#### **CHAPTER IV**

# FINDINGS AND DISCUSSIONS

In this chapter, the researcher presents two points. The first point of this chapter is data findings and the second point is discussions. Furthermore, this chapter provides more detail reflection on the findings and displays all the result of data analysis. Therefore, the research questions are answered within this chapter.

#### 4.1 Findings

In this point, the researcher presents the findings from the data. Furthermore, the researcher provides the analysis of language function found in Linda's utterances in Death of a Salesman drama. The researcher has found many utterances contain the language function used by Linda in drama. The researcher analyzes the data by presenting the description of the language function's type and the explanation of the context of situation as follows:

# 4.1.1 Types of Language Function and Mostly Used by Linda in Death of a Salesman Drama

#### 4.1.1.1 Types of Language Functions Used by Linda

In this section, the researcher analyzes the data of Linda's utterances in death of a salesman drama based on Jacobson's theory of language functions. According to Jacobson (1960), the function of language is categorized into six types; they are emotive, conative, referential, phatic, metalingual and poetic function. The explanation of research findings can be seen as follows:

#### **1. Emotive Function**

Emotive function relates to the addresser. Language is used by the addresser to her or his feelings. It focuses on the addresser, aims a direct expression of the speaker's attitude toward what he or she is speaking about. It tends to produce an impression of a certain emotion whether feigned or true (Jakobson, 1960:354). It is best exemplified by interjection. The following are Linda's utterances that are included in emotive function of language:

#### Datum (1)

 Table 1.1 Elements of communication in Death of a Salesman drama

 that used by Linda on Page 07& Line 124

| Elements  | Explanation                        |
|-----------|------------------------------------|
| Addresser | Linda                              |
| Context   | Linda expresses her blissfulness   |
| Message   | It was so nice to see them shaving |
|           | together                           |
| Contact   | Spoken                             |
| Code      | English                            |
| Addressee | Willy                              |

LINDA : It was <u>so nice</u> to see them shaving together, one behind

the other, in the bathroom.

WILLY : Figure it out.

From the dialogue above, Linda produced the emotive function of language. She feels so happy and produced *"it was so nice to see them shaving together"*. By uttering the utterance above, Linda wants to reveal her feeling of blissfulness because she looks at how her children are doing together again, such shaving, one behind other in the bathroom, go to dinner and the whole house smells of shaving lotion which makes she happy. It is clear that Linda's utterances contain emotive function because she used language to express his personal feeling and ideas.

#### Datum (2)

Table 1.2 Elements of communication in Death of a Salesman dramathat used by Linda on Page 22 & Line 687-689

| Elements  | <b>Explanation</b>   |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda shows her startled for excitement  |
| Message   | <u>No!</u> Wait a minute, I've got a pencil.<br>That makes your commission two<br>hundred <u>my God!</u> |
| Contact   | Spoken   |
| Code      | English  |
| Addressee | Willy  |

WILLY : I did five hundred gross in Providence and seven hundred gross in Boston.

LINDA : <u>No!</u> Wait a minute, I've got a pencil. (*She pulls pencil and paper out of her apron pocket*.) That makes your commission... two hundred ... <u>my God!</u> Two hundred and twelve dollars!

On the conversation above, Linda produces two utterances in which they refer to the use of emotive function. Firstly, Linda produced the utterance "*No*!" in order to express her startled feeling on what has been done by Willy. Secondly, Linda showed her startled feeling by saying "*my God*!" because after she counted all the commission that has been obtained by her husband.

By overall, it is obvious that Linda's utterances carry out emotive function of language function because she expresses her personal feeling toward the hearer. She wants to reveal that she has startled when she knows what has been done by her husband.

#### Datum (3)

Table 1.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 33 & Line 1045 – 1048

| Elements  | Explanation                        |
|-----------|------------------------------------|
| Addresser | Linda                              |
| Context   | Linda expresses her amazed feeling |
| Message   | <u>Africa!</u>                     |
|           | Diamond mines!                     |
| Contact   | Spoken                             |
| Code      | English                            |
| Addressee | Ben and Willy                      |

BEN : At that age I had a very faulty view of geography,

William. I discovered after a few days that I was heading

due south, so instead of Alaska, I ended up in Africa.

LINDA : <u>Africa!</u>

## WILLY : The Gold Coast!

BEN : Principally diamond mines.

LINDA : <u>Diamond mines!</u>

On the conversation above, Linda produces two utterances in which they refer to the use of expressive function. The first, Linda produced the utterance "*Africa*!" in order to express her amazed feeling on what has been talked by Ben. The second, Linda showed her amazed feeling by saying "*Diamond mines*!" after Ben and Willy said that Africa is principally diamond mines. Overall, it is clear that Linda's utterances contained emotive function, because she used the language to express her personal feeling.

#### Datum (4)

Table 1.4 Elements of communication in Death of a Salesman dramathat used by Linda on Page 50 & Line 1667

| Elements  | Explanation            |
|-----------|------------------------|
| Addresser | Linda                  |
| Context   | Linda feels so pleased |
| Message   | That'd be wonderful.   |
|           |                        |
| Contact   | Spoken                 |
| Code      | English                |
| Addressee | Willy                  |

WILLY

: There's no question, no question at all.

Gee, on the way home tonight I'd like to

buy some seeds.

LINDA (*laughing*) : That'd be <u>wonderful</u>. But not enough sun gets back there. Nothing'll grow any more.

From the dialogue above, Linda produced the emotive function of language. She feels magnificent, because Linda wants to reveal her feeling of pleased because she looks at how her husband is happy when she tells about their children that changed drastically and used dress neatly. It makes Willy keeps his positive thinking to their children. Then, Linda produced "*That'd be wonderful.*" when Willy said that he wants to buy some seeds when he is on the way home tonight with feeling happy. Therefore, Linda uses her emotive language to express her personal feeling.

# Datum (5)

Table 1.5 Elements of communication in Death of a Salesman dramathat used by Linda on Page 101 & Line 3473

| Elements  | Explanation                     |
|-----------|---------------------------------|
| Addresser | Linda                           |
| Context   | Linda shows her worried feeling |
| Message   | <u>No!</u>                      |
|           |                                 |
| Contact   | Spoken                          |
| Code      | English                         |
| Addressee | Willy                           |

LINDA (*with real fear*)

: Willy, answer me! Willy!

(There is the sound of a car starting and moving away at full speed).

| LINDA                          | : <u>No!</u> |
|--------------------------------|--------------|
| BIFF (rushing down the stairs) | : Pop!       |

On the conversation above, Linda uses emotive function to express her feeling. She feels worried by producing "*No!*", by uttering the utterance above, Linda wants to show her personal of worried because she does not get the answer from her husband when she calls him. That indicates that Linda's utterances contain of emotive function because she used language to express her personal feeling.

## 2. Conative Function

Conative function engages the addressee directly. It means that language is used to ask the addressee (hearer) to act or to do something. It is commonly found in commands or requests. Holmes (2013:277) clarifies that directive function refers to the language used as an attempt to get someone to do something. On other hand, this function is created to give orders or make request by using interrogatives, declaratives and imperatives statements. The following are Linda's utterances that are included in conative function of language:

### Datum (6)

Table 2.1 Elements of communication in Death of a Salesman dramathat used by Linda on Page 08 & Line 151-153

| Elements  | Explanation   |
|-----------|---|
| Addresser | Linda   |
| Context   | Linda asks her husband not to insult their children |

| Message   | Shh!           |
|-----------|----------------|
|           | Willy, please! |
| Contact   | Spoken         |
| Code      | English        |
| Addressee | Willy          |

LINDA : <u>Shh!</u> WILLY : The trouble is he's lazy, goddammit! LINDA : <u>Willy, please!</u>

On data above, Linda produces two utterances that includes in conative function. Linda used language in order to ask someone to do something. In this scene, Linda wants to request an action from Willy. Firstly, she produced utterance "*Shh*!" it means that Linda asks Willy to be quite. Secondly, she produced utterance "*Willy, please*!" in this case, Linda requests or asks to Willy to stop what he says in order not to insult their child. Overall, it is clear that Linda carries out conative function of language in which she requested the hearer through her utterances.

