CHAPTER IV

FINDINGS AND DISCUSSINGS

As mentioned in the previous chapter, the aims of the study are to show the kinds of politeness strategies employed by the characters and to describe the factors influencing the characters to employ those strategies in the film entitled "The Proposal". The researcher employs Brown and Levinson's politeness strategy to describe the kinds of politeness strategies. It is used to describe how the characters in the film entitled "The Proposal" deliver those strategies to minimize or redress the FTAs. Then, in order to describe the factors influencing the characters to deliver each of politeness strategy.

4.1. Findings

In this point, the researcher explain about the kinds of positive and negative politeness strategies by the main characters in the proposal movie based on Brown and Levinson's politeness strategy and explain about the dominant politeness strategies used by the main characters.

4.1.1. Kinds of politeness strategies by the main characters in the proposal movie based on Brown and Levinson's politeness strategy

In this section, the researcher analyzed sample of the data findings above. The data findings was taken from the proposal movie based on Brown and Levinson

theory. The researcher finds in her analysis. They are two bald on records politeness

strategy, also she finds eighteen positive politeness strategy. And eight negative

politeness strategy.

4.1.1.1. Bald on record strategy

Andrew: I need the shirt off your back.

Literally.

Andrew's friend: You're kidding, right?

Andrew: Yankees, Boston, this Tuesday two company seats for your shirt.

You have five seconds to decide.

Five, four, three, two, one.

Andrew's friend: I know...

In this conversation Andrew use bald on record because this strategy is most

often utilized in situations where the speaker has a close relationship with the

audience, such as family or close friends and this conversation between Andrew and

Andrew's friend. Andrew tries to borrow his clothes.

Andrew's grandma: Come here.

Andrew: Hey, Gammy.

In this conversation Andrew use bald on record because this strategy is most

often utilized in situations where the speaker has a close relationship with the

audience, such as family or close friends and this conversation between Andrew and

Andrew's Granma. Andrew's Granma call Andrew with enjoyed, come here Andrew.

4.1.1.2. Positive politeness strategy

Margaret : Hello, Frank?

How's my favourite writer?

course you've been thinking about

our talk because you know I'm right.

People in this country are busy, broke, and hate to read.

In this conversation Margaret uses positive politeness strategy because the

Positive politeness strategies seek to minimize the threat to the hearer's positive face.

They are used to make the hearer feel good about himself, his interests or

possessions, and are most usually used in situations where the audience knows each

other fairly well. This is being optimistic that Margaret always right.

Andrew: Morning. You have a

conference call in 30 minutes.

Margaret: Yes. About the marketing

of the spring books. I know.

In this conversation Margaret uses positive politeness strategy because

Positive politeness strategies seek to minimize the threat to the hearer's positive face.

They are used to make the hearer feel good about himself, his interests or

possessions, and are most usually used in situations where the audience knows each

other fairly well. This is being optimistic that Margaret always knows everything.

Margaret: Did you call... What's her name?

The one with the ugly hands.

Andrew: Janet.

Margaret: Yes, Janet.

Andrew: Yes. I did. I told her that if she doesn't get her manuscript in on time, you

won't give her a release date.

In this conversation Margaret uses positive politeness strategy because

Positive politeness strategies seek to minimize the threat to the hearer's positive face.

They are used to make the hearer feel good about himself, his interests or

possessions, and are most usually used in situations where the audience knows each

other fairly well. This is avoiding disagreement.

Margaret: I didn't fire you because I feel threatened. No.

I fired you because you're lazy, entitled, incompetent and you spend more time

cheating on your wife than you do in your office.

In this conversation Margaret uses positive politeness strategies because

Positive politeness strategies seek to minimize the threat to the hearer's positive face.

They are used to make the hearer feel good about himself, his interests or

possessions, and are most usually used in situations where the audience knows each

other fairly well. This conversation about Margaret that saying something about bad

person in public area. That's very rude.

Margaret: I need you this weekend to help review his files and his manuscript.

Andrew: This weekend?

Margaret: You have a problem with that?

Andrew: No. I... just my grandmother's 90th birthday,

so I was gonna go home and...

It's fine. I'll cancel it.

In this conversation Margaret uses positive politeness strategy because

Positive politeness strategies seek to minimize the threat to the hearer's positive face.

They are used to make the hearer feel good about himself, his interests or

possessions, and are most usually used in situations where the audience knows each

other fairly well. This is about Margaret feel that she is the boss, so she can being

rude with Andrew

Andrew: I don't understand what's happening.

Margaret: Relax. This is for you, too.

Andrew: Do explain.

Margaret: They were going to make Bob chief.

Andrew: Naturally I would have to marry you?

Margaret: And what's the problem?

Like you were saving yourself for someone special?

