

Study on future investment plan of investors with the references to employees in Sultanate of Oman

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I. INTRODUCTION:

Financial knowledge has the capacity to change monetary patrons into more astute financial backer which will lead to converting a nation of savers into a country of financial backers. But extraordinary discourse revolves around the capacity of financial proficiency, and the volume of the difficulty can be truly addressed in the most ideal way. (Bhushan and Medury, 2013), considered the commitment factor, and showed through his exploratory assessment that insufficiency of financial knowledge may accomplish costly as this will increase the commitment load. Whereas (Worthington, 2006) explained that financial education empowers to build confidence inside the monetary framework and as a result, incites development.

In the present scenario, the world is progressing rapidly. So, several financial tools are developed and searched to help in making financial decisions more significant and progressive. Globally, almost all financially developed ventures are subsidized through this method of choice and the developing ventures have now started understanding this need. Thus, there is a corresponding increment in the number of studies related to financial proficiency and instruction. Through the

According to (Harris Poll, 2018) out of all the 2,017 grown-ups studied, 59% do not really have money or hold control in their consumption, 25% do no longer pay their installments on scheduled time, 28% don't really

shop any a piece of their benefits for retirement, 49% are presently no more guaranteed if they have sufficient retirement investment funds, and 73% have a couple of money related concerns. Also, 82% say or grade themselves low in having knowledge about the finances.

According to (Xu and Zia, 2012) levels of financial knowledge range broadly among many nations. Different examinations have consistently tried to explain that the high-benefit global areas have low money-related education ranges in their populace and fewer records are introduced for low-benefit worldwide regions, capability ranges attempted to reduce there.

Being employed means getting a regular income from one source, but it is never enough. Employee aims to expand the income by investing to get an extra income from another source. Instead of only relying on one income which is from job. The employee decides how to invest depending on by evaluating available opportunities. Evaluating and making decision need to make a prediction for the investment after studying the market based on available information, financial knowledge, influence from society, circumstances and financial position. Making decision is a commitment to the investment, then investor gain profit overtime. Lately, the importance of investment decision has increased. Since investor is studying the market and analyzing the opportunities, investor becomes more knowledgeable when it comes to investing.

II. STATEMENT OF PROBLEM:

Unawareness about the benefits of investment has affected in employee's income. Usually, employees without having an investment plan, they spend their money more than save it. AS a result, the investment is the most important steps to protect their money for the present and future purposes.

1. Objectives of the study:

1. To know the impact of financial knowledge on investment behavior of Omani employees.
2. To know the effect of demographic factors on investment behavior of employees in Sultanate of Oman.
3. To understand how the financial knowledge is important for investment behavior among the employees in Sultanate of Oman
4. To know the factors that encourage the employee for investing.

2. Research questions:

1. Is it necessary to has an investment plan?
2. Dose the employees prefer investment or saving?
3. What is the most common method for investment?

3. Hypothesis:

- I. There is no association between financial knowledge and investment behavior of employees in Sultanate of Oman
- II. There is no association between demographic factors and investment behavior of employees in Sultanate of Oman
- III. There is no relationship between financial related knowledge and budgetary skills of employees in Sultanate of Oman
- IV. There is no relationship between ability of investment and financial related knowledge among employees in sultanate of Oman.

4. Scope:

The purpose of the research is to identify the future investment plan of investors with reference to employees in sultanate of Oman. The technique that we used in this research is the convenience sampling by using a structured questionnaire, which is cover some areas in sultanate of Oman: Muscat, Sohar, Nizwa, al-Sharqiyya.

5. Limitations:

- I. The study is based on the primary data collected from a questionnaire conducted in few areas in Oman and because of that the conclusion reached may be not applicable to other areas.
- II. Could not cover everything related to this study because of lack of time.

III. This research did not give us a clear answer because different people have different future plans and preferences.

6. Significance of the Study:

Investment is closely related to the economy and is considered one of the basic things that raise the status of countries in general, and in particular, investment is a must for individuals who intend to obtain additional income, because the investment process is a process based on saving money, and this means that the individual who invests will not have to take a job seconds or work more hours to increase his income.

Individuals' goals for investing their money vary, some of them have the desire to save money to secure the necessary needs, and some invest their money to compensate for the negative effects of inflation on savings over time. Dubai, United Arab Emirates (CNN) - Results of a survey it conducted on savings and investment methods in the Sultanate of Oman showed that 11% of Omanis' savings are saved for investment or for a private project. In addition, the most used investment methods actually used in the Sultanate are 32% for private projects or trade, followed by 19% for investing in real estate, and the lowest way is 3% for buying shares or securities.

Unfortunately, there is no answer to what makes an investor successful, but an investor can be described as successful if he can make profits, but the real question lies in how he can increase the probability of his success and the answer lies in raising awareness and sufficient knowledge of the correct ways in which the investor can invest and achieve the necessary success in the future By studying it sufficiently and knowing all the details, therefore, it is important to study the future plans of investors to achieve the necessary goal.