#### Datum (7)

Table 2.2 Elements of communication in Death of a Salesman dramathat used by Linda on Page 36 & Line 1174

| Elements  | Explanation  |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda asks Willy to come to bed for taking a rest  |
| Message   | Did you have some cheese? ( <i>He can't answer.</i> ) It's very late, darling. <u>Come to bed</u> , heh? |

| Contact   | Spoken  |
|-----------|---------|
| Code      | English |
| Addressee | Willy   |

- LINDA : Willy, dear? Willy?
- WILLY : I was right!
- LINDA : Did you have some cheese? (*He can't answer.*) It's very late, darling. <u>Come to bed</u>, heh?

From the conversation above, it can be seen that Linda produced utterances that contained the use of conative function in which it is because she used language to get someone to do something. In this case, Linda produced "*Come to bed*" it means that she wants Willy to go to bedroom for taking a rest. Look at the explanation above, it is clear that Linda used conative function of language in order to get Willy followed her instructions.

#### Datum (8)

Table 2.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 37 & Line 1192

| Elements  | Explanation                            |
|-----------|--|
| Addresser | Linda                                  |
| Context   | Linda requests to her son to lower his |
|           | voice                                  |
| Message   | <u>Sh!</u>                             |
|           |  |
| Contact   | Spoken                                 |
| Code      | English                                |
| Addressee | Biff                                   |

#### BIFF : What is he doing out there?

LINDA : <u>Sh!</u>

BIFF : God Almighty. Mom, how long has he been doing this?

LINDA : Don't, he'll hear you.

On the conversation above, Linda used conative language in order to ask someone to do something. In this case, Linda wants to request to Biff. She produced utterance "Sh!" it means that Linda asks to Biff to be quite, because she is afraid if Willy will be hearing them. It is clear that Linda carries out conative function of language in which she requested her son to do something.

# Datum (9)

## Table 2.4 Elements of communication in Death of a Salesman drama

| Elements  | Explanation  |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda ordered Biff to go to sleep  |
| Message   | Oh, my dear, you should do a lot of things, but there's nothing to do, so go to sleep. |
| Contact   | Spoken   |
| Code      | English  |
| Addressee | Biff   |

that used by Linda on Page 37 & Line 1192

- LINDA : It'll pass by morning.
- BIFF : Shouldn't we do anything?
- LINDA : Oh, my dear, you should do a lot of things, but there's

nothing to do, so go to sleep.

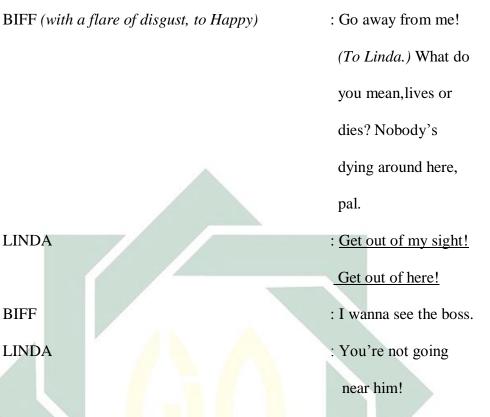
On data above, Linda produces only one utterance that refers to conative function. Linda used language in order to ask someone to do something. In this conversation, Linda wants to request an action from Biff. She produced utterance "*so go to sleep*" it means that Linda ordered Biff to go to sleep without do anything. Overall, it is clear that Linda carries out conative function of language in which she ordered the hearer through her utterance.

#### **Datum** (10)

Table 2.5 Elements of communication in Death of a Salesman dramathat used by Linda on Page 91 & Line 3101

| Elements  | Explanation                              |
|-----------|--|
| Addresser | Linda                                    |
| Context   | Linda is disappointed with her children, |
|           | so she ordered them to leave her         |
| Message   | Get out of my sight! Get out of here!    |
| Contact   | Spoken                                   |
| Code      | English                                  |
| Addressee | Happy and Biff                           |

HAPPY : Now what'd you do
that for? Mom, I
want you to have
some flowers...
LINDA (*cutting Happy off, violently to Biff*)
Don't you care
whether he lives or
dies?
HAPPY (*going to the stairs*)
Come upstairs, Biff.



From the conversation above, Linda produced only one utterance which refers to the use of conative function. It is because she requests an action from her children, Biff and Happy by saying "*Get out of my sight*! *Get out of here*!". Linda ordered Biff and Happy to leave her, because she is disappointed with her children. Look at the explanation above, it is clear that Linda uses conative function of language in order to get Biff and Happy followed her instruction.

#### 3. Referential Function

Referential function shows the condition of the speakers who want to share their knowledge or news toward the hearer. As cited by Holmes (2013:275), referential functions refer to utterances attempt to provide information. The following are Linda's utterances that are included in referential function of language:

#### **Datum** (11)

Table 3.1 Elements of communication in Death of a Salesman drama

that used by Linda on Page 07 & Line 122

| Elements  | Explanation  |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda tells to Willy that their children<br>have slept and what they have done<br>together |
| Message   | <u>They're sleeping. Happy took Biff on a</u><br>date tonight.                             |
| Contact   | Spoken   |
| Code      | English  |
| Addressee | Willy  |

| LINDA              | : Why don't you tell those things to Howard,      |
|--------------------|---|
|                    | dear?   |
| WILLY (encouraged) | : I will, I definitely will. Is there any cheese? |
| LINDA              | : I'll make you a sandwich.                       |
| WILLY              | : No, go to sleep. I'll take some milk. I'll be   |
|                    | up right away. The boys in?                       |
| LINDA              | : They're sleeping. Happy took Biff on a          |

## date tonight.

From the conversation above, it can be seen that Linda's underlined utterance conveyed referential function of language. It is because Linda attempted utterances to provide information toward Willy. In this case, Linda produced utterance *"They're sleeping. Happy took Biff on a date tonight"* in order to tell Willy that their children have slept, she tells what they have done together which makes Linda happy. Overall, it is obvious that Linda's underlined utterance is referential since the speaker of the utterance's purpose to give information or to tell something to the hearer.

#### **Datum** (12)

Table 3.2 Elements of communication in Death of a Salesman dramathat used by Linda on page 23 & Line 703 - 706

| Elements  | Explanation                                 |
|-----------|---|
| Addresser | Linda                                       |
| Context   | Linda explains to her son about the habit   |
|           | that his father does                        |
| Message   | It'll pass by morning.                      |
|           | Oh, my dear, you should do a lot of         |
|           | things, but there's nothing to do, so go to |
|           | sleep.                                      |
| Contact   | Spoken                                      |
| Code      | English                                     |
| Addressee | Biff  |

- BIFF : What the hell is the matter with him?
- LINDA : <u>It'll pass by morning</u>.
- BIFF : Shouldn't we do anything?
- LINDA : <u>Oh, my dear, you should do a lot of things, but there's</u>

nothing to do, so go to sleep.

On the data above, Linda produces two utterances in which they refer to the use of referential function. First, Linda produces the utterance "It'll pass by morning" it means that Linda gives information to her son about his father's habit. Second, Linda with pleasure explain to her son that there is nothing to do for his father by saying "*Oh, my dear, you should do a lot of things, but there's nothing to do*".

By overall, it obvious that Linda's utterances carry out referential function of language because she uses for informing what happened at that time toward the hearer.

## **Datum** (13)

#### Table 3.3 Elements of communication in Death of a Salesman drama

| Elements  | Explanation                                 |
|-----------|---|
| Addresser | Linda                                       |
| Context   | Linda tells to Biff how his father actually |
|           | is and what has happened to his father      |
| Message   | He's been trying to kill himself.           |
| Contact   | Spoken                                      |
| Code      | English                                     |
| Addressee | Biff  |

that used by Linda on Page 41 & Line 1336

| BIFF (after a pause) | : Why is he dying?                  |  |
|----------------------|-------------------------------------|--|
| LINDA                | : He's been trying to kill himself. |  |

BIFF (with great horror) : How?

