

**NEGATIVE POLITENESS STRATEGY USED BY LOUIS BLOOM
IN NIGHTCRAWLER MOVIE**

THESIS



BY

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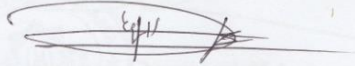
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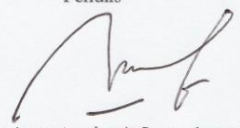
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ABSTRACT

Fadilah, Ahmad Sohibil. 2018. Negative politeness strategy used by Louis Bloom in Night Crawler movie. English Department, Faculty of Arts and Humanities, State Islamic University of Sunan Ampel Surabaya.

The Advisor : Endratno Pilih Swasono, M.Pd

Key Terms : Utterances, negative politeness strategy, Louis Bloom.

Politeness is language use's feature which most obviously expresses the nature of human sociality as expressed in speech. Politeness is how we treat others in interaction, how others should be treated. Including, How we behave well based on suitable concern according to interactors' social status and their social relationship. Here, politeness associates with interactor's public persona or 'face' which is in language use. This present research is conducted to focus only on negative politeness strategy used by Louis Bloom based on Brown and Levinson's negative politeness strategy.

Politeness strategy is a strategy which is used to avoid violation of the hearer's face. Feelings are divided into two quiet different kinds which are to be attended, and as results there are two distinct kinds of politeness. Negative politeness and positive politeness. Negative politeness is about unwelcome, promoting expressions of respect, restraint, avoidance. Positive politeness is about the fact that long-term relationships with people can be important and effective to pay attention on their feelings (Penelope Brown, 2015). This study is using negative politeness strategy of Brown and Levinson.

The result is as follow. There are 41 data which contain be conventionally indirect strategy, 2 question and hedge strategy, 1 be pessimistic strategy, 0 minimize the imposition strategy, 4 give deference strategy, 1 apologize strategy, 4 impersonalize s and h strategy, 9 state the FTA as a general rule strategy, 5 Nominalize strategy, 2 Go on record as not as incurring a debt, or as not indebting H. The total of the data are 69 data which contain various negative politeness strategies. The reason Louis Bloom uses be conventionally indirect to show his respect to the hearer. The reason Louis Bloom uses question and hedge strategy in order not to force his view about something to the hearer. The reason Louis Bloom uses be pessimistic strategy to show his doubt about something. The reason Louis Bloom uses give deference strategy to satisfies an hearer to be treated as superior. The reason Louis Bloom uses to show his reluctance to utters his utterance. The reason Louis Bloom uses Impersonalize S and H in order not to impinge the hearer. The reason Louis Bloom uses state the FTA as a general rule because he would like to show that what he did is based on general rule. The reason Louis Bloom uses nominalize to distance the actor and insert formality to respect the hearer. The reason Louis Bloom uses go on record as not as incurring a debt, or as not indebting H to respect the hearer in term of refusing or accepting something.

INTISARI

Fadilah, Ahmad Sohibul. 2018. Negative politeness strategy used by Louis Bloom in Night Crawler movie. English Department, Faculty of Arts and Humanities, State Islamic University of Sunan Ampel Surabaya.

The Advisor : Endratno Pilih Swasono, M.Pd

Key Terms : Utterances, negative politeness strategy, Louis Bloom.

kesopanan adalah fitur yang digunakan dalam penggunaan bahasa yang paling jelas mengungkapkan alamiah bahwa manusia adalah mahluk sosial sebagaimana diungkapkan dalam bahasa. Kesopanan adalah bagaimana kita memperlakukan orang lain dalam interaksi, bagaimana seharusnya orang lain diperlakukan. Termasuk, bagaimana kita berperilaku dengan baik berdasarkan perhatian yang cocok sesuai status sosial para interaksi dan hubungan sosial mereka. Disini, kesopanan berasosiasi dengan karakter tertentu para interaksi atau 'wajah' yang mana dalam penggunaan bahasa. Penelitian yang hadir saat ini diadakan hanya focus terhadap negative politeness strategy yang digunakan oleh Louis Bloom berdasarkan negative politeness strategynya Louis Bloom.

Strategi kesopanan adalah strategi yang digunakan untuk menghindari pelanggaran wajah pendengar. Perasaan dibagi dalam dua macam yang berbeda yang dihadirkan, sehingga ada dua macam kesopanan yang berbeda. Kesopanan negatif dan kesopanan positif. Kesopanan negative adalah tentang ketidakmenyambutan, mendorong ungkapan-ungkapan menghargai, pengekangan, penghindaraan. Kesopanan positif adalah tentang kenyataan hubungan jangka panjang dengan orang-orang yang dapat menjadi penting dan efektif untuk memperhatikan perasaan-perasaan mereka. Penelope Brown, 2015). Studi ini menggunakan negative politeness strategynya Brown and Levinson.

Hasil dari negative politeness strategy adalah sebagai berikut. Ada 41 data yang mengandung strategi be conventionally indirect, 2 question and hedge, 1 strategi be pessimistic, 0 minimize the imposition, 4 strategi give deference, 1 strategi apologize, 4 impersonalize S and H, 9 strategi state the FTA as a general rule, 5 nominalize, 2 go on record as not as incurring a debt, or as not indebting H. Total data adalah 69 data yang mengandung negative politeness strategy yang bervariasi. Alasan Louis Bloom menggunakan be conventionally indirect untuk menunjukkan hormat ke pendengar. Alasan Louis Bloom memakai question and hedge untuk tidak memaksakan pendapatnya terhadap pendengar tentang sesuatu. Alasan Louis Bloom menggunakan strategi be pessimistic adalah untuk menunjukkan kergaumannya tentang sesuatu. Alasan Louis Bloom menggunakan strategi give deference adalah untuk memuaskan pendengar untuk diperlakukan superior. Alasan Louis Bloom menggunakan strategi apologize untuk menunjukkan keenggannya dalam mengujarkan ujarannya. Alasan Louis Bloom menggunakan strategi impersonalize S and H untuk tidak menimpa pendengar. Alasan Louis Bloom menggunakan state the FTA as a general rule karena ia ingin menunjukkan bahwa yang ia lakukan berdasarkan aturan umum. Alasan Louis Bloom menggunakan strategi nominalize untuk member jarak dan memasukan formalitas untuk menghormati pendengar. Alasan Louis Bloom menggunakan go on record as not as incurring a debt, or as not indebting H untuk menghormati pendengar dalam arti menolak atau menerima dalam berujar.

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CHAPTER I

INTRODUCTION

1.1 Background of the study

Politeness is one of studied areas which has become a common topic discussed by researchers in the use of language since Goffman's work (1967) (Rong Chen, 2001). There are several researchers who have accomplished their researches about politeness. One research has provided self-politeness where he argues that many researchers have ignored it (Rong Chen, 2001). Another researcher has researched about positive politeness strategy (Lailatul Hanifah, 2015). Another researcher has discussed politeness which deals with the use of politeness strategies in Email discussion about taboo topics which shows results people are balancing negative and positive face with their intimate friends (Katrina Pariera, 2006). Aura CODREANU, Alina Debu talks about politeness in requests: some research findings relevant for intercultural encounters. This present research is conducted to focus only on negative politeness strategy used by Louis Bloom based on Brown and Levinson's negative politeness strategy.

In other previous studies above, researches have been mentioned that one researcher has provided self-politeness while other researchers discussed about positive politeness strategy according to positive politeness strategy of Brown and Levinson, and the use of politeness strategies in Email discussion about taboo topics which shows results people are balancing negative and positive face with their intimate friends. Therefore, this present research is conducted differently from previous researches where this research focuses on negative politeness strategy based on Brown and Levinson negative politeness

Jacob L. Mey (2009, p. 712) stated that according to Brown and Levinson in this case, the definition of politeness is a means of showing concern for people's 'face'. As a result, 'face' here can be understood as public image. How we communicate politely and properly with others. There are two basic types of face needs or wants in linguistic politeness which contains the use of interactional strategies namely, positive face needs, and negative face needs. Positive face needs mean people want to be valued, liked, and admired and to maintain a positive self-image. Negative face needs means the need not to be imposed upon, the need for relative freedom of thought and action or for one's own 'space'. There are different kinds of politeness strategies as including positive politeness strategies like making offers, joking, and giving sympathy, as well as in negative politeness strategies like hedging, apologizing, and giving deference.

LOCHER and RICHARD J. WATTS), A Study of Linguistic Politeness in Japanese (Xiangdong Liu, Todd James Allen, 2014), Politeness in Interaction Design (Lyn Pemberton, 2011), politeness and impoliteness strategies used by lawyers in the ‘dover trial’ – a case study (PiiaKuntsi, 2012.)

The description of each previous study in a little more detail is as follow.

First previous study is self-politeness: a proposal (Rong Chen, 2001). Rong Chen comes with an argument that work on politeness research has become one of the most active areas of research in language use since Goffman's (1967) work. There are three categories of the research on politeness which are mentioned by Rong Chen in his journal of pragmatics, self-politeness: a proposal which has been done by several researchers. The three categories are 1) work that constructs the theories of politeness. 2) Work that investigates cultural-specific concepts and strategies of politeness. 3) Work that applies existing theories to data from various cultures. Rong Chen explains that politeness to self (the speaker) has been largely ignored. As a result, Rong Chen describes that self-politeness should be paid attention, and propose a model of self-politeness. Self-politeness is about self-defense mechanisms. The sameness of self-politeness with negative politeness strategies is that both self-politeness and negative politeness strategies have face needs, and the difference is that self-politeness focuses on speakers' face needs while in negative politeness focuses on hearers' face needs. Self-politeness supports my present research in comparison aspect. A model of negative politeness strategy can be compared with a model of self-politeness.

Games movie. Her provided research is conducted to discover the kinds and aim of positive politeness strategies used by Katniss Everdeen as well as to explore the factors influencing Katniss Everdeen applying those strategy in relation to Brown and Levinson's theory of politeness strategy. Positive politeness strategy is used where between speaker and hearer know each other quite well. In this case, the research of Lailatul Hanifah, that is Positive Politeness Strategy Used by Katniss Everdeen in the Hunger Games Movie A Thesis plays an important role in supporting present research about negative politeness strategy used by Louis Bloom in Nightcrawler movie because the existence of Lailatul Hanifah's research and the existence of present research clearly show that communicating with certain people requires certain politeness strategies.

Fourth previous study is politeness in requests: some research findings relevant for intercultural encounters (Aura CODREANU, AlinaDebu). The main purpose of this previous study is to investigate social issues which deal with socio linguistics discourse of politeness. This fourth previous study is to analyze the relationship between indirectness and politeness in requests. In this fourth previous study, this fourth previous study support present research because this fourth previous study investigates politeness strategies in request which is the theoretical background is different from present research even though there are several similarities. The point is fourth previous study shows that politeness strategies are valuable to be investigated, so the present research; negative politeness strategies used by Louis Bloom is valuable to be researched.

Sixth previous study is aspects of linguistics impoliteness (Denis Jamet and Manuel Jobert, 2013.) The purpose of this previous study is to provide analytical frameworks where linguists, discourse analysts and literary critics contribute to the clarification of impoliteness as a common research paradigm. Research on impoliteness is actually study to understand whether speakers' utterances are impolite or not. For example: In one region, making vulgar sexual innuendos, swearing a lot, commenting on what girls wear are not considered impolite because a person who produces those utterances does banter. Besides saying the utterances, the person laugh at the girls. Banter is a way of promoting social solidarity. However, the girls did not laugh because the girls are from different region who donot understand the person's culture. The girls should laugh based on the person's region culture. Sharing laughter is consistent with banter. The research on aspects of impoliteness and present research: negative politeness strategies used by Louis Bloom in Nightcrawler movie have relation that both of them aim at how to deal harmoniously with others. People can analyze speakers' utterances by using the provided model of sixth previous study in order to select what strategies should be used that have been available in negative politeness strategies.

[illegible]

politeness. They do not show parallel dimensions. It means that indirectness only does not show politeness. But, conventional indirect requests ('on record' indirectness) is rated as the strategies which are the most polite. The relation of this seventh previous study with present research; negative politeness strategies used by Louis Bloom in Nightcrawler movie is that this seventh previous study strengthens that it requires certain roles to state something as politeness strategies.

Ninth previous study is A Study of Linguistic Politeness in Japanese (Xiangdong Liu, Todd James Allen, 2014). In this ninth previous study, it is described that linguistics politeness is a very complex issue. There are multiple

factors that make it complicated such as general face wants of participants, the participants' societal positions and social relationship and so on. This ninth previous study re-examines theories of linguistics politeness in Japanese. The data is collected from recent Japanese TV dramas where a general principle of Brown and Levinson's theory of face does apply to Japanese language and culture and forms the base of politeness. It is explained in this ninth previous study that linguistics politeness is a complex issue, and there are several factors that influence it including general face wants of participants, the participant's societal positions and social relationships, social norms that the interactants share, the interactants' discernment or interpretation of the social rules, immediate context of the interaction, and possible strategies for the interactants to choose under the constraints of the other simultaneously functioning factors. There are three research questions of this eighth previous study: 1) Is B & L's definition of face applicable to Japanese? 2) What are determining factors in analysing politeness in Japanese? 3) Does the Japanese language fit into the same Face Threatening Act (FTA) process that B & L (1978, 1987) claimed in their politeness model? The results are a general principle Brown and Levinson theory of face does apply to Japanese language as well as cultures and forms the base of politeness. The idea of facework that happens in successful communication in Japanese because interlocutor's choice based on normative polite practices. The uniqueness of linguistic politeness in Japanese is not that Japanese speakers require to act properly according to their social norm, but that their discernment as well as recognition of the socio position and relationship of the participants, which structure the second layer of the determining factors of politeness, this reality has encouraged speakers of Japanese always attend to and attempt to fulfill the other participant's face want including both positive face and negative face, and in another side, maintain their own positive face. However, seldom claim their own negative face especially when an

Tenth previous study is Politeness in Interaction Design (Lyn Pemberton, 2011). In this tenth previous study, this study simply explains the major features of linguistics politeness theory as well as usability problems can be used to reframe in terms of positive and negative face threats. Ways in which UI designers can mitigate these threats by applying politeness strategies. This tenth previous study mainly talks about human computer interaction, and it means that the position of computer is as dialogue partner. Interacting with a computer can be seen in communicative act perspective. It means that linguistics politeness plays an important role in human computer interaction, and the best-known model of linguistic politeness was published in 1987 by Brown and Levinson as it is explained in this tenth previous study. To clarify about human computer interaction, for example: politeness and error warnings. When user of computer find “HTTP 404 – File Not Found” implies that you need to fix the problem you have clearly created, and this is seen as the threats to the user’s positive face while actually in a bald 404 message there is a twice face threat: an implied attack on the user’s competence (You probably typed the wrong url) and another on negative face (You need to do something about the situation). Designers have discovered several of ways of mitigating this face threatening-act. The default internet explorer 404 makes some effort by suggesting a set of possible diagnoses and remedies, albeit at a very general level, including explanation that do not attack the user’s positive self-image. “The page cannot be found. The page you are looking for might have been removed , had its name changed, or is temporarily unavailable. Please try the

following: If you typed the page address in the Address bar, make sure that it is spelled correctly. Open the localhost home page, and then look for links to the information you want. Click the Back button to try another link. HTTP 404 – File not found Internet Information Services” implies that the user has typed the correct urlbut that the system has in some way “got it wrong” by changing the page’s name, location or availability. As a result this tenth previous study support present research; negative politeness strategy used by Louis Bloom in Nightcrawler movie due to this tenth previous study makes clear that theory of politeness of Brown and Levinson is applicable in social communication.