III. LITERATURE REVIEW:

1. Ramanathan K V &Meenakshisundaram (2015) analyzed "Study of Investment Decision making behavior of Bank Employees". The objective of this article is to study the relationship between demographic factors and period of investment made by the investors. It is using quantity method through collecting data from questionnaire. It finds the most of respondents have higher educational qualification and their age group of (31-40) and another age group of (41-50). Their main source of information for investors is friends and then financial new and family.
2. AkshayBhisikar, Yogesh B. Dhoke, Yogesh B. Dhoke, Volume 8, (2020) "analyzed an

- analysis on investment and saving pattern of salaried employees with the reference to nagpur city". The objective of this article is studying the investment option among employees in different sectors in Nagpur city. It considers both primary data like questionnaire and secondary data like books. They get that no relationship between the gender and investment awareness among male and female but there is a relationship between the income level and awareness of the investment.
3. G.jabezrajan, m. rani subathra, dr.s.bulomine (2020) analyzed "investment stratagem and behaviour of it sector investors with respect to chennai city". the aim is to analysis the factors and discrete variables of IT employee in Chennai city. They use the primary data through the Questionnaire and secondary data though Journals and Previous Research reports. as result of analysis, they accept the hypothesis of no longer relationship between the investment penchant of salaried investor based on gender. On other hand, they reject the hypothesis which stated that there is relationship between annual income and the amount of investment.
 4. Associate Professor (2020) evaluate "An Analysis of Investors' Awareness and Preference of Different Investment Avenues - with Special Reference to IT Employees". The aim is to find way of investment by number of IT worker and different investment method that are available in Indian markets. They use Survey method and collect both primary and secondary data. usually, in Indian family male is the main source of income and investment decision makers. through the study, 76.3 percent of respondent is IT male employee and that enhance the reliability of the result.
 5. Dr. Dr. S. Anthony Rahul Golden, M. Rani Subathra, Dr.S.Bulomine Regi (2020) investigate the investment preference of IT sector employees and working in Chennai city IT Companies and factor that may influence their investment behavior using sampling method by conduct a questionnaire for participants to collect dada. Bank deposit and mutual fund are the most Preferable Investment choice between them. furthermore, IT employees while selecting the investment methods they will be influencing by many factors like: Tax Saving, Liquidity and safety etc. All of them thinks that there is significant level of risk in investments. In Addition, the objectives of employees to invest is to secure their future, children career, good return and tax saving.
 6. B.Thulasipriya (2015) discussed the investment preferences and behavior of Government employees. The data in the study were collected by distributing a questionnaire to 500 Government employees in Coimbatore District using Convenient Sampling Technique with different age group and income levels and from books, Articles and internet. According to this study, Government employees mostly is begin influenced by many factors: safety of money is at the top between them then Tax benefits and regular returns.
 7. Suleiman Musa Ibrahim , Musa Shehu (2019) investigate the influence of financial literacy and educational level and age on employees' investment decision in Jigawa state. For their study, the researchers stratified the data collected by randomly selecting employees in different senatorial districts as; Jigawa Central, Jigawa North-East and Jigawa North-West .The researcher collected date through 600 questionnaires of total 900 questionnaires which is adopted from Shaikh & Mustafa (2017) and Palm (2014). Statistical Package for Social Sciences (SPSS) used to analyze data. To find out that there is a huge positive effect of financial literacy on the employees' investment decision in Jigawa State. Aside from having the necessary knowledge and skills, age and basic education also predict a person's investment decisions.
 8. Ms.K.Susmitha, Ms.A.Asha (2018) focused on the investment patterns and the preferences of female employees. They collected data through a personal interviews with salaried women employees using a structured questionnaire. .In this research, the researcher found that out of the 70 respondents, 63 percent are aware about the various investment avenues and most of the investors are married women. Furthermore, the specialist has analyzed that salaried ladies personnel recall the protection in addition to excessive go back on funding on ordinary basis. Overall of this study that, Investor's choice in the direction of diverse funding avenues are diagnosed primarily based totally on their income.
 9. Mr. S. MURALI, Dr. R. RETHINA BAI (2021) look into the mind-set of younger personnel in the direction of Private Pension Plan Investments withinside the Kancheepuram District. The study uses descriptive research and collected date by conduct Questionnaire to a sample from

Kancheepuram district. They apply different tests like the Chisquare tests, Kruskal Wallis test, and descriptive analysis along with SPSS. To find out that The Young Employees have a good positive attitude towards Private retirement plan in the Kancheepuram District. individuals can't anticipate having a similar way of life whenever they resign as they had during working days. Overall, people's financial decision is different from one to another. The most of the respondents believed that a bigger own circle of relatives ends in extra expenditure therefore, the financial savings end up nearly negligible. Furthermore, Private quarter plans like Guaranteed normal earnings for existence and Security for his or her kids of their absence are useful for the younger private-quarter personnel in Kancheepuram District.

