CHAPTER III

RESEARCH METHOD

This part discusses the methodology of the research. It consists of research design, population and sample, instruments, data and data sources, data collection, and data analysis.

3.1 Research Design

The researcher used descriptive research approach to identified, classified, and interpreted the data that form of words and phrases in project proposals of Global Peace Foundation. The characterized of qualitative research is to understand some aspect of social life and as a method which generate words rather than numbers, as data for analysis (Green, 2007: 2). Afterwards, Litosseliti (2010) stated qualitative method is concern with structure, pattern and grammatical not in numbers. While, descriptive method choose to be used to interpreted the result of the finding. In line with Isaac and Micahel (1987), descriptive method describes a situation or area of interest factually, accurately, and sitematically. Thus, the researcher assumed that descriptive research method was suitable to apply in the present study.

Descriptive qualitative research chose by the researcher for some reasons. First, the data and result of this research is descriptive in a form of words and phrases of interpersonal metadiscourse from the project proposals of Global Peace Foundation. Second, this research is tried to reveal the phenomenon of persuasion. Last the researcher herself collected, identified, classified, interpreted and concluded

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the data. Thus, this research was tried to investigate the phenomenon of persuasion used Hyland (2005) theory through the introduction/overview/background and program/program details/activities from ten project proposal of Global Peace Foundation Indonesia.

3.2 Subject of the research

The subject of the research is written discourse in the project proposal of Global Peace Foundation.

3.3 Instruments

The instrument of the research was the writer herself. The researcher became the instrument who actively and directly participates in the data collection and data analysis.

3.4 Data and Data Sources

The data of the research were introduction/overview/background and program/program details/activities from ten project proposal of Global Peace Foundation Indonesia.

3.5 Data Collection

The researcher used several steps to collect the data, as follows:

a. The researcher got the soft copy of the data from the general manager of Global Peace Foundation Indonesia, Shintya Rahmi Utami.

b. The researcher printed out the project proposals.

c.   The researcher identified by underlining the data that contain of interpersonal metadiscourse markers: hedges, boosters, attitude markers, self mentions, engagement markers.

3.6 Data Analysis

After collected the data, the researcher did several steps to analyze the data, as follows:

a. The researcher developed and gave the codes to the each markers as follows:

1) the codes for hedges is coded H

2) the codes for boosters is coded B

3) the codes for attitude markers is coded AM

4) the codes for self mentions is coded SM

5) the codes for engagement markers is coded EM

b. The researcher summarizing the finding of the data into the table to make the process of the analyzing clearer and easier.

Table 3.2

Classification Types of Interpersonal Metadiscourse Markers

No	Interpersonal Metadiscourse	Hedges	Boosters	Attitude Markers	Self Mentions	Engagement Markers
1.						
2.						
3.						

4.					
5.					
6.					

   c. The researcher classified each marker of the interpersonal metadiscourse markers: into frequency and percentage. The researcher used this following formula:

Percentage of each markers $= \dfrac{x}{y}$ X 100 %

x: the frequency of each markers

y: the total number of frequency

The researcher used the table of classification markers of interpersonal metadiscourse based on Hyland (2005) to classify the data into the markers. From this step, the first and the second number of the research questions were answered.

Table 3.1

Classification Markers of Interpersonal Metadiscourse

No	Markers	Code	Frequency	Percentage
1	Hedges	H		
2	Boosters	B		
3	Attitudes Markers	AM		
4	Self Mentions	SM		

5	Engagement Markers	EM		
TOTAL				100 %

d. The researcher interpreted the data based on the related theories. The interpretation represents to answer the last research question.

e. The researcher draw conclusion.