From the conversation above, Linda produces the referential function of Language. She produces the utterance *"He's been trying to kill himself"* in order to tell her son who is he dislikes her father. Then,

Linda explains what has actually happened and asks Biff be positive thinking with his father. That is clear that Linda's utterance contain of referential function because she used for explain and give information to her son.

## **Datum** (14)

Table 3.4 Elements of communication in Death of a Salesman dramathat used by Linda on page 41 & Line 1343

| Elements  | Explanation                                   |
|-----------|---|
| Addresser | Linda   |
| Context   | Linda gives information to her sons that      |
|           | their father has tempted by insurance that    |
|           | is fake                                       |
| Message   | The insurance inspector came. He said         |
|           |   |
|           | that they have evidence. That all these       |
|           |   |
|           | <u>accidents</u> in the last year — weren't — |
|           |   |
|           | weren't — accidents.                          |
|           |   |
| Contact   | Spoken  |
| Code      | English                                       |
| Addressee | Biff and Happy                                |
|           |   |

| LINDA | : Remember I wrote you that he smashed up the car again? |
|-------|--|
|       | In February?   |

BIFF : Well?

LINDA : <u>The insurance inspector came. He said that they have</u> evidence. That all these accidents in the last year

weren't — weren't — accidents.

HAPPY : How can they tell that? That's a lie.

From data above, Linda produces only one utterance that refers to referential function of language. It is because Linda wants to inform something to her children. Linda produces the utterance "*The insurance inspector came. He said that they have evidence. That all these accidents in the last year* — *weren't* — *weren't* — *accidents*", it shows that Linda tells to her children that his father has attempted by faking insurance. That is indicating that Linda's utterances contain of referential function because she used language to inform and explain what is happened to the hearer.

# **Datum** (15)

 Table 3.5 Elements of communication in Death of a Salesman drama

| Elements  | Explanation   |
|-----------|---|
| Addresser | Linda   |
| Context   | Linda informs to Willy that Biff was very changed and look neat |
| Message   | Biff was very changed this morning. His                         |
|           | whole attitude seemed to be hopeful.                            |
|           | His blue suit. He's so handsome in that                         |
|           | suit. He could be a — anything in that                          |
|           | <u>suit!</u>  |
| Contact   | Spoken  |
| Code      | English   |
| Addressee | Willy   |

that used by Linda on Page 50 & Line 1655 - 1662

#### WILLY (*smiling*) : Mmm...

LINDA : <u>Biff was very changed this morning. His whole</u>

<u>attitude seemed to be hopeful.</u> He couldn't wait to get downtown to see Oliver.

WILLY : He's heading for a change. There's no question,
there simply are certain men that take longer to get
— solidified. How did he dress?

LINDA : <u>His blue suit. He's so handsome in that suit. He</u> <u>could be a — anything in that suit!</u>

From the dialogue above, Linda produces two utterances that includes in referential function. Firstly, Linda carried out referential function of language in which she used language to provide some information to Willy. In this case, Linda delivered good news to Willy. Linda tells Willy that she looks Biff changed a lot this morning and his whole attitude seemed to be hopeful by saying "*Biff was very changed this morning*. *His whole attitude seemed to be hopeful*." Secondly, Linda produced the utterance "*His blue suit*. *He's so handsome in that suit*. *He could be a — anything in that suit*!" it means that Linda tells to Willy how the handsome their son this morning by wearing suitable and neat outfit.

### 4. Phatic Function

Phatic reveals the condition of how the speakers show their sociability toward the hearer. It functions used to prologue or to stop communication in order to check whether channel works. It also can be known as a function of language that commonly used in everyday interaction includes greetings, complements, gossip, etc. According to Holmes (2013:275), phatic utterances express solidarity and emphaty with others. The following are Linda's utterances that are included in phatic function of language:

#### **Datum (16)**

 Table 4.1 Elements of communication in Death of a Salesman drama

 that used by Linda on Page 05 & Line 49

| lements  |  | Explanation                                      |
|----------|--|--|
| ddresser |  | Linda  |
| ontext   |  | Linda checks her husband condition who           |
|          |  | outside the bedroom by calling him with          |
|          |  | trepidation                                      |
| lessage  |  | Willy!   |
|          |  |  |
| ontact   |  | Spoken   |
| ode      |  | English  |
| ddressee |  | Willy  |
|          | dements<br>addresser<br>context<br>fessage<br>contact<br>code<br>addressee | ddresser<br>ontext<br>Iessage<br>Contact<br>Code |

LINDA (hearing Willy outside the bedroom, calls with some trepidation)

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WILLY
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: It's all right. I came back.

From the conversation above, Linda produces the phatic function of language. She produced the utterance *"Willy!"* in order to check her husband who outside bedroom and call him with trepidation. It is clear that Linda's utterances contain of phatic function because she used language for checking the condition of the hearer.

#### **Datum** (17)

Table 4.2 Elements of communication in Death of a Salesman dramathat used by Linda on page 21 - 22 & Line 657

<sup>:</sup> Willy!

| Elements  | Explanation                                |
|-----------|--|
| Addresser | Linda                                      |
| Context   | Linda greeted for her husband and children |
| Message   | Hello, dear!                               |
| Contact   | Spoken                                     |
| Code      | English                                    |
| Addressee | Willy, Biff and Happy                      |



From the conversation above, the underlined of Linda's utterances contain of phatic function. In this case, Linda produces the utterance *"Hello, dear!"* when she enters in backyard in which her husband and her sons have already been there. The aim of her utterance is for greeting her father and her children. Overall, it is clear that Linda carried out the phatic function of language in the form of greeting someone.

#### **Datum** (18)

Table 4.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 36 & Line 1171

| Elements  | Explanation   |
|-----------|---|
| Addresser | Linda   |
| Context   | Linda ensured Willy's condition and<br>checks his attention by diverting his<br>attention |
| Message   | Willy, dear? Willy?   |
| Contact   | Spoken  |
| Code      | English   |
| Addressee | Willy   |

| LINDA | : <u>Willy, dear? Willy?</u>                             |
|-------|--|
| WILLY | : I was right!   |
| LINDA | : Did you have some cheese? (He can't answer.) It's very |
|       | late, darling. Come to bed, heh?                         |

From the dialogue above, Linda produces the phatic function of language. By saying *"Willy, dear? Willy?"* in order to check her husband's condition which still speaks by himself even though Ben has gone. It is clear that Linda's utterances contain of phatic function because she uses language for attract the attention of the hearer.

# 5. Metalingual Function

Metalingual function is the use of language to discuss or describe itself, to clarify or renegotiate. Metalingual is also commonly used in questions in which the message needs clarification. The following are Linda's utterances that are included in metalingual function of language:

#### **Datum (19)**

Table 5.1 Elements of communication in Death of a Salesman drama

| that | t used | by | Linda on | Page 05 | 5 & . | Line 52 |
|------|--------|----|----------|---------|-------|---------|
|------|--------|----|----------|---------|-------|---------|

| Elements  | Explanation                                      |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda asks to clarify what has happened          |
| Message   | Why? What happened? Did something happen, Willy? |
| Contact   | Spoken   |
| Code      | English  |
| Addressee | Willy  |

| LINDA | : <u>Why? What happened?</u> (Slight pause.) <u>Did something</u> |
|-------|---|
|       | <u>happen, Willy?</u>   |
| WILLY | : No, nothing happened.   |

LINDA : You didn't smash the car, did you?

From the conversation above, Linda only produces one utterance that refers to the metalingual function. She produces the utterance "*Why? What Happened? Did something happen Willy?*" in order to clarify what has actually happened to her husband, because she looks her husband so terrible. By overall, it is obvious that Linda's utterance carries out metalingual function because she asks to clarify what has happened when she looks her husband.