10. Mihail N. Dudin (2017) analyzed the "Perception of Investors towards the Investment Pattern on Different Investment Avenues - A Review" the objective of this study is to be Assisting in the economy of the productive sectors through the occasional allocation of capital. Using a Quantitative research (sampling method) as his research methodology he found that Most investors tend to keep additional funds when heading to risky investments. Income stability is an example of this. At the end Guarantee of the principal amount and stability of income and liquidity are all key features of investments that reduce the risks arising from the investment, most investors prefer bank deposits as it is the best long-term investment to build a house for example.
11. Shafi, Haroon and Akram, Muhammad and Hussain, Mubashir and Sajjad, Syed Imran and Rehman, Kashif Ur (2011), investigate the Relationship between risk perception and employee investment behaviours. For their study, they aimed to know and present the relationship between employee beliefs about risks and their making of investment decisions by using previous literature, with findings and evidence specific to the literature (questionnaire). The results indicate that employees' awareness and perception of investment-related risks and investment behavior are in a strong and direct relationship and have an impact in enhancing the bond of the organization with its employees. After delving into the previous literature from behavioral finance, it was concluded that the decision-making process is affected by a set of factors such that the increase in both confidence and the time horizon causes the employee to invest in risky assets and the higher the return, the more risk the employee is.
12. Richard Deaves,a,* E. Theodore Veit,b Gokul Bhandari,a John Cheneyc in (2007), they focused on The savings and investment decisions of planners: a cross-sectional study of college employees. They aim to evaluate and increase each employee's tendency to plan with the use of survey to conduct this study. The results indicated that employers must encourage their employees to participate in investment plans by giving them opportunities for learning and training that will help them to invest and save money. At the end of the research, it was found that employees' inclination to invest is related to one psychological factor, which is planning, and many demographic characteristics such as marital status, age, salary, gender, and surprisingly, risk is negatively correlated with age.
13. YajuluMedury (2013) have a study on "Gender differences in investment behaviour among employees". This research aims to analyze the investment behavior between the sexes at work and measure the level of satisfaction towards various types of investment tools. Questionnaires were prepared for this descriptive research. The employees of the universities of Himachal Pradesh were used to collect the required preliminary information and 150 participants were taken. Moreover, the results indicate that both genders tend to have different preferences for different investments such as health insurance, market, and fixed deposits among employees. It was recognized that the lifestyle of investors has an influence on employees' investment decisions and that their investment preferences vary while the level of satisfaction for deposits is high for both genders.
14. Nicolas AUBERT, Thomas RAPP (2010), investigated Employees' investment behavior in company-based savings plan, to investigate the effect of the self-control factor and perceived knowledge on the planning behavior of individuals' retirement by using a survey to conduct the research. Their finding summarize that Self-control increases with the increase in the experience of the investors. When self-control increases, the confidence increases. Therefore, the tendency of investors to take risks increases, unlike those who have low

confidence, as they enjoy a lower level of self-control and are more cautious by taking less risk. Overall, retirement and financial planning decisions are very difficult, and this causes individuals to overestimate their cognitive ability in their decision-making and all of this can be a reason for lack of self-control and lack of awareness or self-control which can be solved by financial education.

15. Piotr Ciżkowicz, Magda Ciżkowicz-Pękała, Piotr Pękała, Andrzej Rzońca (2017), study “the effects of special economic zones on employment and investment: spatial panel modelling perspective” to estimation of both plate data and spatial plates for employment and investments. Use models for 379 Polish provinces (Sampling). They find out that the Small and medium-sized enterprises have a large positive impact on employment, while small enterprises have a weaker but positive impact at the same time. At the end It was taken advantage of a distinguished set of data, which included 30,000 observations in economic regions in Poland, and it was concluded that small and large enterprises have a high positive impact, while small enterprises have a positive impact, but less. The jobs in the SSE also create foreign jobs in the neighboring provinces.
16. Nadya Septi Nur Ainia, Lutfi Lutfi (2018), this article aims to examine the effect of risk awareness, risk possibility, overconfidence, and loss fear from investment decision making. methodology of the article is by using a questionnaire via the survey method. The result shows, Recklessness and risk level have a major and advantageous impact on investing decision making., while loss fear has no effect on investment decision making. The society should avoid and limit irrational conduct, pay attention to the likelihood of behavioral bias on decision making. Subsequently, it should be considered when selecting investment on assets.
17. Ms. Anitha, D. Phani Bhargavi (2014), understand the investor's preferences and the significance of demographic elements that influence the investor's decision to make investments. It showed that older investors have a more risk-averse mindset, whereas younger investors have a more risk-averse mindset. Gender influences decision-making in such a way that females have lower risk preferences than males and hence have a negative impact on risky decision-making behavior and are hesitant to take dangerous decisions.
18. HalkadriFitra, RosyeniRasyid, YulizaSusanti. (2018), measure the impact of Locus of Control and Financial Knowledge on investment decisions The study's list comprises of all employees. The data used are primary data gathered through the interview method and a questionnaire. Regression analysis is used in data analysis, and SPSS is used in data processing. variable Employees at Decision Invest have a relatively significant effect on their locus of control and financial knowledge.
19. Stella Natasha Asmara, Andreas Lako, EnyTrimeiningrum (2020), Examine the effect of financial knowledge, financial management behavior, and personal income on employees' investing decisions. also to investigate the moderating effect of employee personality characteristics on financial knowledge, financial management behavior, and personal income on employees' investment decisions. By using purposive sampling and questionnaire as the method of this article. It results in have a favorable impact between financial knowledge, financial management behavior, and personal income on employees' investment decisions Employee qualities, on the other hand, have no moderating influence regarding financial understanding and managerial behavior, as well as personal income to employees' investment decisions.
20. Chandan Kumar Tripathy (2014), Believers in behavioral finance claim that market prices diverge from basic values due to heuristic-driven prejudice and framing effects. This study claims that knowing the research findings benefits individual investors the most since it raises awareness of the different human biases and the large costs they impose on their portfolios. This study looks at the investment habits of individual investors. The influence of investment behavior on investment decisions is also investigated. data was gathered by collecting direct replies from 128 individual investors. are victims of a variety of psychological biases, the most frequent of which are loss aversion, overconfidence, regret aversion, and anchoring. These cognitive biases have a substantial impact on an investor's financial decision-making procedure, and hence the industry.

