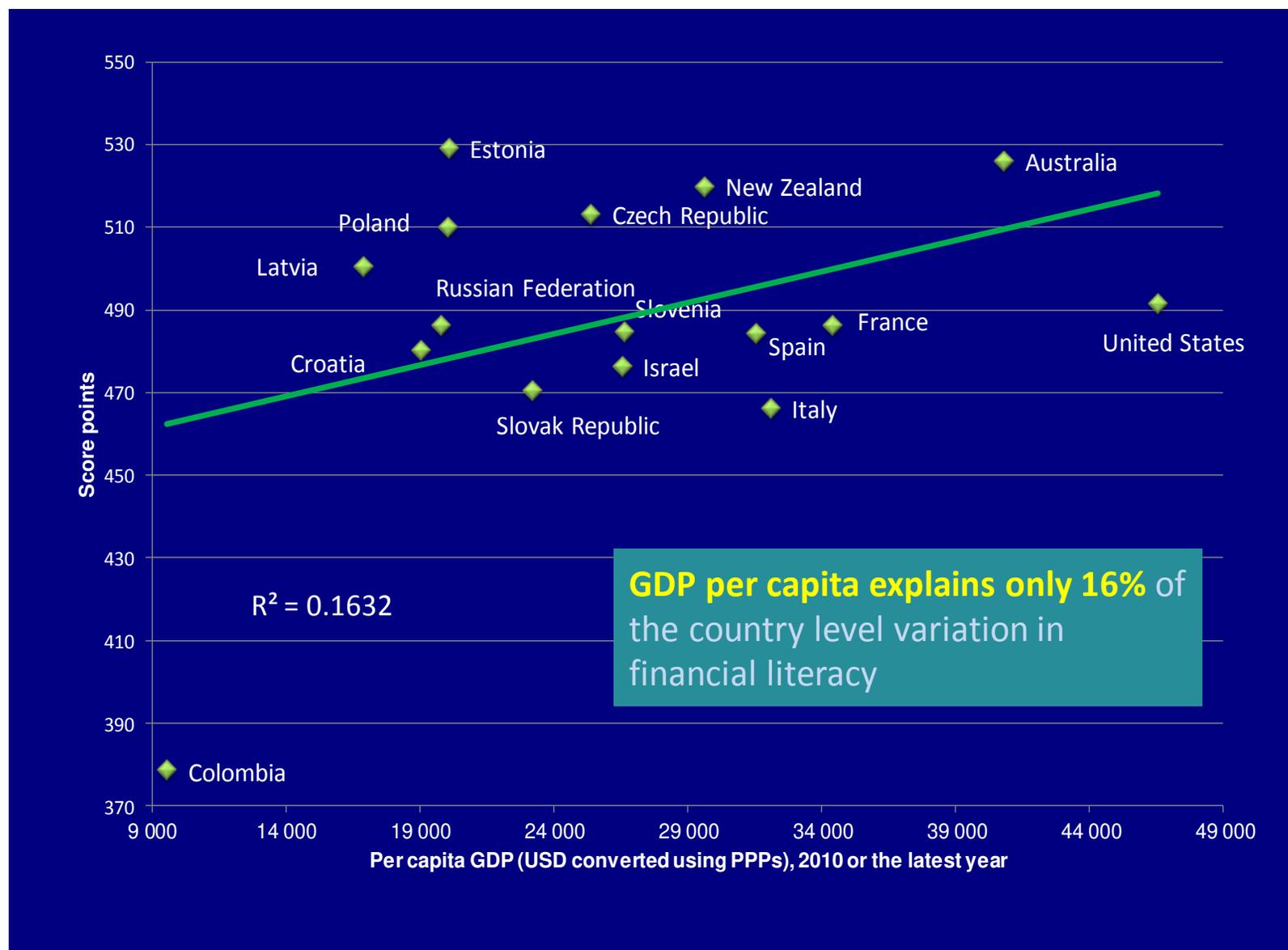
Strong performance in financial literacy