#### **Datum (20)**

Table 5.2 Elements of communication in Death of a Salesman dramathat used by Linda on Page 40 & Line 1325

| Elements  | Explanation   |  |
|-----------|---|--|
| Addresser | Linda   |  |
| Context   | Linda asks an explanation about what<br>Biff has said |  |
| Message   | What do you mean?                                     |  |
| Contact   | Spoken  |  |
| Code      | English   |  |
| Addressee | Biff  |  |

| BIFF  | : Because I know he's a fake and he doesn't like anybody    |
|-------|---|
|       | around who knows!   |
| LINDA | : Why a fake? In what way? <u>What do you mean?</u>         |
| BIFF  | : Just don't lay it all at my feet. It's between me and him |
|       | that's all I have to say. I'll chip in from now on. He'll   |
|       | settle for half my pay check. He'll be all right. I'm going |
|       | to bed.   |

Based on the conversation above, Linda produces one utterance that includes in the metalingual function. She asks an explanation to Biff what he has said about his father. He claims that his father is a fake. Linda offended and asked what he means. It is clear that Linda's utterance's utterances contain of metalingual function because she uses language for asking an explanation to the hearer.

## 6. Poetic Function

Poetic reveals of how the speakers produces the utterances by using any kind of word plays. According to Holmes (2013:275), poetic is a kind of language function that focused on aesthetic features of language. It is included the use of linguistic features such as rhyming words, an-ear catching motto, alliteration or paronomasia and antithesis. However, the researcher did not find the poetic function of language that used by Linda in her utterances. Since Linda always used verbal communication with her family especially with her husband in order to be easier for understanding and avoiding misunderstanding with her husband and children.

## 4.1.1.2 Language Functions Mostly Used by Linda

In this point, the researcher presents the findings from the data. Furthermore, the researcher provides the language function that mostly used by Linda in Death of a Salesman drama. The researcher has found 134 data which are referring to language function that used by Linda in death of a salesman drama. The researcher found 12 emotive functions, 33 conative functions, 73 referential functions, 7 phatic functions, 6 metalinguistic functions and no poetic functions. Therefore, the researcher takes some of the data to be displayed in this section. By firstly, the researcher makes the data for each type to be percentages and put them on the diagram in order to be easier for knowing the language function mostly used by Linda as follows:

### **1. Emotive Function**

$$\frac{12}{134} \times 100 = 9\%$$

Emotive function is the mind of the speaker. It is used for the speaker to express their feelings. Expressive function focuses on personal of addresser, expression of ideas, feelings, attitudes, or opinions.

The researcher found twelve data of emotive function in Linda's utterances, but the researcher takes three of data to be displayed on this section. The data as follows:

## 1.1 It was so nice, on Page 07& Line 124

#### 1.2 Diamond mines!, on Page 33 & Line 1048

# 1.3 That'd be wonderful, on page 50 & Line 1667

From data above, all of the data show someone's feeling. Therefore, three of them are including in emotive function because Linda uses language to express her personal feeling and ideas.

# 2. Conative Function

$$\frac{36}{134} \times 100 = 27\%$$

Addressee or hearer is the main of conative function. Usually conative function is found in command and requests. It is not in general measured true or false.

There are thirty six of data that has found by the researcher in this type. The researcher takes three of data to be displayed on this section. The data as follows:

## 2.1 <u>Willy, please!</u>, on Page 08 & Line 153

# 2.2 <u>so go to sleep</u>, on Page 37 & Line 1192

# 2.3 Get out of my sight! Get out of here!, on Page 91 & Line 3101

From the utterances above, the data have the same intent. Three of them refer to conative function, because the utterances show the addresser asks the addressee to do something. It means that Linda asks to the hearer to do something as her instructions.

#### 3. Referential Function

 $\frac{^{73}}{^{134}} \times 100 = 55\%$ 

Referential function is explaining about informing and describing. This is related with truth value (true or false status) of an element which become affirmed or questioned.

The researcher takes three of seventy three data that included in referential function which has found by researcher to be displayed in this section. The data as follows:

- 3.1 <u>They're sleeping</u>, on Page 07 & Line 122
- 3.2 <u>Oh, my dear, you should do a lot of things, but there's nothing</u> to do, on Page 23 & Line 706
- 3.3 Biff was very changed this morning, on Page 50 & Line 1655

Those are including in referential function. Data 3.1 and 3.3 are showing that the addresser informs something to the addressee. In 3.2, the addresser explains something to the addressee. It is clear that Linda's utterances refer to referential function because she uses language for informing and explaining something to the hearer.

4. Phatic Function

$$\frac{7}{134} \times 100 = 5\%$$

Phatic function used to prologue or to stop communication in order to check whether channel works. It means that to attract the attention of the interlocutor to continue his/her attention. It includes greetings, complements, gossip, etc.

The researcher has found seven data that contained phatic function in Linda's utterances. The researcher takes two data to be displayed in this section. The data as follows:

# 4.1 Hello, dear!, on Page 21 & Line 657

#### 4.2 <u>Willy, dear? Willy?</u>, on Page 36 & Line 1171

From data above, both of them are Linda's utterances which included in phatic function of language. In 4.1, Linda greeted to her husband who is in backyard. While, in 4.2 Linda checks her husband's attention, because she worried with her husband condition. Overall, it is clear that Linda's greeting and checking attention are referential function of language.

# 5. Metalingual Function

 $\frac{6}{134} \times 100 = 4\%$ 

Metalingual function is the use of language to discuss or describe itself, to clarify or renegotiate. Metalingual is also commonly used in questions in which the message needs clarification.

There are six data that has found by the researcher in this type, but the researcher takes two data to be displayed in this section. The data as follows:

5.1 <u>Why? What happened?</u> <u>Did something happen, Willy?</u>, on Page 05 & Line 52

## 5.2 <u>What do you mean?</u>, on page 40 & Line 1325

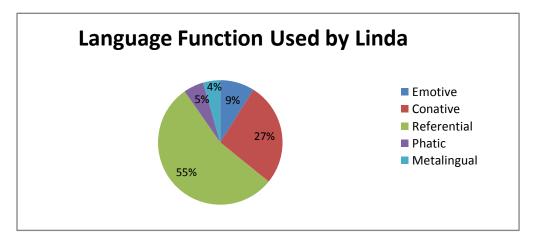
From data above, both of them are Linda's utterances which includes in metalingual function. The data explained that Linda asks clarify to the hearer. It means that Linda wants some explanation clearly to the hearer.

#### 6. Poetic Function

Poetic is a kind of language function that focused on aesthetic features of language. It is includes the use of linguistic features such as rhyming words, an-ear catching motto, alliteration or paronomasia and antithesis.

However, the researcher did not find the poetic function of language that used by Linda in her utterances. Since Linda always used verbal communication with her family especially with her husband in order to be easier for understanding and avoiding misunderstanding with her husband and children.

Diagram 4.1.1.2 the percentages of Language Function in Death of a Salesman Drama.



Based on the diagram 4.1.1.2 above, it is obvious the percentages of language functions show 55% refers to referential functions. In the second with totally around 27% data is conative functions. Emotive functions with totally around 9% are regarded as the third rank. The next one is phatic functions with totally 5% data. Meanwhile metalingual functions are found around 4% and poetic functions with totally 0%.

Therefore, looking at the results, it can be concluded that the overall maximum of all language functions in Death of a Salesman drama deals with referential functions with totally 55%, while the overall minimum refers to poetic functions with totally 0% data.

## 4.1.2 Context on Linda's Utterances in Death of a Salesman Drama

In this section, the researcher also interprets the context on Linda's utterances based on Hymes (1974) such setting, participants, ends, act sequences, key, instrumentalities, norms and genre. The explanation of research findings can be seen as follows:

## 1. Emotive Function

Emotive function relates to the addresser. Language is used by the addresser to her or his feelings. It focuses on the addresser, aims a direct expression of the speaker's attitude toward what he or she is speaking about. The following are Linda's utterances that are included in emotive function of language:

#### Datum (1)

 Table 1.1 Elements of communication in Death of a Salesman drama

| Elements  | Explanation                        |
|-----------|------------------------------------|
| Addresser | Linda                              |
| Context   | Linda expresses her blissfulness   |
| Message   | It was so nice to see them shaving |
|           | together                           |
| Contact   | Spoken                             |
| Code      | English                            |
| Addressee | Willy                              |
|           |                                    |

that used by Linda on Page 07& Line 124

LINDA : It was <u>so nice</u> to see them shaving together, one behind the other, in the bathroom.