IV. NATIONAL STUDIES:

1. Syed Ahsan Jamill, Khaliqzaman Khan they searched on “Does Gender Difference Impact

Investment Decisions? Evidence from Oman” (2016). To investigate the role of gender in investing decision-making and identify the areas where the two genders differ in terms of their sensitivity to certain behavioural biases in their pursuit of potential financial rewards. To find the results, the research project was used, which is an analytical research project that uses data collected from the Sultanate of Oman using a structured questionnaire. The findings of the study show that investors are vulnerable to emotions and react in line with their own behavioral signals. Moreover, the research has far-reaching ramifications for the Sultanate of Oman's financial services industry. This study discovered a significant difference in gender behavior in the country, which has important implications for the country's investment climate in the future. The financial services industry must recognize that Oman's entire population is behaviorally inclined, and there is a pressing need to employ psychometric testing techniques to assess the Omani population's demographic and psychographic characteristics to create customized behavioral portfolios.

2. Nadia SHA, Mohammed Yousoof ISMAIL They have a search in “Behavioral Investor Types and Financial Market Players in Oman” in (2020), the main objective were taken for this research, is to Conduct a thorough examination of different forms of stock market investor behavior. Furthermore, the sample t-test, one-way ANOVA, CATPCA, and ALSCAL were employed in this investigation, which used primary data from a structured questionnaire. The findings of the study revealed that stock market participants' prejudice is determined by their gender rather than their age. At the end, the current study focused on identifying investor types based on gender and age among Muscat Securities Market participants. A thorough evaluation of previous research led to the study subject. Based on the literature analysis, the study looked at 14 cognitive biases and looked at whether the impact of biases differed depending on the gender and age of the investor.
3. Radha Krishan Sharma, Goyal, Rahul, Sharma, Anil (2014), Identify and assess preferred investment channels, as well as the many factors that influence Omani household investment decisions. This investigation discovered that 25 key elements impact decision of investment avenue and decision.

The data collected from a primary data through a questionnaires distributed between 50 male and 50 female households, as well from online sources and print as a Secondary data. A questionnaire was used to obtain primary data. It was distributed between male and female households. SPSS and Microsoft Excel were used to ensure that the analysis was technically sound and that the results were accurate. They found that Real Estate is the primary choice of Omani households as an investment avenue, followed by Company Fixed Deposits. Market Trends, Income level of Investors, Profitability of Investment and Place of Investment are most influential rational elements on Omani households' investment decisions. Rumors, trading pressure, and other irrational variables influence household investment decisions in Oman.

4. A. Salim and S. Khan (2020) evaluated “The effects of factors on making investment decisions among Omani working women”. the aim is to study the awareness and impact factors investment decisions among Omani working women as respondents. The mythology that the used is quantity method through collecting data from questionnaire. They find that most respondents their investment is influenced by the family members and professional associations. Most of the respondent prefer the Janiyah as best investment. that shows the less awareness of the investment of shares Mutual fund which is the best chose for investment.

3. Research gap:

Unfortunately, there is a lack in studies on this topic in Sultanate of Oman. Also, this data collected is based on some limited areas in Oman. Therefore, it does not cover the whole areas in the country. Challenges assessing surveys because the data we collected from the questionnaire were not accurate since respondents chose randomly, as well as some questions were not completely answered.

Research Methodology:

A collection of methods or strategies for locating, selecting, processing, and evaluating material relevant to the issue is known as research methodology. It relates to the "how" of a certain research topic. It refers to how a researcher constructs a study in a methodical manner in order to obtain accurate and trustworthy results that meet the study's aims and objectives. "Research methodology is the plan of a research," it is claimed (Murthy&Bhojanna, 2009). This part will describe how the data has been acquired, as well as

the methods and techniques utilized to collect and analyze the data. In this project, a questionnaire has been created to collect data from specific locations like as Muscat, Sohar, Nizwa, Al-Sharqiyya.

1. Type of research

The analysts collected the data from the respondents using a quantitative research approach in this study. The survey questionnaire has sent out via Google Form to a maximum of 200 employees, who are willing to invest and have an interest in doing so. Following that, the data has been analyzed using SPSS software. The convenience

sampling approach has been used to collect information from a variety of employees, including those who are interested in investing, from various locations around Oman, Muscat, Sohar, Nizwa, Al-Sharqiyya.