Eleventh previous study is politeness and impoliteness strategies used by lawyers in the ‘dover trial’ – a case study (PiiaKuntsi, 2012.) In this hypothesis, this hypothesis is that lawyers use both polite and impolite linguistics strategies when they are communicating with their colleagues, the judge, and witnesses. There are two discussions in this eleventh previous study. This eleventh previous study does not only discuss about linguistics politeness, but also the field of linguistics impoliteness. This eleventh previous study has clarified present research; negative politeness strategy used by Louis bloom in Nightcrawlermovie that present research has been on the right tract.

In conclusion, the previous studies generally talk about linguistics politeness. Although, for instance there is a different between one previous study from other previous studies like self-politeness (Rong Chen, 2001) with other previous studies, but those previous studies still talk about politeness where they complete each other. My research about negative politeness strategy used by Louis Bloom in Nightcrawler Movie contributes on filling the gap which results my research complete those previous studies' gap.

Negative politeness strategy is along with pragmatics or negative politeness strategy can be said that it deals with pragmatics as well. The description above makes clear that this present research namely, negative

politeness strategy used by Louis Bloomin Nightcrawlermovie which is based on Brown and Levinson's negative politeness strategy. This present study is significant because this research can be one of the sources how people build polite communication, and know the theory clearly and there was little information which really focus on negative politeness strategy only.

This present work, researcher uses negative politeness strategy of Brown and Levinson which aims to identify kinds of negative politeness strategies used by Louis Bloom in Nightcrawler movie, and the reasons why Louis Bloom use certain politeness strategies in Nightcrawler movie. Negative politeness is linguistics politeness which relates with negative politeness strategy. In addition, this present work can be one of the sources to be investigated by future researchers in context of society of Indonesia, as well as negative politeness strategies of Brown and Levinson can enrich everyone knowledge about it, and especially for Indonesians.

1.2 Research Problems

The research problems are formulated into the following questions:

1. What kinds of negative politeness strategies are used by Louis Bloom in Nightcrawler movie?
2. Why Does Louis Bloom use certain negative politeness strategies in Nightcrawler movie?

1.3 Research Objectives

1. To identify kinds of negative politeness strategies used by Louis Bloom Daley in Nightcrawler movie.
2. To explain the reasons why Louis Bloom uses certain negative politeness strategies in Nightcrawler movie.

1.4 Significance of the Study

This present study aims to identify kinds of negative politeness strategies used by Louis Bloom in night crawler movie, and the reasons why Louis Bloom use certain negative politeness strategies in Nightcrawler movie. This present study can be one of sources for future researchers to investigate other sources in context of society of Indonesia, and this present study can enrich everyone knowledge about it, especially for Indonesians. As a result, theoretically this study can enrich people knowledge, and practically it can be applied in everyday life.

1.4.1 Scope and Limitations

This research is conducted to identify negative politeness strategies used by Louis Bloom, and explains the reasons why Louis Bloom uses certain negative politeness strategies in Nightcrawler movie. Researcher uses negative politeness strategies based on negative politeness strategy of Brown and Levinson.

1.5 Definition of key terms

The key terms are explained as followin order not to misunderstand the key terms:

1. Politeness : Showing concerns for people's face.
2. Face : public self-image of every person.
3. FTA/FTS : Natural acts when people need to be appreciated or got freedom.
4. Negative politeness : acts as the resultsof H's negative face that S recognizes and respect H's wants. H means hearer while S means speaker.

5. Louis Bloom : Louis Bloom is the main character in the film of Nightcrawler. He is the villain protagonist of the 2014 film Nightcrawler. In the movie, Louis Bloom is told as a petty thief who takes a job as a journalist who illegally takes pictures, and the footage is sold to TV station.
6. Nightcrawler movie : Nightcrawler movie achieves awards and nominations in various categories, with the main praise for the scenario of Gilroy who writes and directs Nightcrawler, and the performance of Gyllenhaal who plays the character of Louis Bloom. Nightcrawler movie wins American Film Institute, Austin Film Critics Association, Boston Society of Film Critics and others. Nightcrawler movie is also nominated in ACCTA Awards, Academy Awards, American Cinema Editors, Arts Directors Guild and others but only in nominations.

CHAPTER II

Review of Literature

2.1 Politeness strategy

First of all politeness is language use's feature which most obviously expresses the nature of human sociality as expressed in speech. Politeness is how we treat others in interaction, how others should be treated. Including, How we behave well based on suitable concern according to interactors' social status and their social relationship. Here, politeness associates with interactor's public persona or 'face' which is in language use.

Politeness strategy is a strategy which is used to avoid violation of the hearer's face. Feelings are divided into two quite different kinds which are to be attended, and as results there are two distinct kinds of politeness. Negative politeness and positive politeness. Negative politeness is about unwelcome, promoting expressions of respect, restraint, avoidance. Positive politeness is about the fact that long-term relationships with people can be important and effective to pay attention on their feelings (Penelope Brown, 2015).

2.1.1 Bald on record

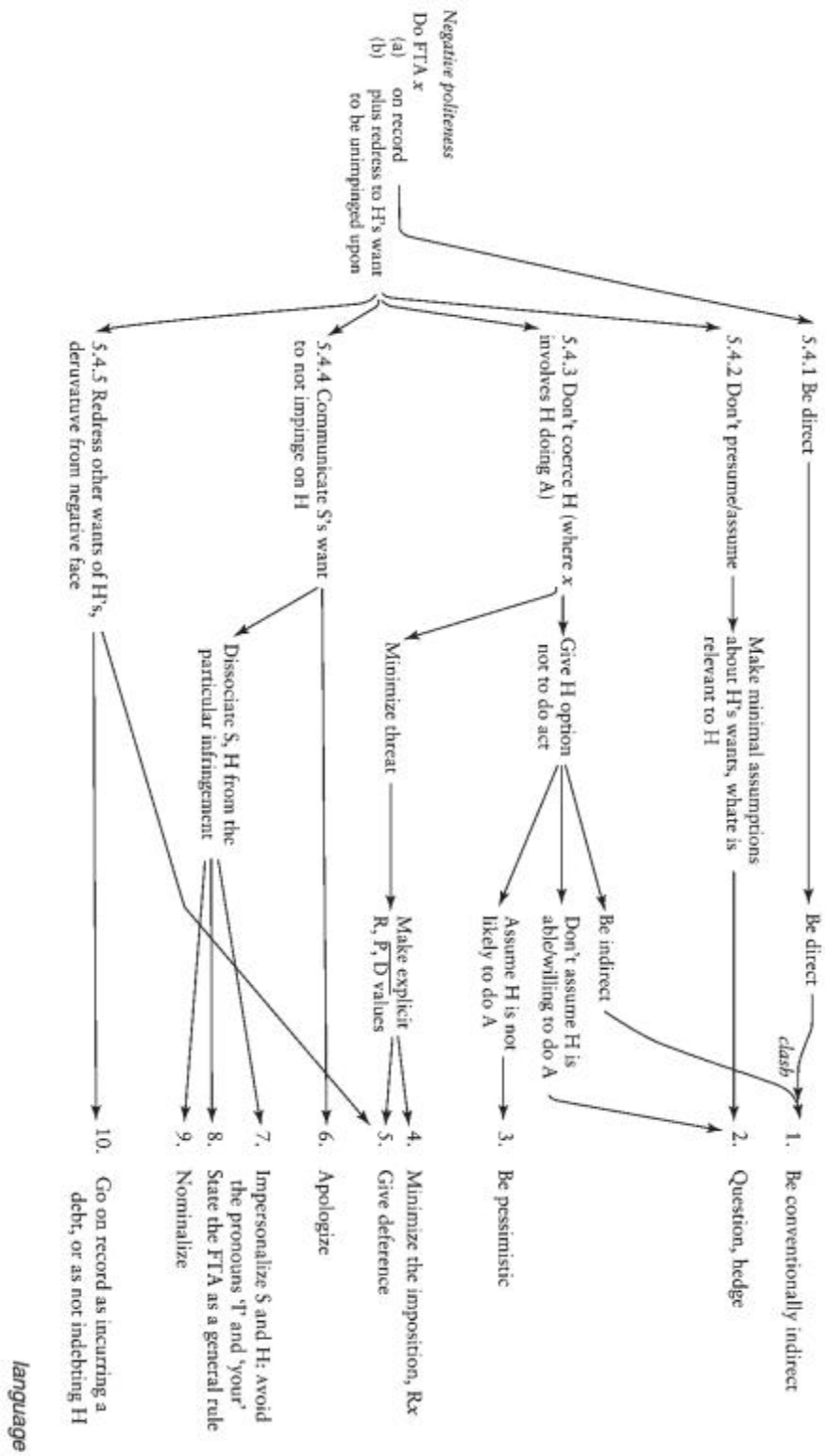
Bald on record is a system of saying things directly without any mitigating strategies, so saying things in a direct way, a clear way, in an unambiguous way, a brief way, and saying the truth is called bald on record. In this case, the use of bald on record such way is used in cases of urgency and desperation which require maximum efficiency. Maximum efficiency is urgent to be used. For example: Instead of saying “please help me, if you would be so kind” speaker says “Help!” (The person who asks for help cannot swim while he is in the sea because of falling).

2.1.2 Off record

Off record is saying things indirectly in order to protect hearer's face as well as a speaker is able to save his face by denying that he have performed the face threatening act. Off record is a good way to protect both speaker's face and hearer's face. However, there are two possibilities which can occur by doing off record. The speaker can be successful to communicate the FTA, but also a speaker can fail to communicate what he actually means. An hearer interprets Implied meaning of a speaker. It is not possible to attribute only one clear communicative intention to the act (Penelope Brown and Stephen c. Levinson, 1987). For example, if S says 'Hmmm, it's very hot here', probably he implies a request to H to open the window.

Positive politeness is redress directed to the addressee's positive face. His wants should be thought of as desirable. Positive politeness tries to minimize the threat the hearer's face. Positive politeness strategy is used where between speaker and hearer know each other quite well. Positive politeness strategy frequently operates hedging and efforts to avoid conflicts are used. Positive politeness can appear in such the following example: You must be very stressful of working, how about recreation?

In this research, researcher uses negative politeness strategies of Brown and Levinson. Negative politeness here means acts as the results of H's negative face that S recognizes and respect's H's wants or needs. The initial H means hearer, and the initial S means speaker.



Penelope Brown and Stephen c. Levinson (1987) explain that negative politeness is redressive action addressed to the addressee's negative face: hearer wants to have his freedom of action unhindered and his attention unimpeded. Negative politeness is about respect behaviour. Negative politeness strategy is used to demonstrate that a speaker cares and respect H's negative face. Negative politeness strategy functions minimizing the certain imposition that the effects of the FTA cannot be avoided. There are ten negative politeness strategies:

Strategy 1: Be conventionally indirect

In this strategy, a speaker attempts to say things indirectly. In this case, a speaker says his utterances by performing on record, but also a speaker says his utterances by doing off record as well, so in this case, it happens clash of wants, and a speaker achieve both of them. Conventional indirectness encodes clash of wants. A speaker says his utterances by using phrases and sentences that have contextually unambiguous meanings which are different form from their literal meaning. For example: I'd like you to close the window. Could you close the window, please?

Strategy 2: Question, hedge

In this strategy, a speaker is in the want not to presume and the want not to coerce Hearer. In this strategy, assuming H is able or willing to do A is not done. In other words, a speaker does not assume willingness of H that H is willing to do A. Brown and Levinson explain a 'hedge' is a particle, word, or phrase that modifies the degree of membership of a predicate or noun phrase in a set; it says of that membership that it is partial, or true only in certain respects, or that it is more true and complete than perhaps might be expected. For example: I wonder whether I could really join a recreation.

Strategy 3: Be pessimistic

This strategy performs redress by explicitly showing doubt. A speaker tries to say thing appropriately by performing indirect requests with appropriate expressions based on conditions of H that indirect requests have had negated probability. For example: I don't imagine there'd be any possibility of you to accompany me.

Strategy 4: Minimize the imposition

In this strategy, a speaker redresses the seriousness of FTA, so indirectly pay H deference. There are expressions like a tinny little bit, a sip, a taste, a little, a bit which are used. For example: Could I meet my father for just a minute?

Strategy 5: Give deference

In this strategy, a speaker humbles and abases himself, and the speaker raises the hearer. A speaker satisfies an hearer to be treated as superior. For example: Excuse me, sir, would you mind if I open the window?

Strategy 6: Apologize

In this strategy, a speaker apologizes to the hearer for doing an FTA, and by apologizing, the speaker can show his reluctance to impinge on H's negative face, and the speaker partially redress that impingement. For example: I am sorry to bother you, but I need to borrow your pen for about a minute. Beside above way, there are at least four ways to communicate regret or reluctance to do FTA.

Admit the impingement. A speaker can simply admit that he is impinging on H's face by using expressions like:

- 1) I'm sure you must be very busy, but...
- 2) I know this is a bore, but...
- 3) I hope this isn't going to bother you too much...

Indicate reluctance. A speaker tries to indicate that he is reluctant to impinge on H by using expressions such as the following:

I normally wouldn't ask you this, but...

You've never bother me, I know, but...

I don't want to bother you, but...

Give overwhelming reasons. Speaker can claim that he has strong reasons for doing the FTA so that he implies that normally he would not think infringe H's negative face:

I can think of nobody else who could...

Beg forgiveness. S may beg H's forgiveness.

I hope you'll forgive me if...

Strategy 7: Impersonalize S and H

A speaker does not want to impinge on a hearer. The way this strategy works is to phrase the FTA as if the agent were other than speaker, or perhaps not S, or not speaker alone and the addressee were other than Hearer, or only inclusive of Hearer. Avoid the pronouns I and You. For example: This chair is for a very important person.