WILLY : Figure it out.

The participants of the conversation are Linda and Willy. The conversation occurs in the Willy's house especially in the bedroom, at the night. The purpose of the conversation is Linda expresses her blissfulness feeling. The chronological order when her child, Biff has come back home and he is doing together with his brother, Happy. They were shaving together in the bathroom, going out and dinner together until the whole of house smells shaving lotion. The key indicates that the tone is feeling glad. The instrument is orally and delivers in informal way. The norm revealed that a mother will feel happy when she looks her children always together, joking together without fighting and making their brotherhood harmonious. The genre of Linda's utterances is

emotive, because Linda expresses her feeling happy in the context of the situation.

Datum (2)

# Table 1.2 Elements of communication in Death of a Salesman drama

that used by Linda on Page 22 & Line 687-689

| Elements  | Explanation                             |
|-----------|---|
| Addresser | Linda                                   |
| Context   | Linda shows her startled for excitement |
| Message   | No! Wait a minute, I've got a pencil.   |
|           | That makes your commission two          |
|           | hundred my God!                         |
| Contact   | Spoken                                  |
| Code      | English                                 |
| Addressee | Willy                                   |

WILLY : I did five hundred gross in Providence and seven hundred gross in Boston.

LINDA : <u>No!</u> Wait a minute, I've got a pencil. (*She pulls pencil and paper out of her apron pocket*.) That makes your commission... two hundred ... <u>my God!</u> Two hundred and

twelve dollars!

The setting of the conversation is taken in the backyard of Willy's house. The participants of the conversation are Willy and Linda. The purpose is Linda wants to show how her husband has been work hard and get commission that makes her startled for excitement. The chronological order when Willy explains about training of selling to his children, he tells them that they must work hard. He tells that he was selling five hundred gross in Providence and seven hundred gross in Boston. It makes Linda startled and energetic to count the commission that has been obtained by her husband. The key indicates the tone is startled. The instrument is orally and delivered in informal way. The norm is the best accomplishment comes because of hard work. The genre of Linda's utterances is emotive, because in the context of the situation Linda shows her startled feeling and expresses rightfully proud.

#### Datum (3)

Table 1.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 33 & Line 1045 – 1048

| Elements  | <b>Explanation</b>                 |
|-----------|------------------------------------|
| Addresser | Linda                              |
| Context   | Linda expresses her amazed feeling |
| Message   | Africa!                            |
|           | Diamond mines!                     |
| Contact   | Spoken                             |
| Code      | English                            |
| Addressee | Ben and Willy                      |

BEN : At that age I had a very faulty view of geography,
William. I discovered after a few days that I was heading due south, so instead of Alaska, I ended up in Africa.
LINDA : <u>Africa!</u>
WILLY : The Gold Coast!

- BEN : Principally diamond mines.
- LINDA : <u>Diamond mines!</u>

The setting of the conversation is the forestage at the right corner of the house. The participants of the conversation are Ben, Willy and Linda. The purpose is Linda reveals what she thinks about Africa as the principally of diamond mines. The chronological order is Linda enters in the forestage in which Ben and Willy have already been there. Then, they are flashback and Ben tells how he traveled until he becomes rich as he is today. When Ben tells that he ended up in Africa, Linda has surprised. Moreover, Willy said *"The Gold Coast!"* and Ben straightened by saying *"Principally diamond mines."* By repeating Ben's sentence, Linda produces "Diamond mines!" it is showing her astonished or amazed feeling. The key indicates the tone is amazed or astonished feeling. The instrument is orally and delivered by informal way. The genre of Linda's utterances is emotive, because Linda expresses her amazed feeling in the context of the situation on the conversation.

#### **Datum** (4)

Table 1.4 Elements of communication in Death of a Salesman dramathat used by Linda on Page 50 & Line 1667

| Elements  | Explanation                  |
|-----------|------------------------------|
| Addresser | Linda                        |
| Context   | Linda feels so pleased       |
| Message   | That'd be <u>wonderful</u> . |
|           |                              |
| Contact   | Spoken                       |
| Code      | English                      |
| Addressee | Willy                        |

#### WILLY

: There's no question, no question at all.

Gee, on the way home tonight I'd like to buy some seeds.

LINDA (*laughing*) : That'd be <u>wonderful</u>. But not enough sun gets back there. Nothing'll grow any more.

The conversation occurs in the Willy's house, at the kitchen table with sipping coffee. The participants of the conversation are Willy and Linda. The purpose of the conversation is Linda expresses her pleased feeling. The chronological order when Willy ask about their children have gone earlier because he gets up so late, Linda tells to him that their child Biff was changed a lot and his whole attitude seemed to be hopeful. She tells that Biff is very handsome with his blue suit and looks neat. It makes Willy's feeling so happy and not insults their boys again. Then, Willy said to Linda that he wants to buy some seeds when he is on the way home tonight with feeling happy. That is the reason why Linda feels so pleased.

The key indicates that the tone is feeling pleased. The instrument is orally and delivered in informal way. The norm revealed that the happiness of a family is depending on wife/mother's happiness. The context of the situation on the conversation that is used by Linda is emotive function, because she expresses her personal feeling. So, the genre of Linda's utterances is emotive.

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#### Datum (5)

 Table 1.5 Elements of communication in Death of a Salesman drama

| that used l | by Linda on | Page 101 | & Line 3473 |
|-------------|-------------|----------|-------------|
|-------------|-------------|----------|-------------|

| Elements  | Explanation                     |
|-----------|---------------------------------|
| Addresser | Linda                           |
| Context   | Linda shows her worried feeling |
| Message   | <u>No!</u>                      |
| Contact   | Spoken                          |
| Code      | English                         |
| Addressee | Willy                           |

LINDA (*with real fear*)

: Willy, answer me! Willy!

(There is the sound of a car starting and moving away at full speed). : <u>No!</u>

#### LINDA

BIFF (rushing down the stairs) : Pop!

The setting of the conversation is taken in the upstairs of Willy's house. The participants of the conversation are Linda and Biff. The end or the purpose is Linda wants to show her worried feeling to her husband whom does not answer her. The chronological order when Willy has tired with his life, he imagined the wealth that possessed by Ben. He wants to get full of diamonds in the dark jungle. He cries to his children and does not know what he will do. Then, Linda asks them to go to sleep, but Willy goes down with chaotic mind. Linda calls him but there is no answer from him. She is worried because she knows that Willy has been tried to commit suicide in many times. After there is the sound of a car starting and moving away at full speed Linda screams by producing "No!" with a great of apprehension. Biff was directly rushing down the stairs and calling his father.

The key indicate the tone is worried. The instrument is orally and delivered in informal way. The norm is whoever our parents are, whenever they are the best parents for us. The genre of Linda's utterances is emotive, because in the context of the situation on the conversation Linda uses emotive to express her worried feeling.

# 2. Conative Function

Conative function engages the addressee directly. It means that language is used to ask the addressee (hearer) to act or to do something. It is commonly found in commands or requests. The following are Linda's utterances that are included in conative function of language:

#### Datum (6)

Table 2.1 Elements of communication in Death of a Salesman dramathat used by Linda on Page 08 & Line 151-153

| Elements  | Explanation                                |
|-----------|--|
| Addresser | Linda                                      |
| Context   | Linda asks her husband not to insult their |
|           | children                                   |
| Message   | Shh!                                       |
|           | Willy, please!                             |
| Contact   | Spoken                                     |
| Code      | English                                    |
| Addressee | Willy                                      |

LINDA : <u>Shh!</u>

WILLY : The trouble is he's lazy, goddammit!