2. Research respondents:

This paper focused on Omani employees who are working in Oman. We have used a convenience sampling as a sampling method. Through the questionnaire we have collected the information.

3. Research procedure

V. DATA ANALYSIS AND INTERPRETATION

Table:1

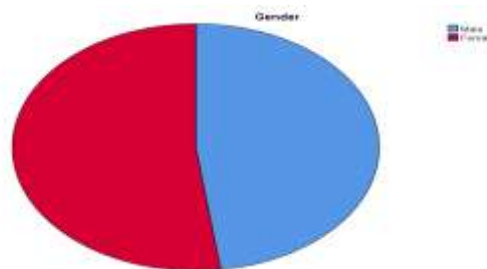
Gender		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Male	99	47.8	47.8	47.8
	Female	108	52.2	52.2	100.0
	Total	207	100.0	100.0	

Interpretation:

This table shows the number and frequency of gender respondents. Through the total of 207

respondents, among 99 males are respond which present 47.8% and female respond at are 108 so percentage 100.

Graph: 1



Interpretation:

From the pie chart, the red color shows the number of female respondent and the blue color show the number of males respondent.

Table:2

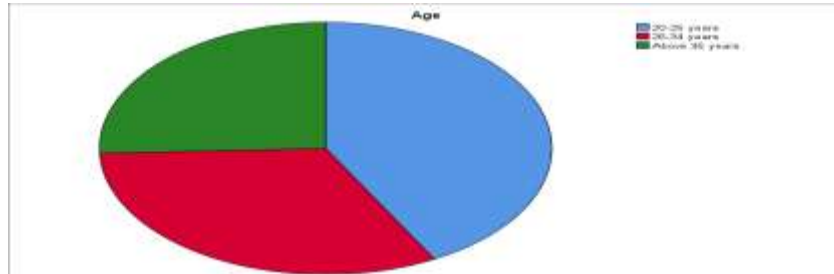
Age		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	20-25 years	87	42.0	42.0	42.0
	26-34 years	67	32.4	32.4	74.4
	Above 35 years	53	25.6	25.6	100.0
	Total	207	100.0	100.0	

Interpretation:

As shown in the table below from the total of 207 frequencies, the respondent from the age (20-25 years) are 87 which present 42%. While the

respondent from (26-34 years) are 67 which present 32.4%. Finally, the respondent from the age above 35 years are 53 which present 25.6%.

Graph:2



Interpretation:
 From the graph, the color green shows the respondent from age 20-25years, the color blue

show the respondent from age 26-34 years and the color red show the respondent above 35 years.

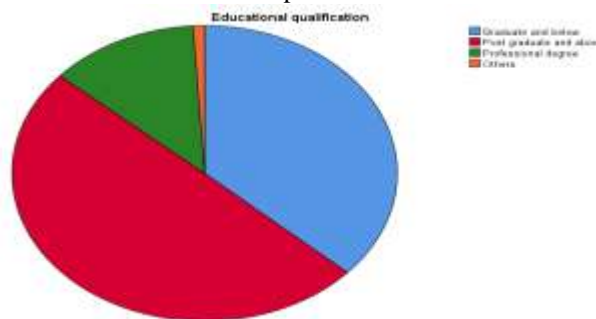
Table:3

Educational qualification		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Graduate and below	76	36.7	36.7	36.7
	Post graduate and above	103	49.8	49.8	86.5
	Professional degree	26	12.6	12.6	99.0
	Others	2	1.0	1.0	100.0
	Total	207	100.0	100.0	

Interpretation:
 The table below shows the educational degree of the respondent, most of the respondent are on post

graduate and above to 49.8% to 103 out of 207. The lowest degree is professional degree to 12.6% to 26 out of 207.

Graph:3



Interpretation:
 From the graph, the color green shows the respondent from age 20-25years, the color blue

show the respondent from age 26-34 years and the color red show the respondent above 35 years.

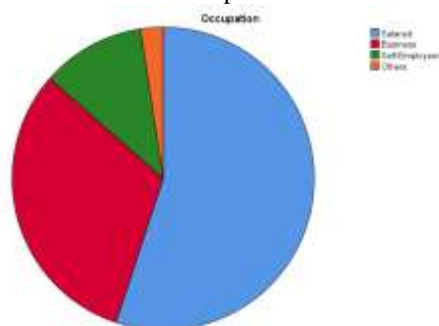
Table:4

Occupation		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Salaried	114	55.1	55.1	55.1
	Business	65	31.4	31.4	86.5
	Self-Employed	23	11.1	11.1	97.6
	Others	5	2.4	2.4	100.0
	Total	207	100.0	100.0	

Interpretation:

This table shows the respondent's occupation, majority of respondents are salaried about 114 out of 207 which present 55.1%.

Graph:4



Interpretation:

The pie chart shows that the blue color show salaried occupation, red color show business occupation, green color show self-employed occupation and the orange is the rest of occupation.