Average performance of 15-year-olds in financial literacy



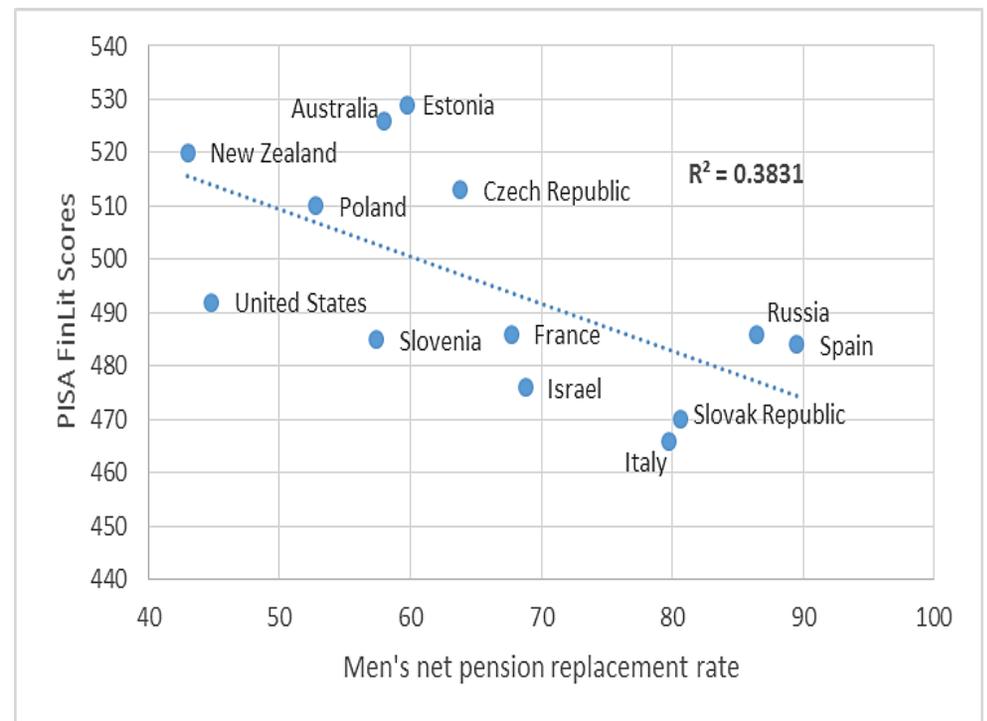
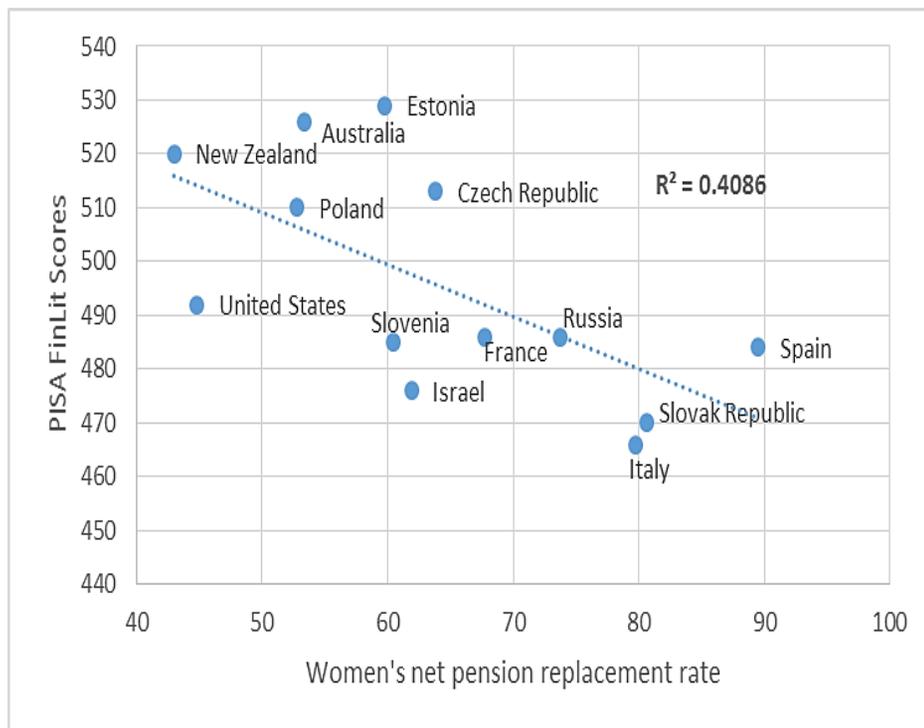
Low performance in financial literacy