# LINDA : <u>Willy, please!</u>

The participants of the dialogue above are Linda and Willy. The dialogue happens in Willy's house, especially in bedroom, at the night. The end is Linda wants to stop Willy's talk which insults their children. The chronological is Willy insults their child because their child Biff does not have a job, but Linda as a mother always explains and asks to her husband not to insult their child. The key indicates that Linda equalizes the way to stay positive thinking to children and each other. The instrument is orally and delivered in informal way. The norm is positive thinking will be leading good attitude, confident to each other and optimistic without anything of negative thinking. The Genre of Linda's utterances is conative, because in the context of situation on the conversation Linda asks something to her husband.

# Datum (7)

# Table 2.2 Elements of communication in Death of a Salesman dramathat used by Linda on Page 36 & Line 1174

| Elements  | Explanation   |
|-----------|---|
| Addresser | Linda   |
| Context   | Linda asks Willy to come to bed for                                       |
|           | taking a rest   |
| Message   | Did you have some cheese? (He can't                                       |
|           | <i>answer.)</i> It's very late, darling. <u>Come to</u> <u>bed</u> , heh? |
| Contact   | Spoken  |

| Code      | English |
|-----------|---------|
| Addressee | Willy   |

- LINDA : Willy, dear? Willy?
- WILLY : I was right!
- LINDA : Did you have some cheese? (*He can't answer.*) It's very late, darling. <u>Come to bed</u>, heh?

The conversation occurs in the kitchen of Willy's house. The participants of the conversation are Linda and Willy. The purpose is Linda wants Willy to obey on what she has been instruction to him. The act sequence when Ben is gone, but Willy still speaks to him, enters the kitchen, then goes to the door of the house, but Linda can only see what her husband was doing. So that Linda asks to her husband to go to sleep. The key indicates the tone of speech is full of love and wise. The instrument is orally and is delivered in informal way. The norm revealed that as a couple we must understand each other's feeling.

#### **Datum (8)**

Table 2.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 37 & Line 1192

| Elements  | Explanation                                  |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda requests to her son to lower his voice |
| Message   | <u>Sh!</u>                                   |
| Contact   | Spoken                                       |
| Code      | English                                      |
| Addressee | Biff   |

BIFF : What is he doing out there?

LINDA : <u>Sh!</u>

BIFF : God Almighty. Mom, how long has he been doing this?

LINDA : Don't, he'll hear you.

This conversation happens in Willy's house, especially in the kitchen. The participants of the conversation are Linda and Biff. The purpose is Linda wants Biff to lower his voice, so that Willy cannot hear them. The chronological is Willy starting to go to the house at the left and he talks by himself. When Biff sees what his father had done, he asks to her mother, Linda and she asks him to be quite only. The key indicates that Linda wants Biff to let whatever his father does in order to honor an older people. The instrument is orally and is delivered in informal way. The norm is appreciating anything that has been done by other. The genre of Linda's utterances is conative, because she uses this language in the context of the situation on this conversation for asking the hearer to do something.

**Datum (9)** 

Table 2.4 Elements of communication in Death of a Salesman dramathat used by Linda on Page 37 & Line 1192

| Elements  | Explanation                                 |
|-----------|---|
| Addresser | Linda                                       |
| Context   | Linda ordered Biff to go to sleep           |
| Message   | Oh, my dear, you should do a lot of         |
|           | things, but there's nothing to do, so go to |
|           | <u>sleep.</u>                               |
| Contact   | Spoken                                      |
| Code      | English                                     |

| Addressee | Biff |
|-----------|------|
|           |      |

LINDA : It'll pass by morning.

BIFF : Shouldn't we do anything?

LINDA : Oh, my dear, you should do a lot of things, but there's nothing to do, <u>so go to sleep.</u>

The setting of the conversation is in the kitchen of Willy's house, at the night. The participants of the conversation are Linda and Biff. The purpose is Linda wants Biff to obey on what she has been instructing to him. The chronological begins when Biff asks to her mother what happened with his father and what he should do for his father, with calm feeling and full of love Linda answer her son's question. She tells that there is nothing to do and ask to him for going to sleep. The key indicates the tone of speech is wise and full of patience. The genre of Linda's utterance is conative, because the context of the situation on this conversation Linda uses it for ordering the hearer to obey her instructions.

## **Datum (10)**

Table 2.5 Elements of communication in Death of a Salesman dramathat used by Linda on Page 91 & Line 3101

| Elements  | Explanation  |
|-----------|--|
| Addresser | Linda  |
| Context   | Linda is disappointed with her children,<br>so she ordered them to leave her |
| Message   | Get out of my sight! Get out of here!  |
| Contact   | Spoken   |

| Code      | English        |
|-----------|----------------|
| Addressee | Happy and Biff |

HAPPY : Now what'd you do that for? Mom, I want you to have some flowers... LINDA (cutting Happy off, violently to Biff) : Don't you care whether he lives or dies? HAPPY (going to the stairs) : Come upstairs, Biff. BIFF (with a flare of disgust, to Happy) : Go away from me! (To Linda.) What do you mean, lives or dies? Nobody's dying around here, pal. LINDA : Get out of my sight! Get out of here! BIFF : I wanna see the boss. LINDA : You're not going near him!

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The conversation occurs in the living room of Willy's house, at the night. There are three participants of the conversation; they are Linda, Biff and Happy. The purpose is Linda wants Biff and Happy to leave her because she is disappointed with them. The chronological begins when Linda knows that her children are not near their father when they are going to dinner. They meet two girls and their father go home leaving them. Linda feels disappointed because she is very happy when her children invite their father go to dinner, but the reality both of her children made her angry and disappointed. So, she ordered them to leave her. The key indicates the tone of speech is strong and full of disappointment. The instrument is orally and is delivered in informal way. The context of the situation that used by Linda is conative, because she ordered the hearer to do something according to her instructions.

# 3. Referential Function

Referential function shows the condition of the speakers who want to share their knowledge or news toward the hearer. As cited by Holmes (2013:275), referential functions refer to utterances attempt to provide information. The following are Linda's utterances that are included in referential function of language:

#### **Datum** (11)

Table 3.1 Elements of communication in Death of a Salesman dramathat used by Linda on Page 07 & Line 122

| Elements  | Explanation |
|-----------|-------------|
| Addresser | Linda       |

| Context   | Linda tells to Willy that their children<br>have slept and what they have done<br>together |
|-----------|--|
| Message   | They're sleeping. Happy took Biff on a date tonight.                                       |
| Contact   | Spoken   |
| Code      | English  |
| Addressee | Willy  |

| LINDA              | : Why don't you tell those things to Howard,      |
|--------------------|---|
|                    | dear?   |
| WILLY (encouraged) | : I will, I definitely will. Is there any cheese? |
| LINDA              | : I'll make you a sandwich.                       |
| WILLY              | : No, go to sleep. I'll take some milk. I'll be   |
|                    | up right away. The boys in?                       |
| LINDA              | : <u>They're sleeping. Happy took Biff on a</u>   |
| date tonight.      |   |

The setting of the conversation is in the bedroom of Willy's house, at the night. The participants of the conversation are Linda and Willy. The purpose is Linda wants tell to her husband about togetherness of their children. The act sequence is when Willy comes home from work and he asks about his sons to Linda. Then, Linda tells that their boys have slept and they have done together, such going out together and shaving together. The key is Linda with pleasure informs to Willy about their sons. The instrument indicates that speech is delivered informally. The genre of Linda's utterance is referential, because in the context of the situation on the conversation Linda uses language for giving information

to the hearer.