Table:5

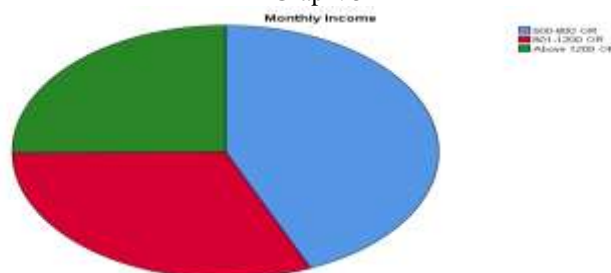
Monthly Income		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	500-800 OR	90	43.5	43.5	43.5
	801-1200 OR	65	31.4	31.4	74.9
	Above 1200 OR	52	25.1	25.1	100.0
	Total	207	100.0	100.0	

Interpretation:

The table below shows the frequency and percent of the monthly income. Most of the respondent have monthly income between 500-800 OR to 90

out of to 43.5%. about 31.4% of the respondent have 801-1200OR monthly income are amounting to 65 out of 207. About 25.1% of respondent relate to 52 out of 207.

Graph: 5



Interpretation:

The pie chart shows that, the red color shows about income 500-800 OR, the blue shows income between 801-1200. And the green color shows the income above 1200OR.

Table:6

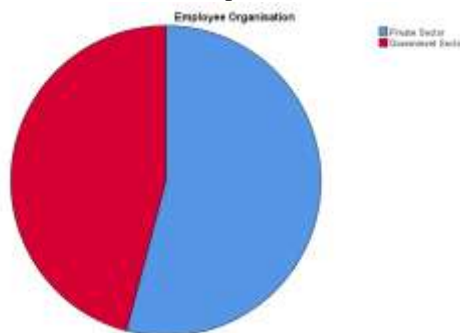
Employee Organisation					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Private Sector	112	54.1	54.1	54.1
	Government Sector	95	45.9	45.9	100.0
	Total	207	100.0	100.0	

Interpretation:

The table below shows the frequency and percent of employee organizations. Most of the respondent

belong to private sector around 112 out of 207 and present as 54.1%. while 95 respondents employed in government sector and present 45.9%.

Graph: 6



Interpretation:

The pie chart shows that the blue color shows employee who work in private sector. While the red color shows the employee work in government sector.

Table: 7

ANOVA						
		Sum of Squares	df	Mean Square	F	Sig.
1. Financial knowledge improves investment behavior related to saving, loans, financial investments	Between Groups	.937	1	.937	.559	.456
	Within Groups	343.710	205	1.677		
	Total	344.647	206			
2. Financial knowledge changes regular financial consumer into more smart financial investor	Between Groups	.518	1	.518	.308	.579
	Within Groups	344.506	205	1.681		
	Total	345.024	206			
3. Financial knowledge helps an investor to improve, plan,	Between Groups	2.849	1	2.849	1.507	.221
	Within Groups	387.422	205	1.890		
	Total	390.271	206			

control and manage their finances						
4. Financial related information improves the ability of an investor to use and understand their financial skills in much effective manner	Between Groups	3.748	1	3.748	2.053	.153
	Within Groups	374.175	205	1.825		
	Total	377.923	206			
5. Finance related knowledge helps an investor to manage, invest and make budget for their money	Between Groups	3.294	1	3.294	1.780	.184
	Within Groups	379.354	205	1.851		
	Total	382.647	206			
6. An individual with finance related knowledge and skills required to manage money effectively	Between Groups	5.653	1	5.653	3.238	.073
	Within Groups	357.826	205	1.745		
	Total	363.478	206			
7. Financial educations benefits an investor to take profitable financial decision and minimize the risk	Between Groups	7.744	1	7.744	4.459	.036
	Within Groups	356.034	205	1.737		
	Total	363.778	206			
8. Finance related awareness helps in gaining knowledge related to money management and debt through minimum risk	Between Groups	3.099	1	3.099	1.734	.189
	Within Groups	366.331	205	1.787		
	Total	369.430	206			

Source: SPSS output

Interpretation:

The above table shows the ANOVA and most important column is the last one significant column show that all variables are more than 0.05 we have to accept the null hypothesis.

Table:8

ANOVA		Sum of Squares	df	Mean Square	F	Sig.
1. Financial knowledge improves investment	Between Groups	1.094	2	.547	.325	.723
	Within Groups	343.553	204	1.684		
	Total	344.647	206			

behavior related to saving, loans, financial investments						
2. Financial knowledge changes regular financial consumer into more smart financial investor	Between Groups	.520	2	.260	.154	.857
	Within Groups	344.504	204	1.689		
	Total	345.024	206			
3. Financial knowledge helps an investor to improve, plan, control and manage their finances	Between Groups	1.920	2	.960	.504	.605
	Within Groups	388.351	204	1.904		
	Total	390.271	206			
4. Financial related information improves the ability of an investor to use and understand their financial skills in much effective manner	Between Groups	1.205	2	.603	.326	.722
	Within Groups	376.718	204	1.847		
	Total	377.923	206			
5. Finance related knowledge helps an investor to manage, invest and make budget for their money	Between Groups	2.224	2	1.112	.596	.552
	Within Groups	380.423	204	1.865		
	Total	382.647	206			
6. An individual with finance related knowledge and skills required to manage money effectively	Between Groups	1.953	2	.976	.551	.577
	Within Groups	361.525	204	1.772		
	Total	363.478	206			
7. Financial educations benefits an investor to take profitable financial decision and minimize the risk	Between Groups	1.869	2	.935	.527	.591
	Within Groups	361.909	204	1.774		
	Total	363.778	206			
8. Finance related awareness helps in gaining knowledge related to money management and debt through minimum risk	Between Groups	.549	2	.274	.152	.859
	Within Groups	368.881	204	1.808		
	Total	369.430	206			

Source:SPSS out put

Interpretation:

The above table ANOVA and from the significant column it shows he result is more than 0.05 that’s means we have to accepts the null hypothesis.