Strategy 8: State the FTA as a general rule

The speaker shows that he does **not mean** to impinge. However, the speaker is only forced by circumstances that he must state the FTA as an instance of some general social rule, regulation, or obligation. For example: I am sorry, the late student is not allowed to enter the class.

Strategy 9: Nominalize

It means that it is used by nominalizing the sentences to be noun or nominalise to distance the actor and insert formality. For example: The good service of the hospital satisfies the patience.

Strategy 10: Go on record as not as incurring a debt, or as not indebting H

Speaker redresses an FTA by explicitly claiming his indebtedness to H, or by disclaiming any indebtedness of H. For example: I'll never be able to repay you if you...

The reference for the following description is found in a book, namely, L. Mey, Jacob (2009). *Concise Encyclopedia of Pragmatics*.Denmark :University of Southern Denmark.

First of all it is explained that the definition of linguistics politeness of Brown and Levinson is a means of showing concerns for people's face. Face is a term which is actually adopted from the work of Erving Goffman. Brown and Levinson advise that inside linguistics politeness, there are the use of interactional strategies which is intended at taking account of two basics types of face needs or wants. So, based on above explanation, there are two basic types of face needs or wants. Firstly, positive face needs. Secondly, negative face needs. Inside positive face needs, there are several needs namely, the need to be valued, liked, and admired, and to maintain a positive self-image. There are also some needs in negative face needs, the need not to be imposed upon, the need for relative freedom of thought and action, or for one's own 'space.

A wide range of different kinds of politeness strategies are including, in positive politeness strategies, making offers, joking, and giving sympathy, as well as in negative politeness strategies, hedging, apologizing, and giving deference which are outlined by Brown and Levinson. There are also bald on record and off record. It is obvious that the position of politeness strategy is as the way for people to communicate appropriately each other. Politeness strategy lies ways to communicate appropriately. In life, there are a lot of verbal conversations for instance the verbal conversation between a lecturer and collegians, spoken conversation between friends with friends. The way a lecturer and collegians use verbal communication each other differs from the way a conversation between friends with friends. Surprisingly,

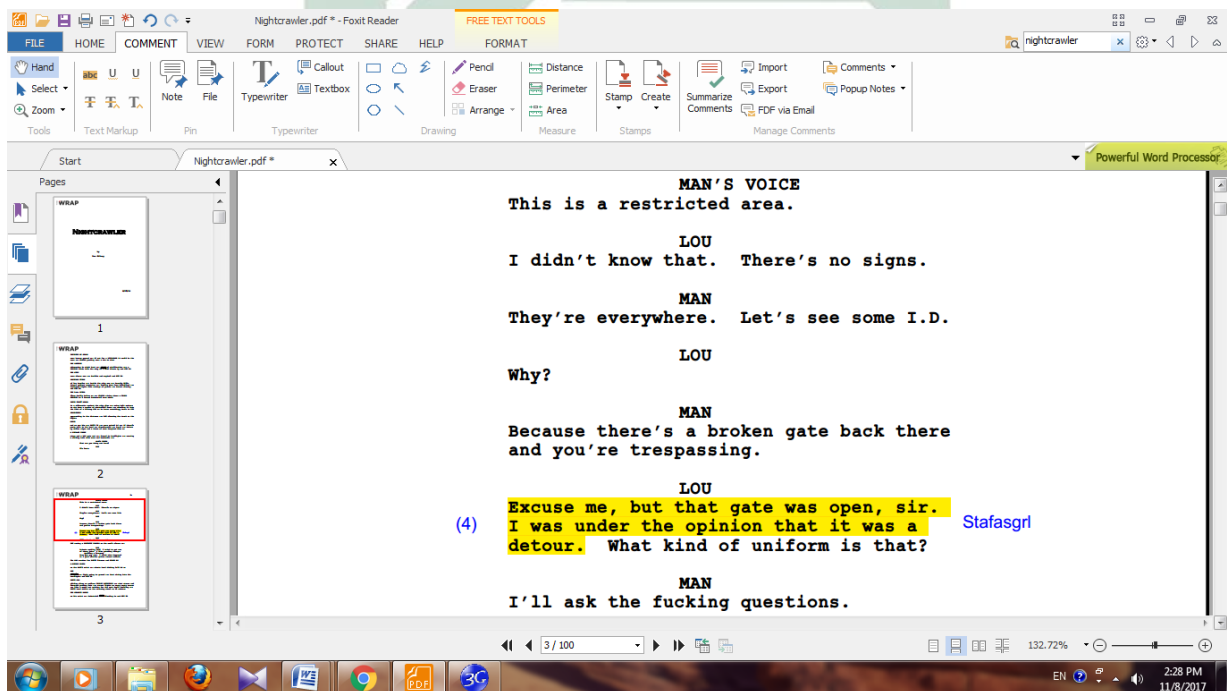
RESEARCH METHODOLOGY

the process of obtaining the data, the researcher underlined utterances of Louis Bloom which contain negative politeness strategies.

3.5 Technique of Data Analysis

After collecting the data, the researcher analyzed the data by using the following steps:

- a. Identifying: The researcher identified the data that contain negative politeness strategies. The researcher highlighted the data. For examples:



- b. **Classifying:** the researcher classified the data based on Brown and Levinson's linguistics negative politeness strategies by coding the data.

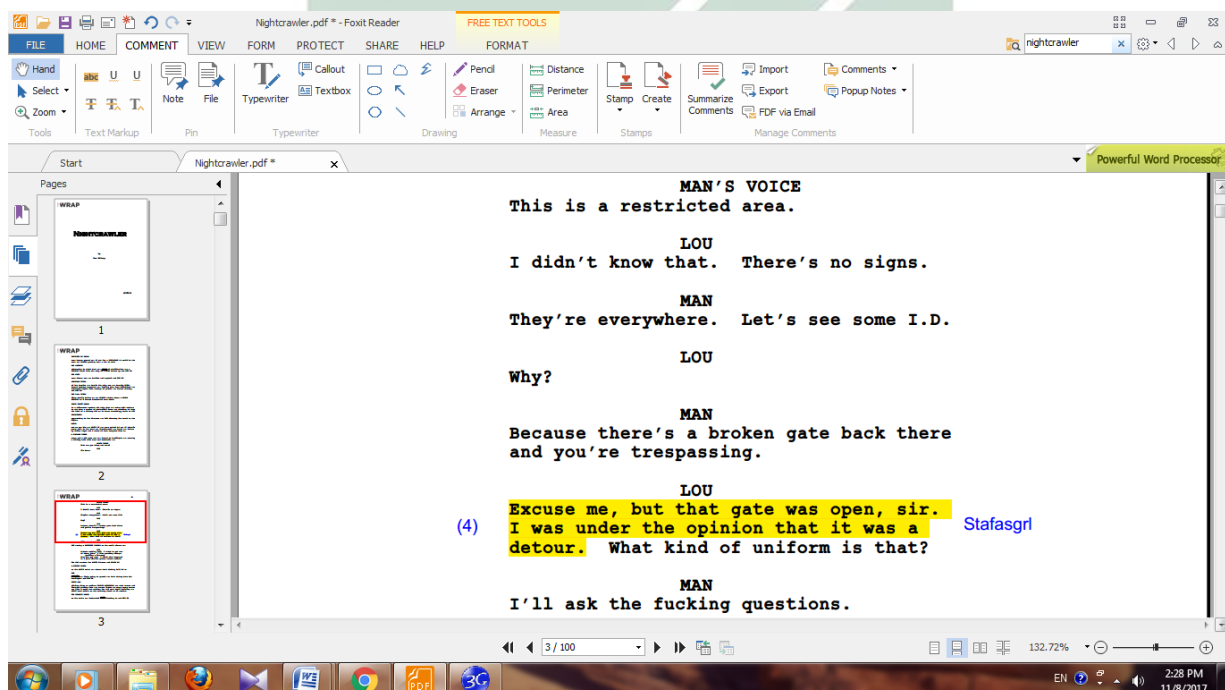
No	Strategies	Abbreviation of the strategies as codes	Data
1	Be conventionally indirect	BCI	
2	Question, hedge	QUS, HEG	
3	Be pessimistic	BPC	

4	Minimize the imposition	MIP	
5	Give deference	GID	
6	Apologize	APL	
7	Impersonalize S and H	ISH	
8	State the FTA as a general rule	STAFASGRL	2 ~ (4)
9	Nominalize	NOM	
10	Go on record as not as incurring a debt, or as not indebting H	GOR, NOTI	

The data about 2 ~ (4) is that the meaning of 2 is page in transcript of Nighcrawler movie while the meaning of (4) is the turn of Louis Bloom in doing utterance in the conversation in the transcript.

c. Describing the data that contain negative politeness strategies.

Describing the reasons why Louis Bloom uses certain negative politeness strategies.



In the picture above, the highlighted text shows that it is one of negative politeness strategies which is called state the FTA as a general rule. Louis Bloom says like that way because he talks to a man, and the man is a policeman. Louis bloom does not want to impinge, but he must state the FTA as an instance of regulation.

d. Drawing a conclusion

In drawing conclusion, the researcher attempted to presents the results of IV chapter. The researcher concluded what had been discussed in that chapter. The researcher lied data which were used by Louis Bloom in Nightcrawler movie which contain various negative politeness strategies as well as the researcher concluded the reasons why Louis Bloom used certain kinds of negative politeness strategies.

CHAPTER IV

FINDINGS AND DISCUSSION

1.1 Introduction to Data Analysis

It is explained in first chapter that there are two research problems; first what are kinds of negative politeness strategies used by Louis Bloom in Nightcrawler movie? Second why does Louis Bloom use certain negative politeness strategies in Nightcrawler movie? The purposes of this present research is first to discover kinds of negative politeness strategies used by Louis Bloom in Nightcrawler movie, as well as to describe the reasons why Louis Bloom uses certain negative politeness strategies in nightcrawler movie.

The researcher applies the framework of Brown and Levinson about politeness strategy which is in this case, negative politeness strategies. Penelope Brown and Stephen c. Levinson (1987) explain that negative politeness is redressive action addressed to the addressee's negative face: his want to have his freedom of action unhindered and his attention unimpeded. There are ten negative politeness strategies. Using negative politeness strategy, the researcher attempts to find out kinds of negative politeness strategies used by Louis Bloom in Nighcrawler movie and to explain why Louis Bloom uses certain negative politeness strategies.

1.2 Finding data

In this component, the researcher presents the data which contain negative politeness strategies. The researcher discovered the data which contain various negative politeness used by Louis Bloom after analyzing the data by using negative politeness strategy. The found data is presented in the following table:

Table : 1

No	Code	Data	Frequency
1	BCI	3~(8) 3~(9) 3~(10) 3~(11) 4~(13) 6~(15) 6~(16) 6~(18) 6~(19) 10~(24) 10~(25) 16~(36) 17~(42) 19~(43) 19~(44) 22~(56) 23~(65) 26~(77) 30~(92) 31~(97) 38~(112) 38~(115) 39~(120) 41~(125) 41~(127)41~(130) 43~(140) 46~(149) 46~(150) 48~(155) 48~(156) 48~(157) 50~(161) 57~(174) 62~(195) 68~(197) 76~(236) 77~(239) 79~(243) 79~(243) 80~(246)	41
2	QUS, HEG	56~(168) 61~(194)	2
3	BPC	60~(183)	1
4	MIP	-	-
5	GID	6~(14) 12~(32) 30~(96) 80~(248)	4
6	APL	73~(218)	1
7	ISH	27~(83) 30~(95) 37~(108) 59~(179)	4
8	STAFASGRL	2 ~ (4) 3~(7) 12~(30)	9

That's below market value.

SCARPYARD OWNER

Market value? You know the cops came by asking about manhole covers.

Louis Bloom

I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers.

The utterance above is stated by Louis Bloom where it happens transaction between Louis Bloom and scrapyardowner in a place or location where a giant machine eating cars, night crew craning junks into grinding blades. Louis Bloom attempts to sell approximately 50 pounds of copper wire, a hundred pounds of chain-link and two manhole covers, the nice thick ones to scrapyard owner. Scrapyard owner would like to pay Louis Bloom 50-cents-a-pound for the wire, 15 for the fence, and ten for the covers, and Louis Bloom responses scrapyard owner by saying that the price which is said by scrapyard owner is below market value. Later, Louis Bloom say the utterance above, that is I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers. The reason why Louis Bloom utters like in data 1 because he does not want to look forcing scrapyard owner to buy Louis Bloom's things to respect him, Louis Bloom minimizes the imposition to respect him so that the utterance contains one of negative politeness strategy called be conventionally indirect.

Data 2 found in Page 3, turn (9):

Louis Bloom

I'd feel good at 75, 25 and 15.

The context is as follow:

Louis Bloom

I guesstimate I have 50 pounds of copper wire, a hundred pounds of chain-link and two manhole covers, the nice thick ones.

SCRAPYARD OWNER

I'll give 50-cents-a-pound for the wire, 15 for the fence and 10 for the covers.

Louis Bloom

That's below market value.

SCRAPYARD OWNER

Market value? You know the cops came by asking about manhole covers.

Louis Bloom

I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers.

SCRAPYARD OWNER

Sell 'em somewhere else.

Louis Bloom

I'd feel good at 75, 25 and 15.

Louis Bloom still states the utterance in a place or location where a giant machine eating cars, night crew craning junks into grinding blades. Louis Bloom tries to sell things. Louis Bloom tell scrapyard owner that Louis Bloom has approximately 50 pounds of copper wire, a hundred pounds of chain-link and two manhole covers, the nice thick ones, and scrapyard owner will give Louis Bloom 50-cents-a-pound for the wire, 15 for the fence and ten for the covers. After scrapyard owner says that, Louis Bloom says, "That's below market value." and then scrapyard owner responses Louis Bloom by saying, "Market value? You know the cops came by asking about manhole covers." And then Louis Bloom responses him by saying, "I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers." and then scrapyard owner says, "Sell 'em somewhere else." and Louis Bloom says, "I'd feel good at 75, 25 and 15." The reason why Louis Bloom utters his utterance like in data 2 to show his respect to scrapyard owner in a way that Louis Bloom does not force the price to scrapyard owner. Not forcing the price is form of respect to scrapyard owner. Louis Bloom says his utterance indirectly as well as directly. Directness and indirectness comes together in Louis Bloom's utterance and the strategy is called be conventionally indirect.

Data 3 found in Page 3~turn (10):

Louis Bloom

I think we are close.

The context is as follow:

Louis Bloom

I guesstimate I have 50 pounds of copper wire, a hundred pounds of chain-link and two manhole covers, the nice thick ones.

SCRAPYARD OWNER

I'll give 50-cents-a-pound for the wire, 15 for the fence and 10 for the covers.

Louis Bloom

That's below market value.