**Datum (12)** 

# Table 3.2 Elements of communication in Death of a Salesman drama

| Elements  | Explanation                                 |
|-----------|---|
| Addresser | Linda                                       |
| Context   | Linda explains to her son about the habit   |
|           | that his father does                        |
| Message   | It'll pass by morning.                      |
|           |   |
|           | Oh, my dear, you should do a lot of         |
|           |   |
|           | things, but there's nothing to do, so go to |
|           |   |
|           | sleep.                                      |
|           |   |
| Contact   | Spoken                                      |
| Code      | English                                     |
| Addressee | Biff  |

- BIFF : What the hell is the matter with him?
- LINDA : <u>It'll pass by morning</u>.

BIFF : Shouldn't we do anything?

LINDA : <u>Oh, my dear, you should do a lot of things, but there's</u> nothing to do, so go to sleep.

The conversation is taken in the Willy house especially in the kitchen, at the night. Linda and Biff are the participants of this conversation. The purpose is Linda wants Biff to be calm when he sees his father did. The chronological begins when Ben has gone, but Willy still speaks by himself and starting to go around the house at the left. When Biff knows what his father did, he asks to his mother and what should he do for his father because he is worried to his father. Linda as mother tells to her son with pleasure. The key indicates the tone is quite and worried. The norm is mother is always making the situation calm. The genre is referential, because the context of the situation Linda gives information and tells what happened at that time to the hearer.

# **Datum** (13)

Table 3.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 41 & Line 1336

|   | Elements  | <b>Explanation</b>                          |  |  |
|---|-----------|---|--|--|
|   | Addresser | Linda                                       |  |  |
| 1 | Context   | Linda tells to Biff how his father actually |  |  |
|   |           | is and what has happened to his father      |  |  |
|   | Message   | He's been trying to kill himself.           |  |  |
|   | Contact   | Spoken                                      |  |  |
|   | Code      | English                                     |  |  |
|   | Addressee | Biff  |  |  |

BIFF (after a pause)

. . . .

: Why is he dying?

LINDA

: He's been trying to kill himself.

BIFF (*with great horror*) : How?

The setting of the conversation is taken in living room of Willy's house. The participants of the conversation are Linda and Biff. The purpose is Linda wants to explain what has actually happened and wishes Biff t positive thinking with his father. The chronological begins when Linda tells to Biff how his father actually is and tells anything that has happened with his father in order to Biff can accept his father. The key indicates the tone is serious and clear. The instrument is orally and is delivered in informal way. The norm is doing not look at people in one side. The genre is referential because the context of the situation she uses language for explain clearly toward the hearer.

## **Datum** (14)

Table 3.4 Elements of communication in Death of a Salesman dramathat used by Linda on page 41 & Line 1343

| Elements  | Explanation                                   |
|-----------|---|
| Addresser | Linda   |
| Context   | Linda gives information to her sons that      |
|           | their father has tempted by insurance that    |
|           | is fake                                       |
| Message   | The insurance inspector came. He said         |
|           |   |
|           | that they have evidence. That all these       |
|           |   |
|           | <u>accidents</u> in the last year — weren't — |
|           |   |
|           | weren't — accidents.                          |
|           |   |
| Contact   | Spoken  |
| Code      | English                                       |
| Addressee | Biff and Happy                                |
|           |   |

| LINDA | : Remember I wrote you that he smashed up the car again? |
|-------|--|
|       | In February?   |

BIFF : Well?

LINDA : <u>The insurance inspector came. He said that they have</u> evidence. That all these accidents in the last year

weren't — weren't — accidents.

HAPPY : How can they tell that? That's a lie.

The conversation is taken in the living room of Willy's house. There are three participants in the conversation, they are Linda, Biff and Happy. The End or the purpose is Linda wants tells everything that happened with her children in order to her children can be positive thinking and near with their father. The chronological begins when Linda tell to them that their father tries to kill himself, they ask why their father did it. Then, Linda tells that their father has attempted by faking insurance that has come to home and said that Willy will get insurance if he get accidents in last year. The key indicates that the tone is serious and full of tension. The instrument is orally and is delivered in informal way. The genre is Referential because Linda uses the language in the context of the situation to explain something to the hearer.

#### **Datum** (15)

# Table 3.5 Elements of communication in Death of a Salesman drama

| that used by Linda on Page 50 & Line 1655 - 1662 |
|--|
|--|

| Elements  | Explanation   |  |  |
|-----------|---|--|--|
| Addresser | Linda   |  |  |
| Context   | Linda informs to Willy that Biff was very   |  |  |
|           | changed and look neat   |  |  |
| Message   | Biff was very changed this morning. His   |  |  |
|           | whole attitude seemed to be hopeful.<br><u>His blue suit. He's so handsome in that</u><br><u>suit. He could be a — anything in that</u><br><u>suit!</u> |  |  |
| Contact   | Spoken  |  |  |
| Code      | English   |  |  |

| Addressee       | Willy   |
|-----------------|---|
|                 |   |
| WILLY (smiling) | : Mmm   |
| LINDA           | : Biff was very changed this morning. His whole           |
|                 | attitude seemed to be hopeful. He couldn't wait to        |
|                 | get downtown to see Oliver.                               |
| WILLY           | : He's heading for a change. There's no question,         |
|                 | there simply are certain men that take longer to get      |
|                 | — solidified. How did he dress?                           |
| LINDA           | : <u>His blue suit. He's so handsome in that suit. He</u> |
|                 | could be a — anything in that suit!                       |

From the conversation above, it shows that the participants are Linda and Willy. The conversation occurs in the kitchen table of Willy's house, at the morning. The purpose is Linda wants Willy looks happy and be positive thinking to his children. The act sequence is Willy get up so late and he asks to Linda about Biff. Linda informs that Biff has gone by eight o'clock and he tells that Biff was very changed and looks so handsome with his blue suit. The key show the tone is happy and hopeful. The instrument is orally and delivered in informal way. The genre is referential, because the context of the situation Linda informs good information to her husband.

# 4. Phatic Function

It functions used to prologue or to stop communication in order to check whether channel works. It also can be known as a function of language that commonly used in everyday interaction includes greetings, complements, gossip, etc. The following are Linda's utterances that are included in phatic function of language:

# **Datum (16)**

Table 4.1 Elements of communication in Death of a Salesman dramathat used by Linda on Page 05 & Line 49

| Elements  | 1/ | Explanation                             |
|-----------|----|---|
| Addresser |    | Linda                                   |
| Context   |    | Linda checks her husband condition who  |
|           |    | outside the bedroom by calling him with |
|           |    | trepidation                             |
| Message   |    | Willy!                                  |
|           |    |   |
| Contact   |    | Spoken                                  |
| Code      |    | English                                 |
| Addressee |    | Willy                                   |

LINDA (hearing Willy outside the bedroom, calls with some trepidation)

# : Willy!

WILLY

: It's all right. I came back.

The conversation taken place in Willy's house especially in bedroom, at the night. The participants of the conversations are Linda and Willy. The purpose is Linda wants to make sure that her husband is outside bedroom. The chronological order when Linda heard Willy outside bedroom, she calls him with trepidation. With feeling of worry she asks his condition because he looks so terrible, but Willy always avoided with her question. The key indicates the tone of the speech is worried. The instrument is orally and is delivered in informal way. The genre is phatic, because the context of the situation Linda uses the language for checking someone who invited to speak.