Financial literacy and GDP per capita in PISA

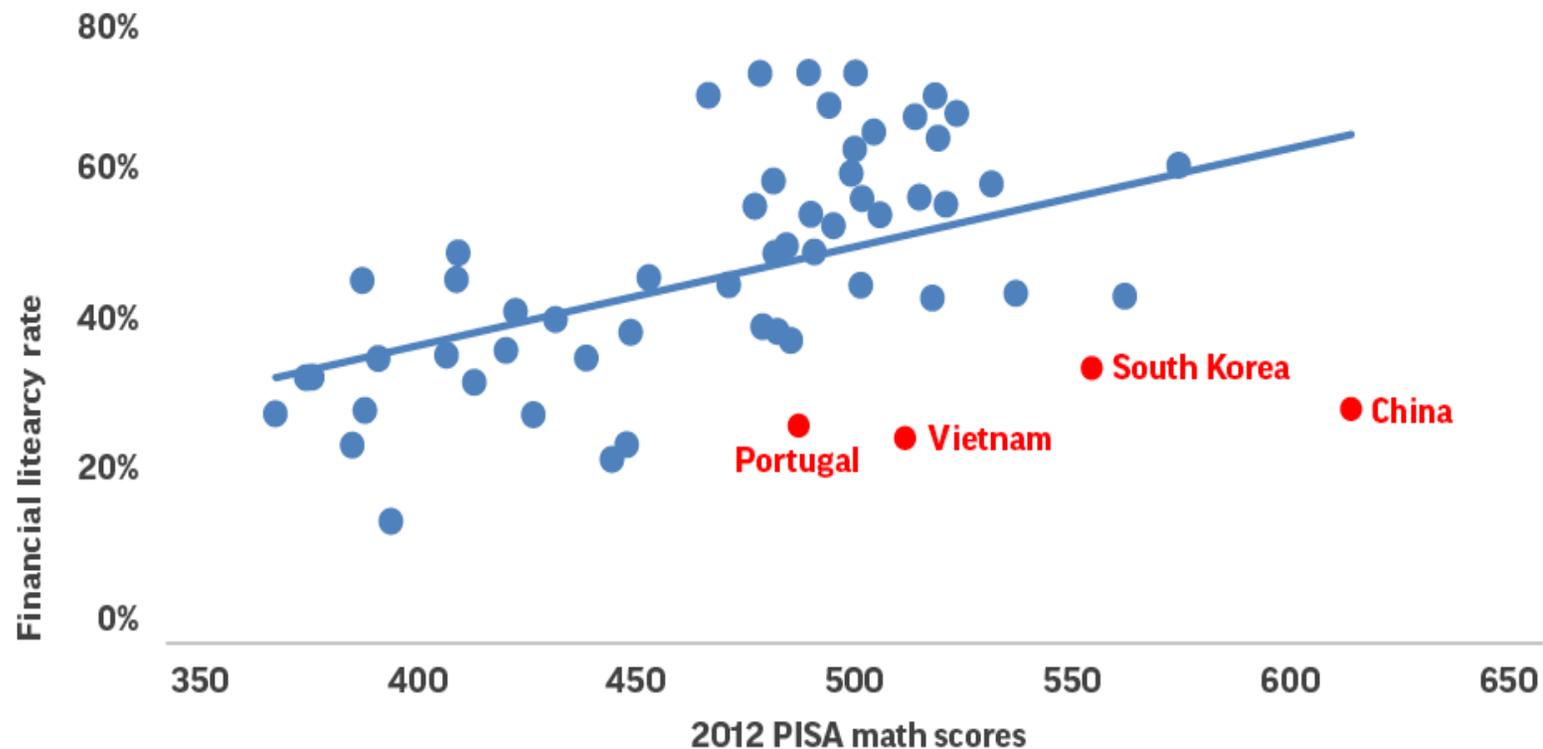


Financial literacy and pension system generosity

- Pension system generosity is correlated with students' PISA financial literacy assessment scores for both women and men



Combining data from PISA (math) and Global Survey



- **Positive relationship between knowledge of the young and the general population**
- **The young are doing well in some countries**