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is being optimistic that Margaret always right.

Andrew: We couldn't tell anyone we work with because of my big promotion that I

had coming up.

Margaret: Promotion?

Andrew: Yeah.

We, we both felt that it would be deeply inappropriate, if I were to be promoted to

editor...

Margaret: Editor.

...while we were...

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about Andrew that promise that Andrew will be editor if he marry with Margaret.

Immigrations employee: Are your parents dead?

Andrew: No, his are very much alive.

Margaret: No, very much.

Very much. They're... Well,

we were gonna tell them this weekend.

Gammy's 90th birthday, and the whole family's coming together.

We thought it'd be a nice surprise.

Immigrations employee: Where is this surprise gonna take place?

Margaret: At Andrew's parents' house.

Immigrations employee: Where is that located again?

Margaret: Why am I doing all the talking?

It's your parents' house.

Why don't you tell him where it is.

Jump in.

Andrew: Sitka.

Margaret: Sitka.

In this conversation about positive politeness strategy because Positive politeness strategies seek to minimize the threat to the hearer's positive face. They are used to make the hearer feel good about himself, his interests or possessions, and are most usually used in situations where the audience knows each other fairly well. This is about Margaret being rude, because the immigration employee ask Andrew but Margaret always answer first.

Margaret: OK... so, what's gonna happen is we will go up there.

We'll pretend we're boyfriend and girlfriend,tell your parents we're engaged.

Use the miles for the tickets.

I guess I will pop for you to fly first class. But make sure you use the miles.

If we don't get the miles, we're not doing it.

Please confirm the vegan meal.

'Cause last time they actually gave it to a vegan, and they forced me to eat this

clammy, warm, creamy salad thing, which was...

Hey, I'm... Why aren't you taking notes?

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about Margaret attitude that she is the boss, so she can order anything to Andrew.

Margaret: I'll make you editor. Fine.

If you do the Alaska weekend and the immigration interview,

I will make you editor. Happy?

Andrew: And not in two years. Right away.

Margaret: Fine.

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about Andrew being rude to Margaret because if Margaret not makes Andrew as an

editor, Andrew will not marry with Margaret.

Margaret: Andrew?

Andrew: Yes, Margaret?

Margaret: Sweet Andrew?

Andrew: I'm listening.

Margaret: Would you please, with cherries on top,

marry me?

Andrew: OK. I don't appreciate the sarcasm,

but I'll do it.

In this conversation about positive politeness strategy because Positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about Andrew being rude to Margaret because he will marry Margaret if she

kneeling at front of him and doing proposal.

Andrew's grandma: I guess the word "girl" is inappropriate.

Andre's mother: Annie.

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

about Andrew's Granma that impolite to Margaret.

Andrew's grandma: Well, hello there.

Now, do you prefer being called Margaret or Satan's Mistress?

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about Andrew's Granma that impolite to Margaret. She being called Margaret as

Satan's mistress, it is so rude.

Andrew: Looking good, boss.

Take your time, though.

Just gonna give you a little hand here.

Margaret: Hand off ass! Off ass!

Andrew: There you go. You're there.

Congratulations.

I'm a hundred years old now.

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about Andrew joke. That's rude.

Margaret: That is your home?

Who are you people?

Why did you tell me you were poor?

Andrew: I never said I was poor.

Margaret: But you never told me you were rich.

Andrew: I'm not rich. My parents are rich.

Margaret: OK, you know what? That's something only rich people say.

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

about Margaret react in front of Andrew's mother and grandmother. Margaret think

that Andrew poor man, but actually Andrew is a rich man.

Margaret: Are you there? Hello? Hello? Oh, crap.

I have horrible service, Frank.

Give me just one minute.

Andrew: Oh, my God! Margaret!

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

is about say crap that means bad word.

Margaret: Go take a shower. You stink.

Andrew: Fine.

In this conversation about positive politeness strategy because positive

politeness strategies seek to minimize the threat to the hearer's positive face. They are

used to make the hearer feel good about himself, his interests or possessions, and are

most usually used in situations where the audience knows each other fairly well. This

about Margaret say that Andrew stink in front of him.

Margaret: To the window, to the window.

To the walls, to the walls.

To the sweat drip down my balls.

Now all you bitches crawl.

All skeet, skeet, mother

All skeet, skeet, goddamn

To the window to the window

To the wall to the wall

To the sweat drip down my balls

To all you bitches crawl

All skeet, skeet, mother

All skeet, skeet goddamn

To the window to the window

To the wall to the wall

To the sweat drip down my

All you bitches go

Gammy! Let's take it to the bridge!

Let me see you get low

You scared, you scared

Drop your ass to the flo'

You scared, you scared

Let me see you get low

You scared, you scared

Drop your ass to the floor

You scared!