# **Datum** (17)

Table 4.2 Elements of communication in Death of a Salesman dramathat used by Linda on page 21 - 22 & Line 657

| Elements                               | Explanation                                |  |  |  |  |  |
|--|--|--|--|--|--|--|
| Addresser                              | Linda                                      |  |  |  |  |  |
| Context                                | Linda greeted for her husband and children |  |  |  |  |  |
| Message                                | Hello, dear!                               |  |  |  |  |  |
| Contact                                | Spoken                                     |  |  |  |  |  |
| Code                                   | English                                    |  |  |  |  |  |
| Addressee                              | Willy, Biff and Happy                      |  |  |  |  |  |
| LINDA (with youth <mark>fu</mark> l er | aergy) : <u>Hello, dear!</u>               |  |  |  |  |  |
| WILLY                                  | : Sweetheart!                              |  |  |  |  |  |
| LINDA                                  | : How'd the Chevvy run?                    |  |  |  |  |  |
| WILLY                                  | : Chevrolet, Linda, is the greatest car    |  |  |  |  |  |
|  | ever built. (To the boys.) Since           |  |  |  |  |  |
|  | when do you let your mother carry          |  |  |  |  |  |
|  | wash up the stairs?                        |  |  |  |  |  |
| BIFF                                   | : Grab hold there, boy!                    |  |  |  |  |  |
| НАРРҮ                                  | : Where to, Mom?                           |  |  |  |  |  |

The conversation occurs in the backyard of Willy's house. There are four participants on the conversation, they are Linda, Willy, Biff and Happy. The purpose of the conversation is Linda wants to be more intimate with her husband and children. The chronological order when Linda enters in backyard in which her husband and children have already there and she greeted affectionately to them. The key indicates the manner of delivered speech is sincerity and full of love. The instrument is orally and is delivered in informal way. The norm is the habit of greeting to each other is one of good attitude. The genre is phatic because context of the situation Linda uses language for greeting someone.

# **Datum (18)**

Table 4.3 Elements of communication in Death of a Salesman dramathat used by Linda on Page 36 & Line 1171

| Elements  | Explanation                           |  |  |  |
|-----------|---------------------------------------|--|--|--|
| Addresser | Linda                                 |  |  |  |
| Context   | Linda ensured Willy's condition and   |  |  |  |
|           | checks his attention by diverting his |  |  |  |
|           | attention                             |  |  |  |
| Message   | Willy, dear? Willy?                   |  |  |  |
|           |                                       |  |  |  |
| Contact   | Spoken                                |  |  |  |
| Code      | English                               |  |  |  |
| Addressee | Willy                                 |  |  |  |

- LINDA : <u>Willy, dear? Willy?</u>
- WILLY : I was right!
- LINDA : Did you have some cheese? (*He can't answer.*) It's very late, darling. Come to bed, heh?

The setting of the conversation is in the kitchen of Willy's house. The participants in the conversation are Linda and Willy. The end or the purpose is Linda makes a sure of Willy's condition by diverting his attention. The chronological order when Ben has gone, Willy still speaks by himself and goes around the house at the left. Linda worried and makes a sure by diverting his attention and calling him. Apparently, Willy still answers with verbal communication. The key indicates that the tone is worried. The instrument is orally and is delivered in informal way. The genre is phatic because Linda uses language for diverting the attention of the hearer in the context of the situation on the conversation.

# 5. Metalingual Function

Metalingual function is the use of language to discuss or describe itself, to clarify or renegotiate. Metalingual is also commonly used in questions in which the message needs clarification. The following are Linda's utterances that are included in metalingual function of language:

#### **Datum** (19)

 Table 5.1 Elements of communication in Death of a Salesman drama

| that used | by 1 | Linda | on l | Page | 05 | & | Line | 52 |
|-----------|------|-------|------|------|----|---|------|----|
|           |      |       |      |      |    |   |      |    |

| Elements  | Explanation                                      |  |  |  |
|-----------|--|--|--|--|
| Addresser | Linda  |  |  |  |
| Context   | Linda asks to clarify what has happened          |  |  |  |
| Message   | Why? What happened? Did something happen, Willy? |  |  |  |
| Contact   | Spoken   |  |  |  |
| Code      | English  |  |  |  |
| Addressee | Willy  |  |  |  |

## LINDA : <u>Why? What happened?</u> (*Slight pause.*) <u>Did something</u>

happen, Willy?

# WILLY : No, nothing happened.

LINDA : You didn't smash the car, did you?

The conversation occurs in the bedroom of Willy's house, at the night. The participants of the conversation are Linda and Willy. The purpose is Linda wants to know what has happened. The act sequence is when Linda heard her husband voice outside the bedroom and directly she calls him although with some trepidation. She looks her husband so terrible and asks what has happened to him. The key indicates the tone is worried and curious. The instrument is orally and is delivered in informal way. The genre is metalingual because the context of situation Linda uses for clarifying to the hearer.

# **Datum (20)**

# Table 5.2 Elements of communication in Death of a Salesman dramathat used by Linda on Page 40 & Line 1325

| Elements  | Explanation                          |  |  |  |
|-----------|--------------------------------------|--|--|--|
| Addresser | Linda                                |  |  |  |
| Context   | Linda asks an explanation about what |  |  |  |
|           | Biff has said                        |  |  |  |
| Message   | What do you mean?                    |  |  |  |
| Contact   | Spoken                               |  |  |  |
| Code      | English                              |  |  |  |
| Addressee | Biff                                 |  |  |  |

- BIFF : Because I know he's a fake and he doesn't like anybody around who knows!LINDA : Why a fake? In what way? <u>What do you mean?</u>
- BIFF : Just don't lay it all at my feet. It's between me and him

that's all I have to say. I'll chip in from now on. He'll settle for half my pay check. He'll be all right. I'm going to bed.

The setting of the conversation occurs in the Willy's house especially in the living room. Linda and Biff as the participants of the conversation. The purpose is Linda wants Biff knows that what he has said is not true. The Chronological order when Linda asks to Biff about his father, she asks why Biff does not give love to his father and why he always looks his father only one side. Then, Biff explains that he dislike with fake of his father. The key indicates that the tone is offended. The instrument is orally and is delivered in informal way. The norm is always be positive thinking to each other, because we do not know the actually of them.

# 6. Poetic Function

According to Holmes (2013:275), poetic is a kind of language function that focused on aesthetic features of language. It is included the use of linguistic features such as rhyming words, an-ear catching motto, alliteration or paronomasia and antithesis. However, the researcher did not find the poetic function of language that used by Linda in her utterances. Since Linda always used verbal communication with her family especially with her husband in order to be easier for understanding and avoiding misunderstanding with her husband and children.

# 4.2 Discussion

In this part, the researcher provides two sub categories of the discussion based on the findings. Firstly, the researcher concern with the result of language functions found and mostly used in the *Death of a Salesman* drama. Secondly, the researcher concern with discussion about the context of situation on the conversation that has relation with the topic of the research.

This present study has related topic with the previous studies, which are investigated the functions of language although conducted by different proposed theory, research problems and object of the study. The study conducted by Machmudha (2015) was closely related to this present study since it has similar theory of study, which is done by Jacobson's theory (1960). The study done by Machmudha (2015) is only focused on indentifying the types of language function and mostly used by Alicia and dr.Rosen in A Beautiful Mind movie. The result of her study revealed there are five functions of six functions based on Jacobson found in the movie. The referential function is mostly used by Alicia and dr.Rosen in A Beautiful Mind movie.

However, this present study was extremely different with the previous study because the researcher analyzes and describes the language function with interpretation of context based on Hymes' theory and uses drama as the object. The result of this study demonstrated that language functions found in *Death of a Salesman* drama are emotive, conative,

referential, phatic and metalingual based on Jacobson's theory. The types of language function that mostly occurred in Linda's utterance is referential function. Linda mostly used the referential functions in her daily communication with Willy, Biff and Happy in order to change them to be positive thinking to each other in their daily lives. With referential function, Linda can explain and describe what has actually happened, so that they can understand and be respecting each other. Therefore, it was very important to Linda to make a good verbal communication with referential functions because with explaining, informing and describing Linda can be easier to control her husband and children.

Meanwhile, the researcher concludes that the poetic function is not found in Linda's utterances. As the stated by Holmes, poetic function refers to utterances focus on aesthetic features of language. In this case, Linda does not use aesthetic features because she has to use clear communication in order to avoid misunderstanding with her family especially with her husband who suffers stress.

The finding also revealed that language usage is always influenced by social factors or situational context that refers to the component of interaction such as the setting, the participant, the end or purpose, the act sequence or chronological, the key, the instrument, the norm and the genre.

By all of these, the researcher concluded that is important to use language by notice its specific functions along with the context which is influenced the language usage in order to have a good communication with other, since it can help us meet our various needs through our ability to express the language clearly.