What the global data tell us

Urgent need to improve levels of financial literacy

1. Financial illiteracy is everywhere

- We are at a crisis level

2. Regulation is important but is not enough

- Levels of financial literacy are too low

3. One size does not fit all

- We need more targeted programs, particularly for vulnerable groups

The consequences of financial literacy

Debt and debt management



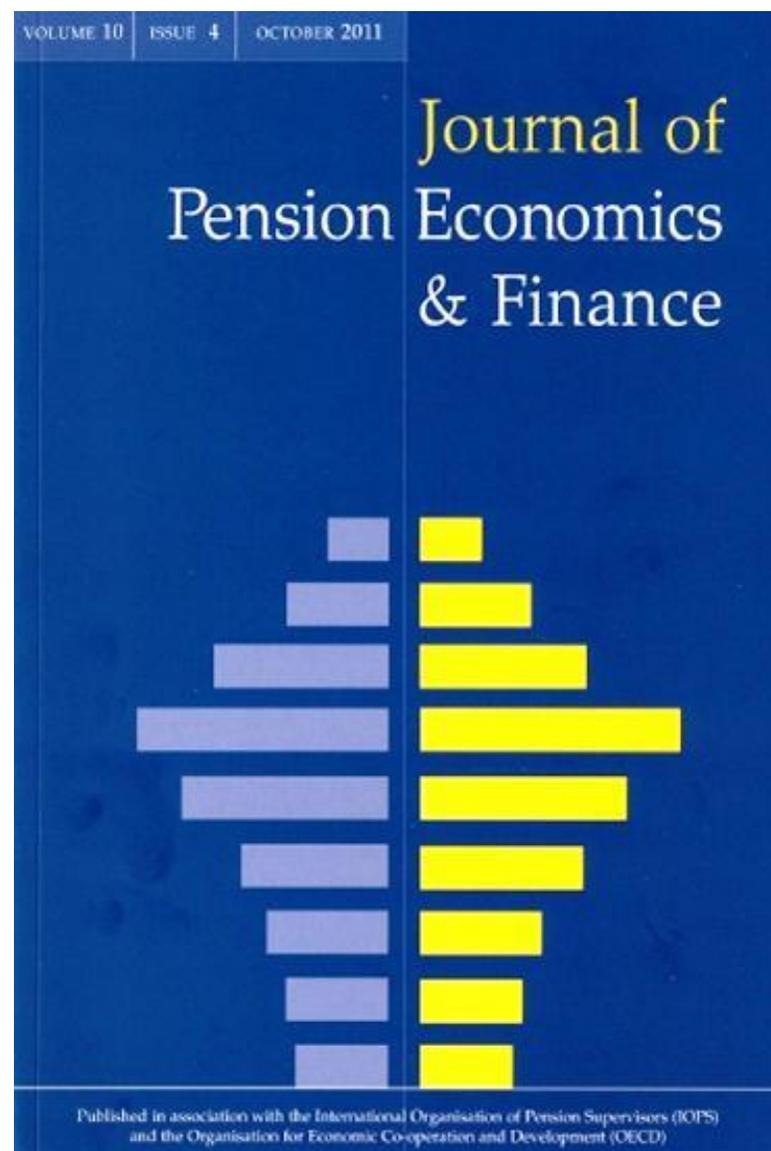
Investments



Planning and wealth accumulation

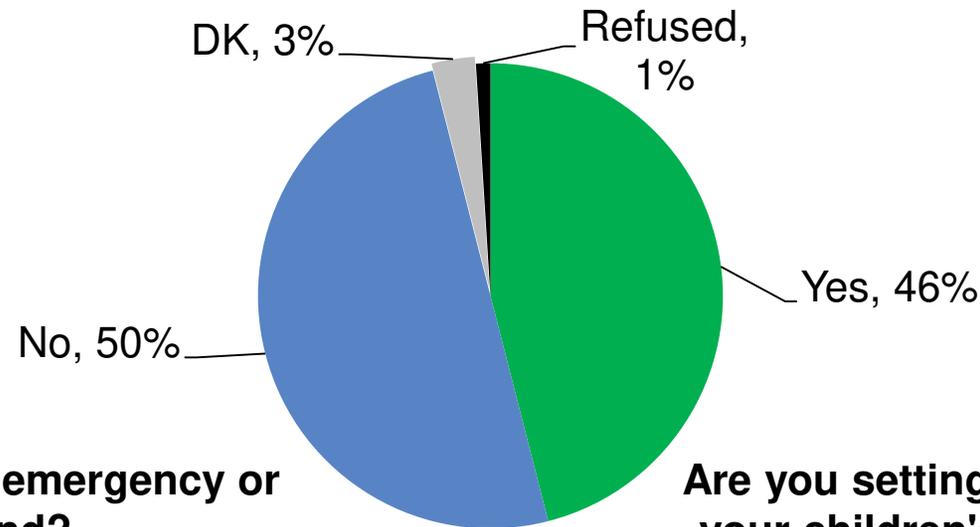
Special Issue of JPEF, October 2011

- *FLAT World*
- **We published a paper for each participating country**
- **In this special issue, 8 countries are covered**