You scared, you scared

See you get low

You scared, you scared

You scared.

Your butt to the flo'

You scared, you scared

Now stop, woo

Now wiggle it

Now stop, woo

Jiggle it, just jiggle it

In this conversation about positive politeness strategy because positive politeness strategies seek to minimize the threat to the hearer's positive face. They are used to make the hearer feel good about himself, his interests or possessions, and are most usually used in situations where the audience knows each other fairly well. This about Margaret sing a song. The lyric from the song is bad word. And she sing in front of Andrew's Granma.

4.1.1.3. Negative politeness strategy

Jillian: Andrew, hey.

Here you go. Your regular lattes.

Andrew: Literally saved my life.

Thank you. Thank you.

In this conversation about negative politeness strategy because Negative face is the desire to remain autonomous so the speaker is more apt to include an out for the

listener, through distancing styles like apologies. This is about Andrew that being

polite to Jillian.

Andrew: Everyone OK?

People in lift: Yeah.

Andrew: Yeah.

Me too.

In this conversation about negative politeness strategy because Negative face

is the desire to remain autonomous so the speaker is more apt to include an out for the

listener, through distancing styles like apologies. This is about Andrew that being

polite to Andrew's friend in office.

Andrew: Sorry to interrupt.

Margaret: What?!

Andrew: Mary from Ms Winfrey's office called.

She's on the line.

Margaret: I know.

Andrew: She's on hold.

She needs to speak with you.

I told her you were otherwise engaged.

In this conversation about negative politeness strategy because Negative face

is the desire to remain autonomous so the speaker is more apt to include an out for the

listener, through distancing styles like apologies. This is about Andrew being polite,

Andrew ask first before he speaks with Margaret.

Andrew: Margaret, this is my mom.

Margaret: Hello.

Yeah, great.

Andrew: This is my gammy, Annie.

Margaret: Pleasure.

In this conversation about negative politeness strategy because Negative face

is the desire to remain autonomous so the speaker is more apt to include an out for the

listener, through distancing styles like apologies. This is about Margaret being polite

in front of Andrew's parents.

Margaret: Thank you so much for... allowing me to be a part of this weekend.

Andrew's mother: Oh, you're welcome.

In this conversation about negative politeness strategy because Negative

face is the desire to remain autonomous so the speaker is more apt to include an out

for the listener, through distancing styles like apologies. This is about Margaret that

thanks' to Andrew's parent to allow her in Andrew's home.

Andrew: When my mom finds out that this whole thing is a sham she's gonna... she's

gonna be crushed, and my grandmother's gonna die.

Margaret: Your mom's not gonna find out.

It's fine. She's not gonna find out.

They're not going to find out.

In this conversation about negative politeness strategy because Negative face is the desire to remain autonomous so the speaker is more apt to include an out for the listener, through distancing styles like apologies. This is about Margaret saying something to Andrew. That it is going to be fine. That is very polite.

Margaret: I forgot what it was like

to have a family!

I've been on my own since I was

and I forgot what it felt like

to have people love you

and make you breakfast

and say, "Hey!

We'd love to come down

for the holidays."

And I say, "Well, why don't we

come up and see you instead?"

In this conversation about negative politeness strategy because Negative face is the desire to remain autonomous so the speaker is more apt to include an out for the listener, through distancing styles like apologies. This is about Margaret feel sorry to Andrew's parent because she lies to them. And about she misses her parent's.

Andrew: So, Margaret.

Marry me.

Because I'd like to date you.

Margaret: Trust me. You don't really

want to be with me.

Andrew: Yes, I do.

In this conversation about negative politeness strategy because Negative face is the desire to remain autonomous so the speaker is more apt to include an out for the listener, through distancing styles like apologies. This about Andrew proposes Margaret in office and in front of many people.

4.1.2. The dominant politeness strategies used by the main characters

The dominant in this analysis are:

1. Positive politeness strategies

: 18

2. Negative politeness strategies

: 8

3. Bald on record

: 2

4.2. Discussion

In this occasion, the researcher tried to discuss this present study with previous study by explaining the differences and similarities finding the two researches.

The differences of the study are, the first studied is Ani Septyaningsih (2007) "An Analysis of Positive Politeness Strategy in the Film Entitled In Good Company". In this thesis, she only focuses in positive politeness strategy and the second is Ratih Kusuma Wardani (2014) "Politeness Strategies of Female Teenagers in Wild Child Movie". In this thesis, she explain about the way female teenager (Poppy Moore) constructs politeness strategies while communicating with her female friends in the movie. In my thesis about politeness strategies used by the main character in the proposal movie by Anne Fletcher, that is about kinds of politeness strategy and the dominant politeness strategy in the movie. The similarities of the study are the three of the study use politeness strategy as a theory.