Table:9

ANOVA						
		Sum of Squares	df	Mean Square	F	Sig.
1. Financial knowledge improves investment behavior related to saving, loans, financial investments	Between Groups	20.390	3	6.797	4.255	.006
	Within Groups	324.258	203	1.597		
	Total	344.647	206			
2. Financial knowledge changes regular financial consumer into more smart financial investor	Between Groups	21.309	3	7.103	4.454	.005
	Within Groups	323.715	203	1.595		
	Total	345.024	206			
3. Financial knowledge helps an investor to improve, plan, control and manage their finances	Between Groups	27.756	3	9.252	5.181	.002
	Within Groups	362.514	203	1.786		
	Total	390.271	206			
4. Financial related information improves the ability of an investor to use and understand their financial skills in much effective manner	Between Groups	21.848	3	7.283	4.152	.007
	Within Groups	356.074	203	1.754		
	Total	377.923	206			
5. Finance related knowledge helps an investor to manage, invest and make budget for their money	Between Groups	24.573	3	8.191	4.644	.004
	Within Groups	358.074	203	1.764		
	Total	382.647	206			
6. An individual with finance related knowledge and skills required to manage money effectively	Between Groups	15.768	3	5.256	3.069	.029
	Within Groups	347.710	203	1.713		
	Total	363.478	206			

7. Financial educations benefits an investor to take profitable financial decision and minimize the risk	Between Groups	19.264	3	6.421	3.784	.011
	Within Groups	344.514	203	1.697		
	Total	363.778	206			
8. Finance related awareness helps in gaining knowledge related to money management and debt through minimum risk	Between Groups	23.912	3	7.971	4.683	.003
	Within Groups	345.518	203	1.702		
	Total	369.430	206			

Source: SPSS output

Interpretation:

The above table significant column shows that all variables are less than 0.05. It means to reject the null hypothesis.

Table:10

ANOVA						
		Sum of Squares	df	Mean Square	F	Sig.
1. Financial knowledge improves investment behavior related to saving, loans, financial investments	Between Groups	38.475	3	12.825	8.503	.000
	Within Groups	306.173	203	1.508		
	Total	344.647	206			
2. Financial knowledge changes regular financial consumer into more smart financial investor	Between Groups	44.697	3	14.899	10.071	.000
	Within Groups	300.327	203	1.479		
	Total	345.024	206			
3. Financial knowledge helps an investor to improve, plan, control and manage their finances	Between Groups	48.493	3	16.164	9.601	.000
	Within Groups	341.778	203	1.684		
	Total	390.271	206			
4. Financial related information improves the ability of an investor to use and understand	Between Groups	53.520	3	17.840	11.164	.000
	Within Groups	324.403	203	1.598		
	Total	377.923	206			

their financial skills in much effective manner						
5. Finance related knowledge helps an investor to manage, invest and make budget for their money	Between Groups	45.615	3	15.205	9.158	.000
	Within Groups	337.032	203	1.660		
	Total	382.647	206			
6. An individual with finance related knowledge and skills required to manage money effectively	Between Groups	51.322	3	17.107	11.125	.000
	Within Groups	312.157	203	1.538		
	Total	363.478	206			
7. Financial educations benefits an investor to take profitable financial decision and minimize the risk	Between Groups	53.806	3	17.935	11.746	.000
	Within Groups	309.971	203	1.527		
	Total	363.778	206			
8. Finance related awareness helps in gaining knowledge related to money management and debt through minimum risk	Between Groups	55.895	3	18.632	12.063	.000
	Within Groups	313.535	203	1.545		
	Total	369.430	206			

Source: SPSS out put

Interpretation:

The above table showing above the ANOVA we have to reject the null hypothesis in all significant column showing in all variables because it is 0.000 less than 0.05.