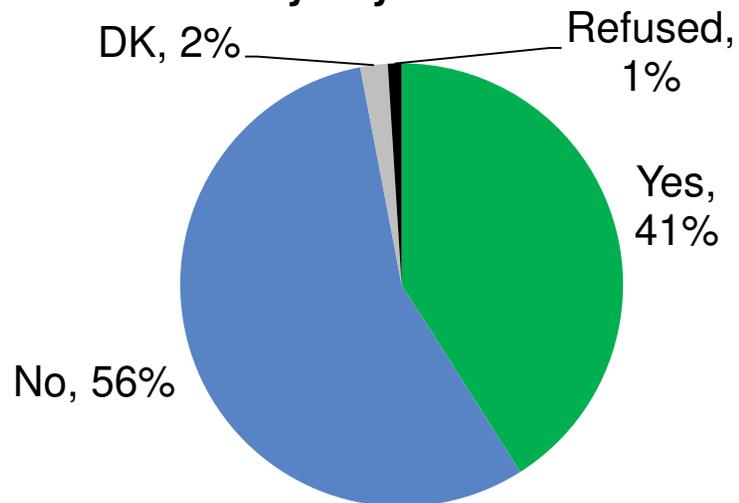


Planning ahead: Most workers don't

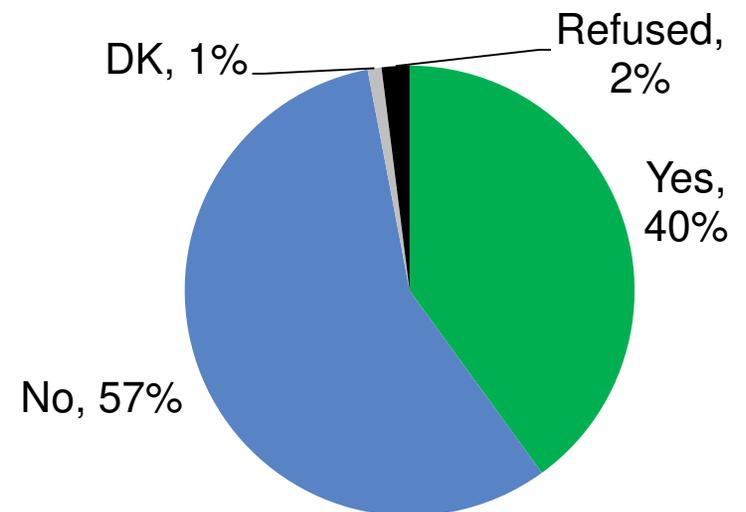
Have you ever tried to figure out how much you need to save for retirement?



Have you set aside an emergency or rainy day fund?