SCRAPYARD OWNER

Market value? You know the cops came by asking about manhole covers.

Louis Bloom

I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers.

SCRAPYARD OWNER

Sell 'em somewhere else.

Louis Bloom

I'd feel good at 75, 25 and 15.

SCRAPYARD OWNER

I'm not negotiating with you.

Louis Bloom

I think we're close.

Louis Bloom says I think we are close utterance to scrapyard owner in attempting to still sell things. The reason why Louis Bloom utters I think we are close utterance in order not to force his view to scrapyard owner about his closeness with scrapyard owner, Louis Bloom applies be conventionally indirect strategy which is one of negative politeness strategies, so that Louis doesn't force his view to scrapyard owner that he and scrapyard owner are close. Louis Bloom recognizes scrapyard

owner's wants or needs, and then Louis Bloom respects scrapyard owner's wants or needs.

Data 4 found in Page 3~turn (11):

Louis Bloom

I'm willing to take less to establish a business relationship. If that's your last best offer then I guess I accept.

The context is as follow:

SCRAPYARD OWNER

I'll give 50-cents-a-pound for the wire, 15 for the fence and 10 for the covers.

Louis Bloom

That's below market value.

SCRAPYARD OWNER

Market value? You know the cops came by asking about manhole covers.

Louis Bloom

I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers.

SCRAPYARD OWNER

Sell 'em somewhere else.

Louis Bloom

I'd feel good at 75, 25 and 15.

SCRAPYARD OWNER

I'm not negotiating with you.

Louis Bloom

I think we're close.

SCRAPYARD OWNER

We're done. Take it or leave it.

Louis Bloom

I'm willing to take less to establish a business relationship. If that's your last best offer then I guess I accept.

The story of why Louis Bloom utters that utterance is that it happens transaction between Louis Bloom and scrapyard owner, and scrapyard owner is strong with his want that scrapyard owner will give Louis Bloom 50-cents-a-pound for the wire, 15 for the fence and 10 for the covers. Louis Bloom negotiates with scrapyard owner to sell things. However, after Louis Bloom says, "I think we are close.", scrapyard owner says, "we are done. Take it or leave it." and finally it arrives to Louis Bloom says, "I'm willing to take less to establish a business relationship. If that's your last best offer then I guess I accept." In I'm willing to take less to establish a business relationship. If that's your last best offer then I guess I accept", it clearly shows that Louis Bloom would like to accept scrapyard owner's want that Louis Bloom is willing to take less. However, Louis Bloom presents requirement in accepting scrapyard owner's want, that is, Louis Bloom would like to establish business relationship with scrapyard owner. It can be understood obviously that in I'm willing to take less to establish a business relationship. If that's your last best offer then I guess I accept utterance, Louis Bloom invites scrapyard owner to establish business relationship as requirement to accept scrapyard owner's want. However, Louis doesn't say his want to establish business relationship with scrapyard owner directly. However, Louis Bloom says his want by saying, "I'm willing to take less to establish a business relationship." to protect scrapyard owner's face. Louis Bloom also ask scrapyard owner to think about his offer or decision, but again Louis Bloom doesn't say it directly. The reasons why Louis Bloom utters like that because Louis Bloom wants three things from scrapyard owner first he wants to get money by selling the things, second Louis Bloom wants to establish business relationship with scrapyard owner, third Louis Bloom asks scrapyard owner to think about his offer about the price he wants. However, Louis Bloom expresses his wants to scrapyard owner by saying his wants indirectly, but in his indirectness contains directness to respect scrapyard owner. It happens clash of wants, and both wants are applied by Louis Bloom in his

utterance, and this is called be conventionally indirect which is one of negative politeness strategies.

Data 5 found in Page 4~(13):

Louis Bloom

How about an internship then? A lot of young people are taking unpaid positions to get a foot in the door. That's something I'd be willing to do.

The context is as follow:

Louis Bloom

I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers.

SCRAPYARD OWNER

Sell 'em somewhere else.

Louis Bloom

I'd feel good at 75, 25 and 15.

SCRAPYARD OWNER

I'm not negotiating with you.

Louis Bloom

I think we're close.

SCRAPYARD OWNER

We're done. Take it or leave it.

Louis Bloom

I'm willing to take less to establish a business relationship. If that's your last best offer then I guess I accept.

SCRAPYARD OWNER

Drive around back and unload 'em.

In short,

Louis Bloom

How about an internship then? A lot of young people are taking unpaid positions to get a foot in the door. That's something I'd be willing to do.

It has been clear that it happens long enough transaction between Louis Bloom and scrapyard owner where in the transaction, Louis Bloom wants to sell things to scrapyard owner. Scrapyard owner will pay Louis bloom with certain price, the point is that Louis Bloom is willing to accept the price, but with certain requirement, that is, establishing business relationship and then scrapyard owner says, "Drive around back and unload 'em." and in short, Louis Bloom offers him self to work and then scrapyard owner says, "no." and then Louis Bloom says, "How about an internship then? A lot of young people are taking unpaid positions to get a foot in the door. That's something I'd be willing to do." The reason why Louis Bloom utters his utterance like in data 5 because Louis Bloom would like to respect scrapyard owner because Louis Bloom considers scrapyard owner as the boss. Louis Bloom uses be conventionally indirect strategy which is one of negative politeness strategies to respect scrapyard owner's face as he is the boss.

Data 6 found in Page 6~turn (15):

Louis Bloom

What channel?

The context is as follow:

Louis Bloom

Excuse me. This'll be on tv?

JOE

Morning news.

Louis Bloom

What channel?

In the evening, Louis Bloom is driving his car alone, and then Louis Bloom stops his car, and he gets out from his car. He is looking an accident. There are two high way patrolmen who tryto pull unconscious woman from a burning car. There are men who come to the accident. The men film the cops who attempt to free the women

in the blazing car. The name of one of the men who carries a camera is Joe. Lou follows Joe Loder, and it happens conversation between Louis Bloom and Joe Loder. Louis Bloom says to Joe, "excuse me, this'll be on tv?" Joe responses Louis Bloom by saying, "Morning news." and then Louis Bloom says to Joe, "What channel?" it can be seen clearly that in what channel? utterance, Brown uses be conventionally indirect. What channel? is form of be conventionally indirect strategy which is one of negative politeness strategies. The reason of Louis Bloom utters his utterance like in data 6 to respect Joe in a way that Louis Bloom does not ask him directly. Instead of saying, "tell me the channel." Louis Bloom says, "What channel?" Louis Bloom uses be conventionally indirect strategy which is one of negative politeness strategies due to he is not close with Joe Loder. Between Louis Bloom and Joe Loder do not know well each other before, so there is social distance between Louis Bloom and Joe Loder. Beside that, Louis Bloom sees Joe Loder in higher position than him due to Louis Bloom sees Joe Loder as boss in this case, so that is the reasons.

Data 7 found in Page 6~turn (16):

Louis Bloom

What do you get for something like this?

The context is as follow:

Louis Bloom
Excuse me. This'll be on tv?

JOE
Morning news.

What channel?

JOE
Whoever pays the most.

Louis Bloom
What do you get for something like this?

Instead of saying tell me you get something for this, Louis Bloom says, "What do you get for something like this?" to show his respect to Joe Loder due to for two reasons. First between Joe Loder and Louis Bloom do not each other very well. Second Louis Bloom sees Joe Loder in higher position than him because Louis Bloom sees Joe Loder as a boss who may be Joe Loder is currently hiring someone, so that the utterance contains one of negative politeness strategies called be conventionally indirect.

Data 8 found in Page 6~turn (18):

Louis Bloom
How do you sell what you shoot?

The context is as follow:

Louis Bloom
Excuse me. This'll be on tv?

Joe
Morning news.

What channel?

JOE
Whoever pays the most.

Louis Bloom

What do you get for something like this?

JOE

Not much.

Louis Bloom
Enough to buy all that gear.

JOE
It's a flaming asshole of a job.

Louis Bloom

How do you sell what you shoot?

It happens conversation between Louis Bloom and Joe Loder, first of all Louis Bloom is driving his car alone. Louis Bloom stops his car, and after that he gets out from his car. Louis Bloom is looking the situation around him. Louis Bloom sees an accident. An unconscious woman is in the blazing car, and there are two high way patrolmen who attempts to pull the unconscious woman from the blazing car. Lou is following Joe Loder who has just filmed the accident. Louis begins the conversation. Louis Bloom says, "Excuse me. This'll be on tv?" Joe Loder responses Louis Bloom by saying, "Morning news." Louis Bloom says, "What channel?" Joe Loder responses Louis Bloom, "Whoever pays the most?" and then Louis Bloom continues the conversation by saying, "What do you get for something like this?" Joe Loder responses Louis Bloom by saying, "Not much." And after that Louis Bloom still continues the conversation with Joe Loder. Louis Bloom says to Joe Loder, "Enough to buy all that gear." and then Joe Loder responses Louis Bloom by saying, "It's a flaming asshole of a job." and then Louis Bloom says to Joe Loder, "How do you sell what you shoot?" However, Joe Loder ignoring Louis Bloom, loading equipment in the van. The reason why Louis Bloom uses be conventionally indirect in his utterance is that because Louis Bloom respect Joe Loder for certain reasons, that are, between Louis Bloom and Joe Loder do not know well each other before, and Louis Bloom sees Joe Loder in higher position than him because Louis Bloom considers Joe Loder as a boss. As a result, Louis Bloom uses be conventionally indirect in his utterance to respect Joe Loder.

Data 9 found inPage 6~turn (19):

Louis Bloom

Can I ask you, are you currently hiring?

The context is as follow:

Louis Bloom

Excuse me. This'll be on tv?

JOE

Morning news.

Louis Bloom

What channel?

JOE

Whoever pays the most.

Louis Bloom

What do you get for something like this?

JOE

Not much.

Louis Bloom

Enough to buy all that gear.

JOE

It's a flaming asshole of a job.

Louis Bloom

How do you sell what you shoot?

JOE ignoring him, loading equipment in the van ...

Louis Bloom

Can I ask you, are you currently hiring?

Louis Bloom asks Joe Loder whether he is currently hiring. The way Louis Bloom asks Joe Loder is using be conventionally indirect strategy to respect him. Instead of saying tell me you are hiring right now or not or I ask you tell me, Louis Bloom says, “Can I ask you, are you currently hiring?” it is obvious that it happens clash of wants in Louis Bloom which are off record as well as bald on record, and Louis Bloom achieve both of them. The reasons why Louis Bloom uses be conventionally indirect strategy is that there are fundamental reasons for Louis Bloom in using be conventionally indirect strategy in his utterance, the fundamental reasons are, first one between Louis Bloom and Joe Loder do not know well each other before, and second one Louis Bloom sees Joe Loder in higher position than him due to Louis Bloom thinks about Joe Loder as a boss. consequently, Louis Bloom uses be conventionally indirect in his utterance to respect Joe Loder.

Data 10 found in Page 10~turn (24):

Louis Bloom

Could I please speak with your boss, please?

The context is as follow:

Louis Bloom

This is a custom racing bicycle, sir, designed for competitive road cycling. This bike has a lightweight, space-age carbon frame and handlebars positioned to put the rider in a more aerodynamic posture. It also has micro-shifters and 37 gears and weighs under six pounds. I won the Tour de Mexico on this bike.

OWNER

700. High as I'll go.

Louis Bloom

It cost me over 8000 new.

OWNER

700.

Louis Bloom

2500, that's giving it away.

OWNER

No bike's got 37 gears.

Louis Bloom

2000.

OWNER

Nope.

Louis Bloom

Could I please speak with your boss, please?

Louis Bloom is sitting down where the sun shines so bright. People are riding bikes and people are jogging. Louis Bloom watches a man in spandex bicycle outfit as he locks his racing bike enters a juice store and Louis Bloom crosses picks the bike lock and cut to a pawn shop. Louis Bloom is showing the bike to the owner. Owner says to Louis Bloom, "Idunno. I'll give you 500." And the next it happens conversation about the reasons why Louis Bloom uses be conventionally indirect

strategy to respect owner because the position of the owner is as a buyer, and the position of Louis Bloom is as the seller. Louis Bloom respects the owner. The clarification is that why Louis Bloom uses be conventionally indirect strategy which is one of negative politeness strategies because there is want in Louis Bloom to show his respect to the owner as a buyer. Buyer must be treated respectfully. There are words which have been well-known that buyer is a king. Louis Bloom has applied successfully in his utterance be conventionally indirect strategy which is one of negative politeness strategies.

Data 11 found in Page 10~turn (25):

Louis Bloom

How about 800 in store credit?

The context is as follow:

Louis Bloom

This is a custom racing bicycle, sir, designed for competitive road cycling. This bike has a lightweight, space-age carbon frame and handlebars positioned to put the rider in a more aerodynamic posture. It also has micro-shifters and 37 gears and weighs under six pounds. I won the Tour de Mexico on this bike.

OWNER

700. High as I'll go.

Louis Bloom

It cost me over 8000 new.

OWNER

700.

Louis Bloom

2500, that's giving it away.

OWNER

No bike's got 37 gears.

Louis Bloom

2000.

OWNER

Nope.

Louis Bloom

Could I please speak with your boss, please?

OWNER

I'm the owner.

Louis Bloom

How about 800 in store credit?

It happens conversation between Louis Bloom and Owner in pawn shop. Louis Bloom shows a bike to the owner. Louis Bloom says, "This is a custom racing bicycle, sir, designed for competitive road cycling. This bike has a lightweight, space-age carbon frame and handlebars positioned to put the rider in a more aerodynamic posture. It also has micro-shifters and 37 gears and weighs under six pounds. I won the Tour de Mexico on this bike." And after that the owner says to Louis Bloom, "700. High as I'll go." Louis Bloom says, "It cost me over 8000 new." and then the owner says, "700." and afterwards Louis Bloom says, "2500, that's giving it away." The owner says, "No bike's got 37 gears." Louis Bloom says, "2000." And then the owner replies Louis Bloom by saying, "Nope." Louis Bloom says, "Could I please speak with your boss, please?" The owner says, "I'm the owner." Louis Bloom says, "How about 800 in store credit?" The reasons why Louis Bloom uses be conventionally indirect which is one of negative politeness strategies because Louis Bloom would like to respect the owner in a way that Louis Bloom does not force the price to srcapyard owner.

Data 12 found in Page 16~turn (36):

Louis Bloom

Something I'm fairly certain you'll be excited about.

The context is as follow:

Nina

You my fill-in operator?

Louis Bloom

I don't think so. I shot some footage. For sale.

NINA

A stringer?

Louis Bloom

What?

NINA

Who do you work for?

Louis Bloom

At the moment I work for myself.

NINA

See Frank, out there, the way you came.

(to the EDITOR)What's it time to?