Table: 11

ANOVA						
		Sum of Squares	df	Mean Square	F	Sig.
1. Financial knowledge improves investment behavior	Between Groups	3.928	2	1.964	1.176	.311
	Within Groups	340.720	204	1.670		
	Total	344.647	206			

related to saving, loans, financial investments						
2. Financial knowledge changes regular financial consumer into more smart financial investor	Between Groups	9.486	2	4.743	2.884	.058
	Within Groups	335.538	204	1.645		
	Total	345.024	206			
3. Financial knowledge helps an investor to improve, plan, control and manage their finances	Between Groups	5.683	2	2.841	1.507	.224
	Within Groups	384.588	204	1.885		
	Total	390.271	206			
4. Financial related information improves the ability of an investor to use and understand their financial skills in much effective manner	Between Groups	5.557	2	2.779	1.522	.221
	Within Groups	372.365	204	1.825		
	Total	377.923	206			
5. Finance related knowledge helps an investor to manage, invest and make budget for their money	Between Groups	2.921	2	1.461	.785	.458
	Within Groups	379.726	204	1.861		
	Total	382.647	206			
6. An individual with finance related knowledge and skills required to manage money effectively	Between Groups	7.253	2	3.627	2.077	.128
	Within Groups	356.225	204	1.746		
	Total	363.478	206			
7. Financial educations benefits an investor to take profitable financial decision and	Between Groups	5.070	2	2.535	1.442	.239
	Within Groups	358.708	204	1.758		
	Total	363.778	206			

minimize the risk						
8. Finance related awareness helps in gaining knowledge related to money management and debt through minimum risk	Between Groups	7.926	2	3.963	2.236	.109
	Within Groups	361.504	204	1.772		
	Total	369.430	206			

Source: SPSS out put

Interpretation:

The table above is showing that most important column is the last one significant column show that all variables are more than 0.05 we have to accepts

the null hypothesis in all of them except the second variable we have to reject the null hypothesis there its equal to 0.05

Table:12

ANOVA						
		Sum of Squares	df	Mean Square	F	Sig.
1. Financial knowledge improves investment behavior related to saving, loans, financial investments	Between Groups	.130	1	.130	.077	.781
	Within Groups	344.517	205	1.681		
	Total	344.647	206			
2. Financial knowledge changes regular financial consumer into more smart financial investor	Between Groups	.019	1	.019	.011	.915
	Within Groups	345.005	205	1.683		
	Total	345.024	206			
3. Financial knowledge helps an investor to improve, plan, control and manage their finances	Between Groups	1.053	1	1.053	.555	.457
	Within Groups	389.217	205	1.899		
	Total	390.271	206			
4. Financial related information improves the ability of an investor to use and understand	Between Groups	.181	1	.181	.098	.754
	Within Groups	377.741	205	1.843		
	Total	377.923	206			

their financial skills in much effective manner						
5. Finance related knowledge helps an investor to manage, invest and make budget for their money	Between Groups	.064	1	.064	.034	.854
	Within Groups	382.584	205	1.866		
	Total	382.647	206			
6. An individual with finance related knowledge and skills required to manage money effectively	Between Groups	.010	1	.010	.006	.940
	Within Groups	363.468	205	1.773		
	Total	363.478	206			
7. Financial educations benefits an investor to take profitable financial decision and minimize the risk	Between Groups	.069	1	.069	.039	.843
	Within Groups	363.708	205	1.774		
	Total	363.778	206			
8. Finance related awareness helps in gaining knowledge related to money management and debt through minimum risk	Between Groups	2.164	1	2.164	1.208	.273
	Within Groups	367.266	205	1.792		
	Total	369.430	206			

Source: SPSS out put

Interpretation:

The above table significant column shows that all variables are more than 0.05. It is means to accept the null hypothesis in all.

VI. RECOMMENDATIONS AND CONCLUSION

RECOMMENDATIONS:

- Basic knowledge must be made essential for all investors and made the first step in investing.

- Investors should recognize the demographic factors of investment behavior and use these factors to their advantage.
- We recommend that the investment employee understand the importance of plans in their investment.
- Commitment to increasing knowledge and searching for variables in order to be effectively achieved at work, as it affects the worker's performance.
- Investing smart is a requirement for investors It is best to divide your money between investing and saving in a proportional manner.

- It is necessary to plan for investment and choose the best method of investment that suits the behaviors and orientations of the investor.
- There is a relationship between investment ability and financial knowledge, so this relationship must be maintained and made essential.
- Sometimes the preferences in investing can be inappropriate with the nature of the business and the nature of the individual. Flexibility and agreement on ways that suit the nature of the individual must be more flexible.
- Analyzing investment opportunities increases the chance of making profits, so we suggest investors to think seriously and study the market in detail.
- Study the laws of the country and know the appropriate market for it and invest in it.

VII. CONCLUSION:

In conclusion, it was concluded that financial knowledge has enough power to turn beneficiaries into smarter and more profitable financial backers. Good knowledge and adequate foundation in investments can do wonders as it greatly increases the chance of investment success. With the great progress and rapid development, many advanced financial tools have appeared that must be worked on, researched, and taken as an aid to making financial decisions to make them clearer and more efficient. The main objective of this research was to determine whether the future investment plan for investors is worth it or not. It was found that business knowledge in general and investment knowledge is one of the most powerful factors that determine investment success and determine which of the future plans are the most appropriate and successful. Questionnaires were conducted and distributed to more than 200 employees in different regions of the Sultanate, to study the employees' plans to invest in the future and answer what are the most important things that they should consider. It was found that employees tend to invest more than keeping their money in banks, and there are several different factors that greatly affect investment plans and investor behavior, such as gender, age, and educational level, and the employee's income affects the quality and investment plans, and often all these factors determine the investment authority and the future plan of the investor.

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