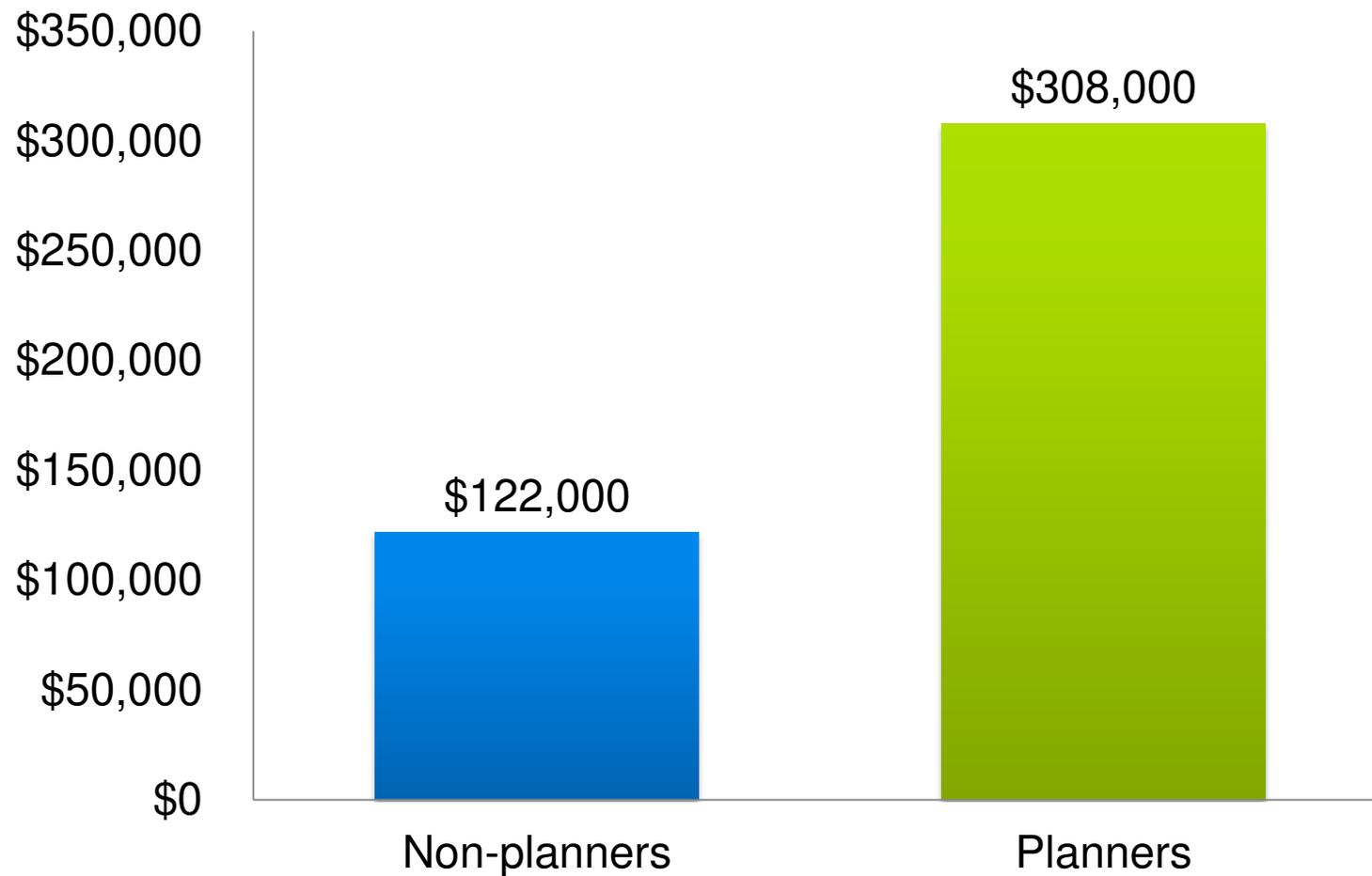


Are you setting aside any money for your children's college education?



Note: Respondents age 23 to 61 and employed at the time of the survey. 2012 NFCS

Retirement planning and wealth holdings



Median Net Worth, 2004 US data, age 51-56

The effects of financial literacy

Looking at financial behaviors

- 1. Financial literacy affects retirement planning, participation in pension plans, and retirement expectations (FLAT World)**
- 2. Financial literacy affects wealth inequality**
 - **Newest research using US data**



What can be done? A simple analogy



OECD/International Network on Financial Education (INFE)

Trilogy

- Financial literacy
- Consumer protection
- Financial inclusion

What can be done to improve fin. literacy

How these data can inform policy and programs

- **We need large and scalable programs**
 - ✓ Financial education in school
 - ✓ Financial education in the workplace
 - ✓ Financial education in the community (libraries, museums, other places where people go to learn)



Our programs for schools

1. A pilot program to train high-school educators teaching financial education

- Program in the US in collaboration with Digital Promise
- Goal: enable educators to strengthen their pedagogy



2. Our new personal finance course at the George Washington University

- Using a rigorous quantitative approach
- Paying attention to gender differences in financial literacy



Everybody needs financial literacy

Those who could afford an “early retirement” go bankrupt as soon as their career ends



- Professional football players have short careers and high earnings
- Our research shows many go bankrupt as soon as they retire from playing
- Designed a program for professional football players

Building a More Robust Pension System Starting with School-Based Financial Education

Financing a 30 year retirement with a 40 year career?