EDITOR

1:06.

NINA

The slot's 56. Trim the header four.

NINA

What do you have?

Louis Bloom

Something I'm fairly certain you'll be excited about.

It happens conversation between Louis Bloom and Nina. Nina says to Louis Bloom, "You my fill-in operator?" Louis Bloom says, "I don't think so. I shoot some footage. For sale." Nina says, "A stringer?" Louis Bloom says, "Who do you work for?" Louis Bloom replies Nina by saying, "At the moment I work for my self." Nina says, "See Frank out there, the way you came. (to the editor) What's it time to?" Editor says, "1:06. Nina says, "The slot's 56. Trim the header four." Nina says to Louis Bloom, "What do you have?" and afterwards Louis Bloom says to Nina, "Something I'm fairly certain you'll be excited about." The reasons why Louis Bloom uses be conventionally indirect because Louis Bloom would like to respect Nina in a way that enables Louis Bloom does not force his view to Nina Instead of saying you must be very excited about, Louis Bloom says, "Something I'm fairly certain you'll be excited about." to respect Nina.

Data 13 found in Page 17~turn (42):

Louis Bloom

You can fast-forward through this.

The context is as follow:

Louis Bloom

(hands her his camcorder)

You can watch it on the little screen.

NINA

You've never done this before.

Louis Bloom

Yes. I mean no. I'm just starting.

The editor connects LOU'S camera to the editing console and Louis Bloom's camcorder plays ... image of LOU outside the pawn shop ... aiming the camcorder at himself ... just peering into the camera ...

Louis Bloom

You can fast-forward through this.

It happens conversation between Louis Bloom and Nina. Louis Bloom says, “(hands her his camcorder.) You can watch it on the little screen.” Nina says, “You’ve never done this before.” Louis Bloom says, “Yes. I mean no. I’m just starting.” Louis Bloom’s camera is connected by the editor to the editing console and Louis Bloom’s camcorder plays image of Louis Bloom outside the pawn shop. Aiming the camcorder at himself. Just peering into the camera. Louis Bloom says, “You can fast-forward through this.” The reasons why Louis Bloom uses be conventionally indirect because Louis Bloom would like to speak to the editor respectfully due to Louis does not want to seem in higher position than the editor. Louis Bloom recognizes the editor’s negative face, so that Louis Bloom respects the editor’s negative face.

Data 14 found in Page 19~turn (43):

Louis Bloom

I think at that price there's a lot of value in it for you.

The context is as follow:

FRANK

You're going to show this?

NINA

With a warning.

FRANK

It's excessive.

NINA

We should have packages like this every day.

FRANK

People are eating breakfast.

NINA

And they'll talk about it at work. Tie it in with the carjacking last month in Glendale and the other one, the van in Palms, when was that? March. It's a carjacking crime wave. That's the banner. Call the victim's family. Get a quote. Mike it. You know what to do.(to LOU)How much?

Louis Bloom

Well, I'm selling this particular piece for ten thousand. **I think at that price there's a lot of value in it for you.**

The place of the conversation above is in tv station. Frank says, “You’re going to show this?” Nina says, “with a warning.” Frank says, “It’s excessive.” Nina says, “We should have packages like this everyday.” Frank says, “People are eating breakfast.” Nina says, “And they’ll talk about it at work. Tie it in with the carjacking last month in Glendale and the other one, the van in Palms, when was that? March. It’s a carjacking crime wave. That’s the banner. Call the victim’s family. Get a quote. Mike it. You know what to do.(to LOU)How much?” and then Louis Bloom says, “I think at that price there’s a lot of value in it for you.The reasons why Louis Bloom uses be conventionally indirect strategy in his utterance which is one of negative politeness strategies because Louis Bloom does not want to look forcing his view to Nina.

Data 15 found in Page 19~turn (44):

Louis Bloom

Well you can imagine it means quite a lot.

The context is as follow:

Louis Bloom

Well, I'm selling this particular piece for ten thousand. I think at that price there's a lot of value in it for you.

NINA

Not even close. This late you have no where else to go. And the quality's for shit. I'll give you a 1000, that's the most I'll do. Now let's get you paid.

NINA

Buy some better equipment. A directional mike. Get interviews when you can. You have a good eye.

Louis Bloom

Thank you. I'm just beginning so praise from someone such as yourself, **well you can imagine it means quite a lot.**

It happens transaction between Louis Bloom and Nina. Nina says to Louis Bloom, Louis Bloom says, “Well, I’m selling this particular piece for ten thousand. I think at that price there’s a lot of value in it for you.” Nina says, “Not even close. This late you have no where else to go. And the quality’s for shit. I’ll give you a 1000, that’s the most I’ll do. Now let’s get you paid. In short, Nina says, “Buy some better equipment. A directional mike. Get interviews when you can. You have a good eye.” Louis Bloom says,”Thank you. I’m just beginning so praise from someone such as yourself, well you can imagine it means quite a lot.”The reasons why Louis Bloom uses be conventionally indirect which one of negative politeness strategies because Louis Bloom would like to speak properly to Nina to strengthen his view through his words in a good manner of speaking to not force his view on Nina. By saying I think at that price there’s a lot of value in it for you, Louis Bloom strengthens the price he offers that the price is reasonable.

Data 16 found in Page 22~turn (56):

Louis Bloom

I'd like to know about your prior employment and hear in your own words what you learned from each position.

The context is as follow:

Louis Bloom

I need someone who doesn't drink or do drugs.

RICK

Okay.

Louis Bloom

The situation is that I lost an employee and I'm interviewing for a replacement.

RICK

Louis Bloom says, “Do you know L.A.?” Rick says, “I grew up all around here.” Louis Bloom says to Rick, “Can you start tonight?” The reasons why Louis Bloom uses called be conventionally indirect strategy which is one of negative politeness strategies in his utterance because Louis Bloom would like to speak politely to Rick. Instead of saying I accept you, work tonight. Louis Bloom speak indirectly as well as directly aims at respecting Rick.

Data 18 found in Page 26~turn (77):

Louis Bloom

I'd like more warning next time.

The context is as follow:

RICK

-- too fast dude! --

Louis Bloom

Where are we going?

RICK

-- left at the light! --

Louis Bloom

I'd like more warning next time.

Rick, “-- too fast dude! --” Louis Bloom, “Where are we going?” Rick, “-- left at the light!”-- Louis Bloom says, “I’d like more warning next time.” In conversation above, Rick instructs Louis Bloom to get to certain place and then Louis Bloom would like Rick to give him more warning next time. The reason why Louis Bloom uses be conventionally indirect because Louis Bloom would like to arrange his utterance in that form due to he would like to respect negative face of Rick. Louis Bloom would like to treat Rick respectfully.

Data 19 found in Page 30~turn (92):

Louis Bloom

He curses but you can cut that out.

The context is as follow:

NINA

Great shot. Oh that's fantastic. That's a great piece of tape.

FRANK

You didn't get an interview with the couple?

Louis Bloom

I have footage of them.

Louis Bloom

I also have an interview with a neighbor. **He curses but you can cut that out.**

Nina, “Great shot. Oh that’s fantastic. That’s a great piece of tape.” Frank, “You didn’t get an interview with the couple?” Louis Bloom, “I have footage of them.” A clip appears, far-away view of the young COUPLE talking to the police in their backyard. Louis Bloom, “I also have an interview with a neighbor. He curses but you can cut that out.” The reason why Louis Bloom uses be conventionally indirect because Louis Bloom would like to respect Frank by describing it is Frank’s choice to cut that out or not.

Data 20 found in Page 31~ turn (97):

Louis Bloom

I think being clear with your objectives is more important than trying to present ideas in a non-confrontational manner.

The context is as follow:

FRANK

Well I have a problem with that.

NINA

We'll knock out a killer package.

FRANK

This is myjob.

NINA

Your job's writing the tweet of the day and getting Deb to turn sideways during the weather forecast. We're running it.

Louis Bloom

What if by saying no you fuck it up?

The context is as follow:

NINA

I have a rule, Lou. I don't date people I work with. And I'm twice your age.

Louis Bloom

I like older women. Besides, I don't work with you, you're somebody I sell to.

NINA

And I don't want to fuck that up.

Louis Bloom

What if by saying no you fuck it up?

What if by saying no you fuck it up? means Louis Bloom gives instruction to Nina to say directly and clearly about his job in relation with what he asks to Nina. Louis Bloom asks Nina to go to Mexican food before. The reasons why Louis Bloom uses be conventionally indirect because Louis Bloom would like to show his respect to Nina in giving direction.

Data 23 found in Page 39~ turn (120):

Louis Bloom

I have a camera.

The context is as follow:

JOE

Gonna be a game changer. Cut our onscene time in half. And I'm setting up a dedicated dispatch. No more listening and driving. You like the Canon 300s?

Louis Bloom

I never used one.

JOE

Six thou a piece. 2.4 megapixels, night vision, 18-to-1 zoom, image stabilizing. I got one with your name on it.

Louis Bloom

I have a camera.

“I have a camera.” The reason why Louis Bloom utters his utterance in such way due to he recognizes Joe’s negative face and then Louis Bloom utters his utterance in such way to respect Joe’s negative face, Louis Bloom does not want to hurt Joe’s feeling. In one side Louis Bloom utters his utterance directly, but in another side Louis Bloom utters his utterance indirect, it happen clash of wants; want to say direct, and want to say indirectly and Louis Bloom achieve both, and this is called be conventionally indirect which is one of negative politeness strategies. The reason why Louis Bloom uses be conventionally indirect due to Louis Bloom refuses the offer of Joe.

Data 24 found in Page 41~ turn (125):

Louis Bloom

I'm sure you're beautiful anytime of day. In fact I'd say you're much prettier than Lisa Mays.

The context is as follow:

NINA

I didn't wake up till five. My body's so off I feel like it's time for breakfast.

Louis Bloom

I'm sure you're beautiful anytime of day. In fact I'd say you're much prettier than Lisa Mays. I like the dark make-up on your eyes. I also like how you smell.

It happens conversation in Mexican restaurant. Nina says, “I didn’t wake up till five. My body’s so off I feel like it’s time for breakfast.” and then Louis Bloom says, “I’m sure you’re beautiful anytime of day. In fact I’d say you’re much prettier than Lisa Mays. I like the dark make-up on your eyes. I also like how you smell.” The reason why Louis Bloom uses be conventionally indirect strategy is to respect Nina by saying what he wants to say be conventionally indirect. The utterance contains one of negative politeness strategies which is called be conventionally indirect strategy.

Data 25 found in Page 41~ turn (127):

Louis Bloom

I'm sure you look at them of course.

The context is as follow:

NINA

Where are you from, Lou?

Louis Bloom

The north end of the valley. Some of the calls sometimes take me over that way but nobody I know is still out there. You're from Philadelphia, Pennsylvania.

NINA

How did you know that?

Louis Bloom

It's online. Everything about you's online. Well not everything, but definitely a lot. I've watched all the videos from when you were a reporter.

I'm sure you look at them of course.

Nina says, “Where are you from, Lou?” Louis Bloom says, “The north end of the valley. Some of the calls sometimes take me over that way but nobody I know is still out there. You’re from Philadelphia, Pennsylvania.” Nina says, “How did you know that?” Louis Bloom says, “It’s online. Everything about you’s online. Well not everything, but definitely a lot. I’ve watched all the videos from when you were a reporter. I’m sure you look at them of course.” The reason why Louis Bloom uses be conventionally indirect because Louis Bloom does not want to show doubt to Nina that Nina is a resourceful woman. Louis Bloom wants to show to Nina that Nina is a resourceful woman.

Data 26 found in Page 41~ turn (130):

Louis Bloom

Would you like another margartita?

The context is as follow:

NINA

is up to Nina whether he wants to leave or not. Louis Bloom expresses his utterance respectfully.

Data 28 found in Page 46~ turn (149):

Louis Bloom

I'd expect you to put me on the 2 to the 101 to the 110 to the 10.

The context is as follow:

Louis Bloom

Did you read my traffic memo yesterday?

RICK

Did I read it? Yeah. I read it.

Louis Bloom

What did it say? About the 5?

RICK

I looked at it. Okay, what?

Louis Bloom

Well for one thing it included the 5 has floating construction in the fast lane for the next three weeks. So knowing that, **I'd expect you to put me on the 2 to the 101 to the 110 to the 10.**

It happens conversation between Rick and Louis Bloom inside car. Louis Bloom says, "Did you read my traffic memo yesterday?" Rick says, "Did I read it? Yeah. I read it." Louis Bloom says, "What did it say? About the 5?" Rick says, "I looked at it. Okay, what?" Louis Bloom says, "Well for one thing it included the 5 has floating construction in the fast lane for the next three weeks. So knowing that, I'd expect you to put me on the 2 to the 101 to the 110 to the 10." The reason why Louis Bloom uses be conventionally indirect because Louis Bloom wants Rick to put him on the 2 to the 101 to the 110 to the 10. Louis Bloom does not ask Rick absolutely directly.

Data 29 found in Page 46~ (150):

Louis Bloom

What I'd like is for you to admit that you didn't read what you said you did.

The context is as follow:

RICK

Half of one, six of the other.

Louis Bloom

It's half-dozen of one, six of the other. **What I'd like is for you to admit that you didn't read what you said you did.** I think you know that I'm a reasonable person, but no one likes to be lied to.

“What I’d like is for you to admit that you didn’t read what you said you did. I think you know that I’m a reasonable person, but no one likes to be lied to.” The reason why Louis Bloom uses be conventionally indirect in his utterance; What I’d like is for you to admit that you didn’t read what you said you did to ask Rick to be honest to him, just admit to Louis Bloom that Rick didn’t read what Rick said he read. However, Louis Bloom does not state what he wants directly absolutely, but Louis Bloom expresses what he wants respectfully to Rick.

Data 30 found in Page 48~ turn (155):

Louis Bloom

I'm trying to bring you stories that happen here, on the ground.

The context is as follow:

NINA

Where's the plane crash at Foothill?

Louis Bloom

I don't mind saying that **I'm trying to bring you stories that happen here, on the ground.**

Nina says, “Where’s the plane crash at Foothill?” Louis Bloom says, “I don’t mind saying that I’m trying to bring you stories that happen here, on the ground.” The reasons why Louis Bloom use be conventionally indirect is to respect Nina.

Data 31 found in Page 48~ turn (156):

Louis Bloom

And I hope they do well with that, but you should look at the Corona stabbing.

The context is as follow:

NINA

Where's the plane crash at Foothill?

Louis Bloom

I don't mind saying that I'm trying to bring you stories that happen here, on the ground.

NINA

Four has it. It'll be their lead.

Louis Bloom

And I hope they do well with that, but you should look at the Corona stabbing.