- Young people need to start contributing right away
- Important to use time to build retirement savings
- Financial education in school has a wide reach
- Preparing the next generation of workers/savers



Targeting Millennials

Five steps to planning success

- Program targeted to young workers
- Used new methods of communication
- Kept the message free of economic/finance jargon
- Covered concepts that people know the least, such as risk diversification, in a simple story



Short video about risk: don't put all your eggs in one basket



- After being exposed to videos, the performance on financial literacy questions improved
- While young were targeted, the videos affected all age groups

Impacting business: Our research reaches the New York Stock Exchange

We built a toolkit for NYSE to promote financial wellness in the workplace



Workplace Financial Fitness Toolkit



The Employer Checklist

Ten key steps to financial fitness, divided into three stages and designed to help employees meet their financial goals.

[LEARN MORE](#)

The success of employee benefit programs depends on employee participation rates! Nearly four in five employees claim they would benefit from financial advice and answers to everyday questions. Improve employee participation rates, employee welfare and your company's bottom line by using our customizable employer and employee financial fitness toolkits.



THE BASICS

Automatic Enrollment

Participation soars when employees are automatically enrolled.

[MORE](#)

Automatic Escalation

Scheduled increases make the most of automatic enrollment.

[MORE](#)

Lifecycle Asset Allocation

Give employees the chance to grow their retirement savings.

[MORE](#)

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Did You Know?



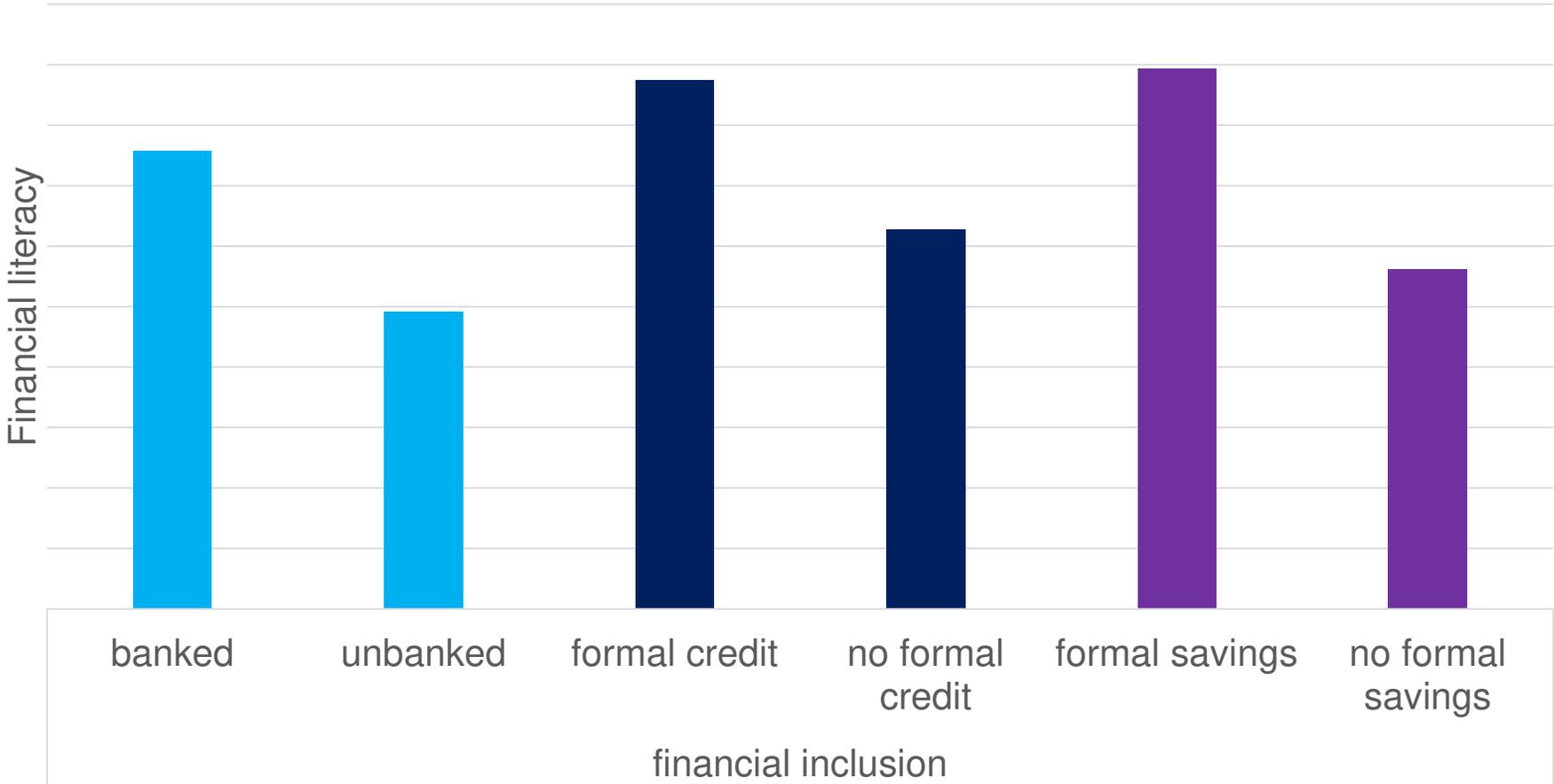
Bells were introduced on the NYSE when continuous trading was instituted in the 1870s. Originally a Chinese Gong was used, but brass bells have been used since the Exchange moved to its current location in 1903. Visit our history page to learn more fascinating facts. [MORE](#)