Instead of saying do well with that, look at the Corona stabbing. Louis Bloom says, “And I hope they do well with that, but you should look at the Corona stabbing.” to respect Nina. The reason Louis Bloom uses be conventionally indirect in his utterance is to respect Nina.

Data 32 found in Page 48~ turn (157):

Louis Bloom

I understand your frustration. I guess I'm trying not to be too hard on myself.

The context is as follow:

NINA

And I hope they do well with that, but you should look at the Corona stabbing.

NINA

I don't give a goddamn about fucking Corona. You know how important this week is. This shit's fucking death to me.

Louis Bloom

I understand your frustration. I guess I'm trying not to be too hard on myself.

Data 34 found in Page 57~ turn (174):

Louis Bloom

I think it's best that you probably just watch it for yourself.

The text is as follow:

Louis Bloom

I have a home invasion triple murder in Granada Hills.

NINA

That's just breaking now.

Louis Bloom

We got there before the police.

NINA

You have it?

Louis Bloom

I'm not going to list the many benefits of this piece. **I think it's best that you probably just watch it for yourself.**

Louis Bloom enters a news room, and it happens the conversation above. The reason why Louis Bloom utters his utterance like that which contains one of negative politeness strategies which is called be conventionally indirect strategy because he wants to suggest Nina softly, it means that Louis Bloom does not want to suggest absolutely directly. However, Louis Bloom suggest Nina by achieving indirect way as well as direct way, as a result it becomes like the utterance which is uttered by Louis Bloom to Nina. Instead of saying, Watch it yourself, this is the best way which seems he forces his view which is suggested to Nina, as well as it seems that Louis Bloom is in a very higher position than Nina, Louis Bloom says I think it's best that you probably just watch it for yourself which is nice utterance.

Data 35 found in Page 62~ (195):

Louis Bloom

I'd like to start meeting them this morning.

The context is as follow:

Louis Bloom

What if the story's not over? The people who did this escaped. They're still out there, walking around with the rest of us. If I had a family and I lived in a home that might make me nervous. I would want updates on what was going on. With this footage people will turn to your channel for the story. Now I like you, Nina, I look forward to our time together, but you have to understand that (MORE)

Louis Bloom

15,000 isn't all that I want. From here on, starting now, I want my work to be credited by the anchors and on a burn. The name of my company is Video News Productions, a professional news gathering service. That's how it should read and that's how it should be said. I also want to go to the next rung and meet your team and the anchors and the director and the station manager, to begin developing my own personal relationships. **I'd like to start meeting them this morning.** You'll take me around and you'll introduce me as the owner and president of Video News and remind them of some of my many other stories. I'm not done. I also want to stop our discussions over prices. This will save time. So when I say a particular number is my lowest price, that is my lowest price and you can be sure I've arrived at whatever that number is very carefully. Now when I say I want these things I mean that I want them and I don't want to have to ask again. And the last thing that I want, Nina, is for you to do the things I ask you to do when we're alone together at your apartment, not like the last time.

It happens conversation. The reason why Louis Bloom uses be conventionally indirect due to Louis Bloom wants to meet certain people he wants to meet. The way Louis Bloom asks Nina is good, he ask Nina politely.

Data 36 found in Page68 ~ turn (197):

Louis Bloom

You can give them my number.

The context is as follow:

NINA

They can call the station.

TECHNICAL DIRECTOR

Fifteen seconds.

JOEL BEATTY/ON MONITOR

They want to talk to who shot it.

LOU going close, speaking directly to JOEL on the monitor ...

Louis Bloom

I shot it. It's Video News Productions. **You can give them my number.**

Louis Bloom, "I shot it. It's Video News Productions. You can give them my number." The reasons why Louis Bloom uses be conventionally indirect because, in this case, Louis Bloom speaks to Joel to ask Joel give Louis Bloom's number. You can give them my number utterance which is uttered by Louis Bloom is form of realization of one of negative politeness strategy called be conventionally indirect to make comfortable Joel in order to Louis Bloom does not seem order Joel.

Data 37 found in Page 76~turn (236):

Louis Bloom

We can reopen negotiations, Rick, but remember that when it comes to your work reputation you can't un-ring the bell.

The context is as follow:

RICK

You threatening to fire me? Hey, I got something too. Not calling criminals in, waiting for 'em to start shit so you can film it, that's against the fucking law. The cops would be majorly interested no fucking doubt. I want more money.

Louis Bloom

We can reopen negotiations, Rick, but remember that when it comes to your work reputation you can't un-ring the bell.

It happens conversation. Louis Bloom says, “We can reopen negotiations, Rick, but remember that when it comes to your work reputation you can't un-ring the bell.” The reason why Louis Bloom uses the conventionally indirect strategy in his utterance is because Louis Bloom would like to mitigate the face-threatening acts to respect Rick.

Data 38 found in Page 77~ turn (239):

Louis Bloom

If you're saying I can't negotiate then I guess I have to give it to you.

The context is as follow:

RICK

There's two of us sitting here. 50-50.

Louis Bloom

I'll counter at 10,000.

RICK

You don't set the numbers on this. I want half.

Louis Bloom

If you're saying I can't negotiate then I guess I have to give it to you.

It happens conversation. Rick wants more money from Louis Bloom. The reason why Louis Bloom uses be conventionally indirect in his utterance like that because he would like to show to Rick that he respects him. The utterance of Louis Bloom is form of be conventionally indirect strategy which is one of negative politeness strategy. It has been cleared that Louis Bloom utters his utterance in such way to respect Louis Bloom because Louis Bloom would like to appreciate the want of Rick that Rick wants more money.

Data 39 found in Page 79~ turn (245):

LOU/INTO PHONE

What you'd probably call Hispanic. One's big, very much on the heavy side, and the other's face is scratched. He has red scratches across his face.

The context is as follow:

911/OVER

What's your name, sir?

LOU/INTO PHONE

Louis Bloom.

911/OVER

Do you have a description of the men?

LOU/INTO PHONE

Yes I do. They're both Latin American men. **What you'd probably call Hispanic. One's big, very much on the heavy side, and the other's face is scratched. He has red scratches across his face.**

The reason why Louis Bloom uses be conventionally indirect in his utterance in such way because Louis Bloom would like to describe the description of the men. Louis Bloom informs 911 dispatch/over, and he needs to speak formally which is seen as a proper way of reporting what he reports. So Louis Bloom utters his utterance in such form to respect 911 dispatch/over. The utterance contains one of negative politeness strategies which is called be conventionally indirect.

Data 40 found in Page 79~ turn (243):

Louis Bloom

I'd like to report the location of the two men responsible for the home invasion-murder in Granada Hills last night.

The context is as follow:

911 DISPATCH/OVER

9-1-1, what's your emergency?

LOU/INTO PHONE

Yes, good evening, hello. I'd like to report the location of the two men responsible for the home invasion-murder in Granada Hills last night.

The conversation above clearly shows that Louis BloomThe reason why Louis Bloom uses be conventionally indirect in his utterance like that form due to he would like to respect 911/into phone, the position of 911 is formal institution.

Data 41 found in Page 80~ turn (246):

Louis Bloom

I'd say they're 30. Maybe perhaps 35.

The context is as follow:

911/OVER

How old are the men?

LOU/INTO PHONE

I'd say they're 30. Maybe perhaps 35.

Lou/Into Phone, “Yes I do. They’re both Latin American men. What you’d probably call Hispanic. One’s big, very much on the heavy side, and the other’s face is scratched. He has red scratches across his face.” 911/Over, “How old are the men?” Lou/Into Phone, “I’d say they’re 30. Maybe perhaps 35.” The reason why Louis Bloom uses be conventionally indirect in his utterance like that because Louis Bloom speaks to formal institution so that he arranges his utterance in such form which aims to respect.

There are two data that contain one of negative politeness strategies called question, hedge.

Data 1 found in Page 56~turn (168):

Louis Bloom

You might have helped me. You might have learned a new skill that made you more useful and put us on a track toward growth.

The context is as follow:

Louis Bloom

You should have walked in and looked, Rick. If you were half-curious. That's what I'm paying you to do. You need to show initiative. There's no better way to achieve job security than by making yourself an indispensable employee.

RICK

I heard gunshots. There was fucking blood on the floor.

Louis Bloom

All the more reason. You might have helped me. **You might have learned a new skill that made you more useful and put us on a track toward growth.**

It happens conversation. The reason why Louis Bloom uses question, hedge in that form due to he would like to describe to Rick that his statements might true only in certain respects. He expresses his utterance politely to Louis Bloom.

Data 2 found in Page 61~ turn (194):

Louis Bloom

What if the story's not over? The people who did this escaped. They're still out there, walking around with the rest of us. If I had a family and I lived in a home that might make me nervous. I would want updates on what was going on. With this footage people will turn to your channel for the story.

The context is as follow:

NINA

I can't spend a month's budget on a single story.

Louis Bloom

What if the story's not over? The people who did this escaped. They're still out there, walking around with the rest of us. If I had a family and I lived in a home that might make me nervous. I would want updates on what was going on. With this footage people will turn to your channel for the story. Now I like you, Nina, I look forward to our time together, but you have to understand that (MORE)

It happens conversation. The reason why Louis Bloom uses question, hedge in his utterance in such way to respect Nina. Louis Bloom expresses his utterance to make sure to Nina that what Louis Bloom offers is very valuable.

There is one data which contains be pessimistic strategy which is one of negative politeness strategies.

1. Page 60~turn (183)

Louis Bloom

I got five for the food truck stabbings.

The context is as follow:

NINA

How much?

Louis Bloom

Fifty thousand.

NINA

I air in nine minutes. I need a number.

Louis Bloom

I've given you two.

NINA

5,000.

Louis Bloom

I got five for the food truck stabbings.

The reason why Louis Bloom uses be pessimistic in his utterance to show doubt to Nina whether he really gets five or not. Instead of saying that is too cheap, that price is too low compared to what I have. Louis Bloom says respectfully to Nina.

There are four data which contain give deference strategy which is one of negative politeness strategies.

Data 1 found in Page 6~ turn (14):

Louis Bloom

Excuse me. This'll be on tv?

The context is as follow:

Louis Bloom

Excuse me. This'll be on tv?

JOE

Morning news.

Louis Bloom

What channel?

JOE

Whoever pays the most.

It happens conversation where accident happens. “Excuse me. This’ll be on tv?” The reason why Louis Bloom uses be pessimistic in his utterance like that because he wants to be polite to a person whom he’s just met, Louis Bloom would like to treat Joe as superior.

Data 2 found in Page 12~ turn (32):

Louis Bloom

Excuse me, what's a 10-17? What's a 10-12?

The context is as follow:

Louis Bloom

Excuse me, what's a 10-17? What's a 10-12?

COP

Leave! I'm not telling you again!

Louis is sitting in his beat-up car, listening to the jumble of police code and call signs on a second-hand scanner. Louis Bloom has a cheap camcorder as well as a map of L.A. and no idea what where anything is happening until... Police Radio, "Any Hollenbeck units, 4-15. Fight at 1-3-9-3-2 Tularosa Drive. Suspect number one, male black. Suspect number 2, male black juvenile. Code 2. Incident 3-6-7-4. R.D. 11-45." In short, it happens conversation where there is something happens. Cop #1, "Who are you?" Louis Bloom says, "Freelance." Cop #2, "What are you doing?" Louis Bloom says, "Filming. For TV." Cop #1, "Back away." Louis Bloom says, "What's happening?" Cop #1, "I said turn around and leave." Louis Bloom says, "I'm fairly sure that I'm allowed to film this." Cop #1, "Film what?" Louis Bloom says, "I don't know. What's going on?" Cop #2, "Walk away or get arrested for obstruction!" Louis Bloom is backing up as he keeps filming. Louis Bloom says, "Excuse me, what's a 10-17? What's a 10-12?" The reasons why Louis Bloom uses give deference because Louis Bloom would like to treat the cop as superior. Louis Bloom respects the cop by uttering in such way.

Data 3 found in Page 30~ turn (96):

Louis Bloom

Excuse me. That's junk mail.

The context is as follow:

FRANK

The footage looks like he broke in. He has no close-ups of the homeowners -- (holding the letter LOU took)-- and he's giving us their names off a piece of private correspondence.

Louis Bloom

Excuse me, that's junk mail.

It happens conversation in K.W.L.A NEWSROOM. Frank says, “The footage looks like he broke in. He has no close-ups of the homeowners --(holding the letter

LOU took)-- and he's giving us their names off a piece of private correspondence." Louis Bloom says, "Excuse me, that's junk mail." Louis Bloom uses give deference which is one of negative politeness strategies to treat Frank as superior.

Data 4 found in Page 80 ~ (248):

Louis Bloom

I'm sorry, I have to hang up otherwise they might see me.

The context is as follow:

911/OVER

What are they wearing?

LOU/INTO PHONE

The big man's wearing sweat pants with a camouflage pattern and a white t-shirt, and the man with the scratches is wearing black pants and a white-t. He looks like he has a gun.

911/INTO PHONE

The suspect is armed?

LOU/INTO PHONE

I believe so, yes. I'm sorry, I have to hang up otherwise they might see me.

The reason why Louis Bloom uses give deference in his utterance is to respect 911/INTO PHONE by apologizing to 911/INTO PHONE, and by apologizing, the speaker can show his reluctance to impinge on negative face of 911/INTO PHONE.

There is one data which contain apologize strategy which is one of negative politeness strategies.

Data 1 found in Page 73~turn (218):

Louis Bloom

I don't usually share my business plan with you, but a moment has arrived that could allow the company to make enough money to expand to the next level. We could call this the critical moment. I'm inviting you, Rick, to be part of the team that pounces on this opportunity.

The context is as follow:

RICK

You gotta call the cops.

LOU

And we will. At the right time. I'm offering you a real opportunity, Rick.

RICK

To do what?

LOU

I don't usually share my business plan with you, but a moment has arrived that could allow the company to make enough money to expand to the next level. We could call this the critical moment. I'm inviting you, Rick, to be part of the team that pounces on this opportunity.

Louis Bloom says, “I don’t usually share my business plan with you, but a moment has arrived that could allow the company to make enough money to expand to the next level. We could call this the critical moment. I’m inviting you, Rick, to be part of the team that pounces on this opportunity.” The reason why Louis Bloom uses apologize strategy in his utterance in such form is to respect Rick by showing reluctant. Louis Bloom attempts to indicate that he is reluctant to impinge on Rick by using such form in his utterance.

There are four data which contain impersonalize S and H strategy which is one of negative politeness strategy.

Data 1 found in Page 27~ turn (83):

Louis Bloom

they've done studies, and they found that in any system that relies on cooperation, from a school of fish or say even a professional hockey team for example, these experts have identified communication as the number one single key to success.

The context is as follow:

Louis Bloom

Okay. First off, Richard, don't answer by telling me a problem. I have enough of those already. Bring me a solution. Then we'll make a decision together.

RICK

Maybe if you didn't rush me.

Louis Bloom

Don't rush you. Okay. Good, I can use that ... You see, Rick, they've done studies, and they found that in any system that relies on cooperation, from a school of fish or say even a professional hockey team for example, these experts have identified communication as the number one single key to success.

Louis Bloom says, “Don’t rush you. Okay. Good, I can use that ... You see, Rick, **they’ve done studies, and they found that in any system that relies on cooperation, from a school of fish or say even a professional hockey team for example, these experts have identified communication as the number one single key to success.**” The reason why Louis Bloom uses impersonalize S and H in such way due to Louis Bloom does not want impinge Rick. The way Louis Bloom states the utterance by avoiding the pronouns I and You.

Data 2 found in Page 30~ turn (95):

Louis Bloom

The police were shutting it down.

The context is as follow:

Louis Bloom

I heard someone yell to come in, but when I didn't find them inside I left.

FRANK

The only shot of the owners is over a fence?

Louis Bloom

The police were shutting it down.

First of all it happens conversation in K.W.L.A. NEWSROOM. Nina says, “Great shot. Oh that’s fantastic. That’s a great piece of tape.” Frank says, “You didn’t get an interview with the couple?” Louis Bloom says, “I have footage of them.” A clip appears, far-away view of the young couple talking to the police in their backyard. Louis Bloom says, “I also have an interview with a neighbor. He curses but you can cut that out.” Frank says, “How’d you get inside the house?” Louis Bloom says, “The door was open.” Frank says, “They allowed you?” Louis Bloom says, “I heard someone yell to come in, but when I didn’t find them inside I left.” Frank says, “The

only shot of the owners is over a fence?” Louis Bloom says, “The police were shutting it down.” The reason why Louis Bloom utters his utterance like that because he would like to respect. Louis Bloom would like to state the reason why it happens like that, and the reason why Louis Bloom argue by avoiding the pronouns I and You.

Data 3 found in Page 37~ turn (108):

Louis Bloom

A proper frame not only draws the eye into a picture but keeps it there longer, dissolving the barrier between the subject and the outside of the shot.

The context is as follow:

Louis Bloom

(re: the anchors) Scott Kim wears the same blue tie on Fridays.

NINA

We're leading with it. That's your third start this week.

Louis Bloom

I'm focusing on framing. **A proper frame not only draws the eye into a picture but keeps it there longer, dissolving the barrier between the subject and the outside of the shot.**

It happens conversation in K.W.L.A. SET. Louis Bloom says, “(re: the anchors) Scott Kim wears the same blue tie on Fridays.” Nina says, “We’re leading with it. That’s your third start this week.” Louis Bloom says, “I’m focusing on framing. A proper frame not only draws the eye into a picture but keeps it there longer, dissolving the barrier between the subject and the outside of the shot.” The reason why Louis Bloom uses impersonalize S and H in his utterance like that due to he would like to inform Nina, and Louis Bloom arranges his utterance in such form to respect Nina. He does not want to look he teaches Nina.

Data 4 found in Page 59~ Turn (179):

Louis Bloom

The price hasn't been negotiated

The context is as follow:

Louis Bloom

(re: the monitor) Well, that's mostly it right there. From this point on I just went downstairs and then I left.

FRANK

(to NINA)

What did you pay for this?

Louis Bloom

The price hasn't been negotiated.

It happens conversation. Nina says, “For Christ’s sake, are we breaking the law by showing this?” Linda says, “Block the faces, don’t give the exact home address, do that, I guess, I mean, I don’t, I wouldn’t think so, no.” Frank says, “Journalistically and ethically –” Nina says, “This isn’t Hartford.” Louis Bloom says, “(re: the monitor) Well, that’s mostly it right there. From this point on I just went downstairs and then I left.” Frank says, “(to NINA) What did you pay for this?” Louis Bloom says, “The price hasn’t been negotiated.” The reason why Louis Bloom uses impersonalize S and H in his utterance like that because he would like to show respect to Frank by avoiding the pronouns I and You.

There are nine data which contain state the FTA as a general rule which is one of negative politeness strategies.

Data 1 found in Page 2~ turn (4):

Louis Bloom

Excuse me, but that gate was open, sir. I was under the opinion that it was a detour.

The context is as follow:

MAN'S VOICE

This is a restricted area.

Louis Bloom

I didn't know that. There's no signs.

MAN

They're everywhere. Let's see some I.D.

Louis Bloom

Why?

MAN

Because there's a broken gate back there and you're trespassing.

Louis Bloom

Excuse me, but that gate was open, sir. I was under the opinion that it was a detour. What kind of uniform is that?

First of all it happens conversation. Man's voice, "What are you doing out here?" Louis Bloom says, "I'm lost." Man's voice, "This is a restricted area." Louis Bloom says, "I didn't know that. There's no signs." Man says, "They're everywhere. Let's see some I.D." Louis Bloom says, "Why?" Man says, "Because there's a broken gate back there and you're trespassing." Louis Bloom says, "Excuse me, but that gate was open, sir. I was under the opinion that it was a detour." The reason why Louis Bloom uses state the FTA as a general rule is his utterance in that form is to argue to the man that he says his statement as a general rule.

Data 2 found in Page~ turn (7):

Louis Bloom

That's below market value.

The context is as follow:

Louis Bloom

I guesstimate I have 50 pounds of copper wire, a hundred pounds of chain-link and two manhole covers, the nice thick ones.

SCRAPYARD OWNER

I'll give 50-cents-a-pound for the wire, 15 for the fence and 10 for the covers.

Louis Bloom

That's below market value.

It happens conversation in a place where a giant machine is eating cars at the edge of the valley. Night crew craning junkers into grinding blades. Louis Bloom says, "I guesstimate I have 50 pounds of copper wire, a hundred pounds of chain-link and two manhole covers, the nice thick ones." Scrapyard owner says, "I'll give 50-cents-a-pound for the wire, 15 for the fence and 10 for the covers." Louis Bloom says, "That's below market value." The reason why Louis Bloom uses state the FTA as a general

rulehis utterance in that form because Louis Bloom wants higher price, and he states the FTA as a general that the higher price Louis Bloom wants is reasonable.

Data 3 found in Page 12~ turn (30):

Louis Bloom

I'm fairly sure that I'm allowed to film this.

The context is as follow:

COP #1

I said turn around and leave.

Louis Bloom

I'm fairly sure that I'm allowed to film this.

COP #1

Film what?

cop#, “I said turn around and leave.” Louis Bloom says, “I’m fairly sure that I’m allowed to film this.” In this case, the reason why Louis Bloom uses state the FTA as general rulelike that because he would like to argue that what he is doing, he is fairly sure that he is allowed to film this.

Data 4 found in Page 29~ turn (91):

Louis Bloom

I have footage of them.

The context is as follow:

NINA

Great shot. Oh that's fantastic. That's a great piece of tape.

FRANK

You didn't get an interview with the couple?

Louis Bloom

I have footage of them.

In the K.W.L.A. Newsroom, Nina says, “Great shot. Oh that’s fantastic. That’s a great piece of tape.” Frank says, “You didn’t get an interview with the couple?” Louis Bloom says, “I have footage of them.” The reason why Louis Bloom uses state

the FTA as a general rule strategylike that because Louis Bloom sees what frank says is the requirement of a footageto be accepted. Then Louis Bloom states the FTA as a general rule.

Data 5 found in Page 30~ turn (92):

Louis Bloom

I also have an interview with a neighbor.

The context is as follow:

Louis Bloom

I have footage of them.

Louis Bloom

I also have an interview with a neighbor. He curses but you can cut that out.

It happens conversation in K.W.L.A. NEWSROOM, Nina says, "Great shot. Oh that's fantastic. That's a great piece of tape." Frank says, "You didn't get an interview with the couple?" Louis Bloom, "I have footage of them." A clip appears, far-away view of the young couple talking to the police in their backyard. Louis Bloom says, "I also have an interview with a neighbor." The reason why Louis Bloom uses state the FTA as a general rule in his utterance in such form to inform that Louis Bloom also has an interview with a neighbor as an information that the footage of Louis Bloom as a general is qualified to be accepted.

Data 6 Page70~ turn (205):

Louis Bloom

It was open and what I did was I went in to see if I could help because the alarm was ringing.

The context is as follow:

DETECTIVE FRONTEIRI

You went inside the house and you filmed all through the house and you even filmed the bodies. All before the police came.

Louis Bloom

That door was open, ma'am —

DETECTIVE FRONTEIRI

Detective.

Louis Bloom

It was open and what I did was I went in to see if I could help because the alarm was ringing.

Louis Bloom is in his apartment. There is a knock on the door and Louis Bloom stands, unlocking and opening it to reveal a woman wearing a jacket and pants, gold shield on her belt. Man in a suit standing beside her—Woman, “I’m Detective Fronteiri, this is Detective Lieberman.” Louis Bloom says, “Hello. I’m Lou.” Detective Fronteiri, “You live here?” Louis Bloom says, “Yes. That’s right.” Detective Fronteiri, “May I come inside?” Louis Bloom, “Why?” Detective Lieberman, “Why not?” Louis Bloom says, “You want to?” Detective Fronteiri, “Yes.” Louis Bloom says, “I don’t care.” Detective Fronteiri, “Wonderful.” The detective entering Lou’s apartment, looking around. Detective Fronteiri, “You were in Granada Hills last night. You shot the video in the house.” Louis Bloom says, “Yes, ma’am. I did. That’s right.” Detective Fronteiri, “You went inside the house and you filmed all through the house and you even filmed the bodies. All before the police came.” Louis Bloom says, “That door was open, ma’am —” Detective Fronteiri, “Detective.” Louis Bloom says, “It was open and what I did was I went in to see if I could help because the alarm was ringing.” It is obvious that Louis Bloom states the FTA as general rule is to argue that he is on the right tract.

Data 7 found in Page 70~ turn (207):

Louis Bloom

I know alarms mean someone's in trouble.

The context is as follow:

DETECTIVE FRONTEIRI

An active crime scene.

Louis Bloom

I didn't know it was a crime scene.

DETECTIVE LIEBERMAN

You knew what it was.

Louis Bloom

I know alarms mean someone's in trouble.

DETECTIVE FRONTEIRI

An active crime scene.

Louis Bloom

I didn't know it was a crime scene.

DETECTIVE LIEBERMAN

You knew what it was.

Louis Bloom

I know alarms mean someone's in trouble.

It happens conversation in Louis Bloom's apartment. Detective Fronteiri, "An active crime scene." Louis Bloom says, "I didn't know it was a crime scene. Detective Lieberman, "You knew what it was." Louis Bloom says, "I know alarms mean someone's in trouble." The reason why Louis Bloom uses state the FTA as a general rule in his utterance like that because he would like to argue that what he is doing is based on regulation.

Data 8 found in Page 70~ turn (208):

Louis Bloom

We're a professional news gathering service.

The context is as follow:

DETECTIVE FRONTEIRI

An active crime scene.

LOU

I didn't know it was a crime scene.

DETECTIVE LIEBERMAN

You knew what it was.

LOU

I know alarms mean someone's in trouble.

DETECTIVE FRONTEIRI

And you sold it to be shown on tv.

LOU

We're a professional news gathering service.

It happens conversation in Louis Bloom's apartment. Detective Fronteiri, "An active crime scene." Louis Bloom says, "I didn't know it was a crime scene." Detective Liberman says, "You knew what it was." Louis Bloom says, "I know alarms mean someone's in trouble." Detective Fronteiri, "And you sold it to be shown on tv." Louis Bloom says, "We're a professional news gathering service." The reason why Louis Bloom utters his utterance in that form because he would like to show that what he is doing is on the right track which is based on regulation, so that is the reason why Louis Bloom uses state the FTA as a general rule.

Data 9 found in Page 97~ turn (288):

Louis Bloom

That's my job, that's what I do. I like to say if you're seeing me you're having the worst day of your life.

The context is as follow:

DETECTIVE FRONTEIRI

You left your dead partner.

Louis Bloom

The ambulances had arrived. They're trained professionals.

DETECTIVE FRONTEIRI

You seem real broken up about it.

Louis Bloom

He died doing what he loved.

DETECTIVE FRONTEIRI

You filmed him dying.

Louis Bloom

That's my job, that's what I do. I like to say if you're seeing me you're having the worst day of your life.

It happens conversation. Louis Bloom says, “That’s my job, that’s what I do. I like to say if you’re seeing me you’re having the worst day of your life.” The reason why Louis Bloom uses state the FTA as a general rule in his utterance like that because he would like to show that the way he works is like that, as a result he utters his utterance as a general rule.

There are 5 data which contain nominalize strategy which is one of negative politeness strategies.

Data 1 found in Page 10~ turn (21):

Louis Bloom

This is a custom racing bicycle, sir, designed for competitive road cycling. This bike has a lightweight, space-age carbon frame and handlebars positioned to put the rider in a more aerodynamic posture. It also has micro-shifters and 37 gears and weighs under six pounds. I won the Tour de Mexico on this bike.

The context is as follow:

A PAWN SHOP

Louis Bloom showing the bike to the OWNER ...

OWNER

I dunno. I'll give you 500.

Louis Bloom

This is a custom racing bicycle, sir, designed for competitive road cycling. This bike has a lightweight, space-age carbon frame and handlebars positioned to put the rider in a more aerodynamic posture. It also has micro-shifters and 37 gears and weighs under six pounds. I won the Tour de Mexico on this bike.

The reason why Louis Bloom utters his utterance like that because he would like to show his respect in selling racing bicycle.

Data 2 found in Page 40~ turn (121):

Louis Bloom

Thanks for offering me the position but working for myself is more in line with my skills and career goals.

The context is as follow:

JOE

I want you running my second van. Two crews. Half the territory to cover. Now I know what you're thinking, half the money. But it also means twice the sales 'cause we're gonna be first at the scene. Why compete when we can work together? You can use my press cards. Puppydog off my police connections. This is the big move. The next level. We can corner this whole thing. I'm talking about putting some heavy digits in our pockets.

Louis Bloom

Thanks for offering me the position but working for myself is more in line with my skills and career goals.

It happens conversation like in above. Louis Bloom says, “Thanks for offering me the position but working for myself is more in line with my skills and career goals.” The reason why Louis Bloom uses nominalize in his utterance like that due to Louis would like to refuse the offer of Joe. The way Louis Bloom refuses the offer of Joe by distancing the actor and insert formality to respect Joe.

Data 3 found in Page 42~ turn (131):

Louis Bloom

The place I'm in now is that I want a relationship with somebody I can team up with and share, like we share the same hours, the same job and whatnot. I could go down a laundry list but you get the idea.