[?](#) Ask Our Experts a Question



Ring the bell at the NYSE

Financial Literacy and Financial Inclusion (Global FinLit Survey)



Il Museo del Risparmio



Il gioco della Formica

MdR
MUSEO DEL RISPARMIO

Regole del gioco

Regolamento del concorso

MdR
MUSEO DEL RISPARMIO



Ciao!

Giochiamo insieme? Metti alla prova le tue conoscenze sul risparmio e l'economia con il trivial quiz e non perderti le caselle bonus per incrementare il punteggio.

Occhio alle formiche da collezione: raccogliline 3 e partecipa al concorso!

Buon divertimento!

Premi per iniziare



Le persone che...
...da un'età...
...in occasione...
...monetizzano...
...in media non è elevata...
...nostre capacità...
...vicine alla pensione...
...tutto pensionistico...
...to your wealth

It's my life

An International Federation of Finance Museums (IFFM)

EXECUTIVE COMMITTEE

Chinese Museum of Finance (CMF)

Tianjin, China | Dr. Wang Wei



Global Financial Literacy Excellence Center (GFLEC)

Washington, DC, USA | Dr. Annamaria Lusardi



Interactive Museum of Economics (MIDE)

Mexico City, Mexico | Silvia Singer



Museum of American Finance (MoAF)

New York City, USA | Dr. David Cowen



Museum of Saving (MOS)

Turin, Italy | Dr. Giovanna Paladino



INTERNATIONAL FEDERATION
of FINANCE MUSEUMS

Beijing Financial Literacy Manifesto



“... the International Federation of Finance Museums (IFFM) is committed to promoting financial literacy globally, raising awareness that every individual in every country is in need of financial literacy.”

Financial literacy manifesto

Join the financial literacy revolution...

...and make this revolution happen

...for a better and more secure future

Call to action

Improving financial literacy overall

- Engage the Ministry of Education
- We need ambassadors of financial literacy
- Learn from data and research, continue to experiment

Concluding comments

- **Financial literacy is an essential skill for the 21st century**
- **There are many initiatives and programs that can be implemented**
- **What is the future we want to build?**

Financial Literacy: The best line of defense

“Well-informed consumers, who can serve as their own advocates, are one of the best lines of defense against the proliferation of financial products and services that are unsuitable, unnecessarily costly, or abusive.”

Ben Bernanke, Former Chairman of the Federal Reserve

Ignorance is expensive

“If you think education is expensive, try ignorance”

*Derek Bok, Former President
of Harvard (1971-1991)*

Happiness is the ultimate goal

**“Knowledge is in every country
the surest basis of public
happiness.”**

*George Washington, First President
of the United States (1789–97)*

Happiness is the ultimate goal

“(Financial) knowledge is in every country the surest basis of public happiness.”

*George Washington, First President
of the United States (1789–97)*

Contact and further information

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Facebook: <https://www.facebook.com/annamaria.lusardi>

Find out more about our research at:

www.gflec.org