It happens conversation in Mexican restaurant where crowded and loud, Mexican movies projected on walls, Louis Bloom and Nina are eating at a table. Louis Bloom says, “Thanks for coming out to talk. **The place I’m in now is that I want a relationship with somebody I can team up with and share, like we share the same hours, the same job and whatnot. I could go down a laundry list but you get the idea.**” It has been clear that the reasons why Louis Bloom use nominalize is to respects Nina by uttering like that.

Data 4 found in Page 44~ turn (143):

Louis Bloom

The true price of any item is what someone's willing to pay.

The context is as follow:

NINA

You're threatening to stop selling to me.

Louis Bloom

That's your choice. **The true price of any item is what someone's willing to pay.**

It happens conversation in Mexican restaurant. Nina says, “You’re threatening if I don’t ...” Louis Bloom says, “I’m negotiating.” Nina says, “You’re threatening to stop selling to me.” Louis Bloom says, “That’s your choice. The true price of any item is what someone’s willing to pay. You want something and I want you.” The reason why Louis Bloom utters like that due to he respects Nina. The Louis Bloom states his utterance contain nominalize strategy which is one of negative politeness strategies.

Data 5 found in Page 75~ turn (230):

Louis Bloom

Bonuses come at the end of the year.

The context is as follow:

Louis Bloom

I just gave you a raise.

RICK

That's salary, I'm talking about a bonus.

Louis Bloom

Bonuses come at the end of the year.

It happens conversation. Rick says, “That’s the car?” Louis Bloom says, “That’s the car.” Rick says, “No shit? You think there’s a reward?” Louis Bloom says, “There is a reward.” Rick says, “How much?” Louis Bloom says, “50,000.” Rick says, “Do I get any of it?” Louis Bloom says, “I just gave you a raise.” Rick says, “That’s salary, I’m talking about a bonus.” Louis Bloom says, “Bonuses come at the end of the year.” In this case, Louis Bloom utters his utterance in such form to respect Rick. Louis Bloom informs Rick that Bonuses come at the end of the year. That is the reason why Louis Bloom uses nominalize strategy.

There are two data which contain go on record as not incurring a debt, or as not indebting H which is one of negative politeness strategies.

Data 1 found in Page 40~ turn (122):

Louis Bloom

No. You'll need to hire someone else and I don't want to hold up the process.

The context is as follow:

Louis Bloom

Thanks for offering me the position but working for myself is more in line with my skills and career goals.

JOE

Take a few days to think about it.

LOU

No. You'll need to hire someone else and I don't want to hold up the process.

It happens conversation. Louis Bloom says, “Thanks for offering me the position but working for myself is more in line with my skills and career goals.” Joe says, “Take a few days to think about it.” Louis Bloom says, “No. You’ll need to hire someone else and I don’t want to hold up the process.” It has been obvious that the reasons why Louis Bloom uses go on record as not incurring a debt, or as not indebting H because Louis Bloom would like to respect Joe by refusing the offer of Joe properly.

Data 2 found in Page 71~ turn (213):

Louis Bloom

Do I have to give it to you?

The context is as follow:

DETECTIVE FRONTEIRI

What did you see when you arrived?

Louis Bloom

Two men leaving in a car.

DETECTIVE LIEBERMAN

What kind of car?

Louis Bloom

It was dark. I couldn't see what kind.

DETECTIVE FRONTEIRI

Describe the men.

Louis Bloom

Well they were just shapes, really. I was afraid so I hid and then I saw the shapes of two men. I remember the men were running, if that helps.

DETECTIVE LIEBERMAN

Do you have film of the men or the car?

Louis Bloom

No, I don't. I didn't start filming until I was inside.

DETECTIVE FRONTEIRI

I'd like a copy of that footage.

Louis Bloom

Do I have to give it to you?

First of all it happens conversation. Woman says, "I'm Detective Fronteiri, this is Detective Lieberman." Louis Bloom says, "Hello. I'm Lou." Detective Fronteiri, "You live here?" Louis Bloom says, "Yes. That's right." Detective Fronteiri says, "May I come inside?" Louis Bloom says, "Why?" Detective Liberman says, "Why not?" Louis Bloom says, "You want to?" Detective Fronteiri says, "Yes." Louis Bloom says, "I don't care." Detective Fronteiri, "Wonderful." The detective entering Louis Bloom's apartment. Looking around. Detective Fronteiri says, "You were in Granada Hills last night. You shot the video in the house." Louis Bloom says, "Yes, ma'am. I did. That's right." Detective Fronteiri says, "You went inside the house and you filmed all through the house and you even filmed the bodies. All before the police came." Louis Bloom says, "That door was open, ma'am –" Detective Fronteiri says, "Detective." Louis Bloom says, "It was open and what I did was I went in to see if I could help because the alarm was ringing." Detective Fronteiri says, "An active crime scene." Louis Bloom says, "I didn't know it was a crime scene." Detective Fronteiri says, "An active crime scene." Louis Bloom says, "I didn't know it was a crime scene." Detective Fronteiri says, "You knew what it was." Louis Bloom says, "I know alarms mean someone's in trouble." Detective Fronteiri says, "And you sold it to be shown on tv." Louis Bloom says, "We're professional news gathering service."

Detective Fronteiri, “What did you see when you arrived?” Louis Bloom says, “Two men leaving in a car.” Detective Liberman, “What kind of car?” Detective Liberman, “What kind of car?” Louis Bloom says, “It was dark. I couldn’t see what kind.” Detective Fronteiri says, “Describe the men.” Louis Bloom says, “Well they were just shapes, really. I was afraid so I hid and then I saw the shapes of two men. I remember the men were running, if that helps.” Detective Liberman, “Do you have film of the men or the car?” Louis Bloom says, “No, I don’t. I didn’t start filming until I was inside.” Detective Fronteiri, “I’d like a copy of that footage.” Louis Bloom says, “Do I have to give it to you?” The reason why Louis Bloom uses the strategy because he would like to treat detective fronteiri respectfully.

CHAPTER V

CONCLUSION

1.1 Conclusion

In this chapter, the researcher tries to present the result of chapter IV which deals with the kinds of negative politeness strategies used by Louis Bloom in Nightcrawler movie as well as the reasons why Louis Bloom uses certain negative politeness strategies in his utterances. However, in describing the reasons why Louis Bloom uses certain negative politeness strategies, the researcher describes only a number of data which contain various negative politeness strategies due to the amount of the data are in a great number so that way the researcher tries to describe only several data to represent the data which contain various negative politeness strategies.

According to results of chapter IV, the conclusion of chapter IV which data analysis is concluded as follow:

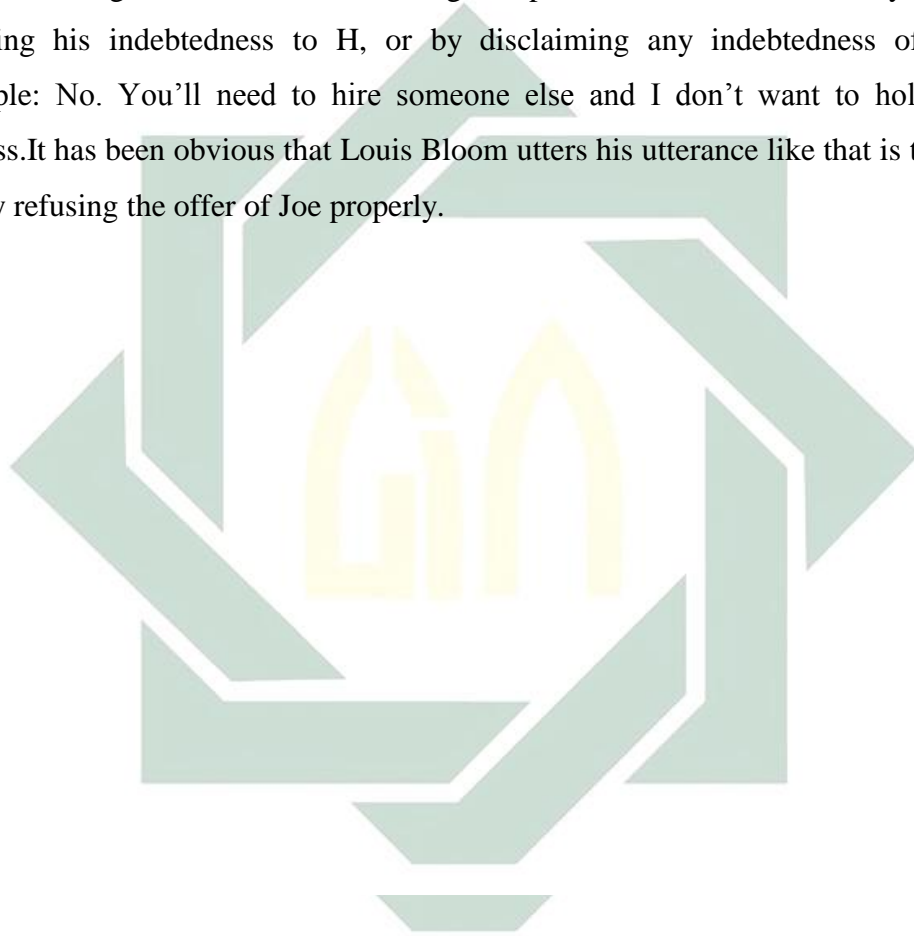
The kinds of negative politeness strategies found on Nightcrawler movie. There are ten negative politeness strategies based on Brown and Levinson. There are 41 data which contain be conventionally indirect strategy, 2 question and hedge strategy, 1 be pessimistic strategy, 0 minimize the imposition strategy, 4 give deference strategy, 1 apologize strategy, 4 impersonalize s and h strategy, 9 state the FTA as a general rule strategy, 5 nominalize strategy. The total of the data are 69 data which contain various negative politeness strategies. It has been clear that the total of data which contain various negative politeness strategies are 69 which are used by Louis Bloom in Nightcrawler movie. There is only one strategy which is not used by Louis Bloom in Nightcrawler movie called minimize the imposition.

Different strategy aims differently in the application of utterances. However, it is about respect behavior. There are 69 strategies which contain various strategies which are used by Louis Bloom in Nightcrawler movie, and they have their own purpose in the application of the utterances. Strategy 1: Be conventionally indirect. In

this strategy, a speaker tries to say things indirectly. In this case, a speaker says his utterances by performing on record, but also a speaker says his utterances by doing off record as well, so in this case, it happens clash of wants, and a speaker achieves both of them. Conventional indirectness encodes clash of wants. A speaker says his utterances by using phrases and sentences that have contextually unambiguous meaning which are different from their literal meaning. For example: Louis Bloom says, "I'd like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers." The reason why Louis Bloom utters his utterance like that because he would like to counter at a dollar-a-pound for the copper, 30-cents-a-pound for the fence and 20-cents-per for the covers, and Louis Bloom would like to show his respect to the hearer. Strategy 2: Question, hedge. In this strategy, a speaker is in the want not to presume and the want not to coerce hearer. In this strategy, assuming H is able or willing to do A is not done. In other words, a speaker does not assume willingness of H that H is willing to do A. Brown and Levinson explain a 'hedge' is a particle, word, or phrase that modifies the degree of membership of a predicate or noun phrase in a set; it says of that membership that is partial, or true only in certain respects, or that it is more true and complete than perhaps might be expected. For example: What if the story's not over? The people who did this escaped. They're still out there, walking around with the rest of us. If I had a family and I lived in a home that might make me nervous. I would want updates on what was going on. With this footage people will turn to your channel for the story. The reason why Louis Bloom utters his utterance like that because Louis Bloom would like to show to Nina that what he offers is valuable for her. Strategy 3: Be pessimistic. This strategy performs redress by explicitly showing doubt. A speaker tries to say thing appropriately by performing indirect requests with appropriate expressions based on conditions of H that indirect requests have had negated probability. For example: I got five for the food truck stubbings. The reason why Louis Bloom expresses his utterance in such way to show doubt to Nina whether he really gets five or not. Instead of saying that is too cheap, that price is too low compared to what I have. Louis Bloom says respectfully to Nina. Strategy 5: Give

deference. In this strategy, a speaker humbles and abases himself, and the speaker raises the hearer. A speaker satisfies an hearer to be treated as superior and the example: Excuse me. This'll be on tv? The reason why Louis Bloom utters his utterance like that because he wants to be polite to a person whom he's just met, Louis Bloom would like to treat Joe as superior. Strategy 6: Apologize. In this strategy, a speaker apologizes to the hearer for doing an FTA, and by apologizing, the speaker can show his reluctance to impinge on H's negative face, and the speaker partially redress that impingement. For example: I don't usually share my business plan with you, but a moment has arrived that could allow the company to make enough money to expand to the next level. We could call this the critical moment. I'm inviting you, Rick, to be part of the team that pounces on this opportunity. Strategy 7: Impersonalize S and H. A speaker does not want impinge an hearer. The way this strategy works is to phrase the FTA as if the agent were other than speaker, or perhaps not S, or not speaker alone and the addressee were other than hearer, or only inclusive of hearer. Avoid the pronouns I and You. For example: they've done studies, and they found that in any system that relies on cooperation, from a school of fish or say even a professional hockey team for example, these experts have identified communication as the number one single key to success. The reason why Louis Bloom utters in such way due to Louis Bloom does not want impinge Rick. The way Louis Bloom states the utterance by avoiding the pronouns I and You. Strategy 8: State the FTA as a general rule. The speaker shows that he does not mean to impinge. However, the speaker is only forced by circumstances that he must state the FTA as an instance of some general social rule, regulation, or obligation. For example: Excuse me, but that gate was open, sir. I was under the opinion that it was a detour. Louis Bloom says, "Excuse me, but that gate was open, sir. I was under the opinion that it was a detour." The reason why Louis Bloom states his utterance in that form is to argue to the man that he says his statement as a general rule. Strategy 9: Nominalize. It means that it is used by nominalizing the sentences to be noun or nominalize to distance the actor and insert formality. For example: This is a custom racing bicycle, sir, designed for competitive road cycling. This bike has a lightweight, space-age carbon frame and

handlebars positioned to put the rider in a more aerodynamic posture. It also has micro-shifters and 37 gears and weighs under six pounds. I won the Tour de Mexico on this bike. The reason why Louis Bloom utters his utterance like that because he would like to show his respect in selling racing bicycle. Strategy 10: Go on record as not as incurring a debt, or as not indebted to H. Speaker redresses and FTA by explicitly claiming his indebtedness to H, or by disclaiming any indebtedness of H. For example: No. You'll need to hire someone else and I don't want to hold up the process. It has been obvious that Louis Bloom utters his utterance like that is to respect Joe by refusing the offer of Joe properly.



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