CHAPTER II

LITERATURE REVIEW

This chapter is divided in two parts, theoretical framework and related studies. Theoretical framework is explained the theories that use in this study. Meanwhile, relate studies is reviewed the previous study.

2.1 Theoretical Framework

In this part, the writer presents some important theories that are related to the research. The theories are speech act, suggesting acts and kinds of suggesting acts. The writer analyzes one by one to make clearer for the reader.

2.1.1 Speech Act

In daily life people use language to communicate with others. When a speaker say something, it may have different meaning depends on how the hearer interprets the utterances. Yule (1996:47) stated that the action performed via utterance are generally called speech act. Speech acts discuss about the identification of social meaning in terms of the activity performed by a speaker in uttering. According to Searle (1996:16) "speaking a language is performing speech acts, acts such as making statements, giving statements, giving command, asking questions, making promise, and so on. It means that speech act is a basic of utterance to convey meaning, message and information in communication and to get someone to acts the speaker wants. This discussion talked about the relation between speech acts and suggesting act. Suggestions belong to the group of

directive speech acts which, according to Searle (1976:11), are those in which the speaker's purpose is to get the hearer to commit him/herself to some future course of action. Bach and Harnish's (1979) definition of directives also implies that the speaker's attitude and intention when performing an utterance must be taken as a reason for the hearer's action.

Moreover, one relevant feature affecting directives in opposition to other speech acts, such as representatives or commissives Searle (1976:11-12), refers to the necessary interaction between the speaker and the hearer in order to get the speech act performed. As Trosborg (1995:20) points out, "only in the case of directives is the hearer's subsequent act (getting things done) part of the speaker's intention".

From the theories, that explain the relation between sentences and utterances, social meaning and action. Suggestions itself is one of action that can occur in the communication among people. In other hand, speech act refers to what is done when utterance is said. The speaker can use certain utterances to confirm certain meanings.

From the explanation above, it can be conclude that when people speaking language, it means they are performing speech acts. The acts can be word, phrase, sent, or making statement such as giving comments, giving suggestion, giving advice, asking request, ordering etc.

2.1.2 Kinds of Speech Acts

For the theory of speech acts, the writer used theory by Austin. There are three kinds of speech acts, perlocutionary, illocutionary, and locutionary.

2.1.2.1 Locutionary

Locutionary act is an action of saying something, action of uttering in accordance with the meaning of a word or sentence. Austin (1975) states "locutionary act is the actual utterance and its actual meaning". Locutionary act has to do with the simple act of a speaker saying something, i.e. the act of producing a meaningful linguistic expression (phonetic, phonemic, morphemic acts, and semantic aspect of any meaningful utterance). Within the locutionary act Austin distinguishes three subsidiary acts: a *phonetic* act of producing certain noises; a *phatic* act of uttering certain words belonging to a certain vocabulary, in a certain grammar with a certain intonation, etc.; and a *rhetic* act of using the sentence with a definite sense and reference (which together are equivalent to meaning). For the example, "Don't ride that motorbike" (a locutionary act with distinct phonetic, syntactic and semantic features) counts as warning you not to ride motorbike (illocutionary acts) and if success in persuading you to not ride motorbike (perlocutionary acts).

2.1.2.2 Illocutionary

Illocutionary act is a central basic of speech act, because in this level is about doing something. There are some kinds of act that accepted as illocutionary, as for example promising, ordering someone, and suggesting someone. According to Austin (1962:32) preliminary informal description, the idea of an "illocutionary act" can be captured by emphasizing that "by saying something, we do something", as when someone orders someone else to go by saying "Go!"

Illocutionary acts also has an interesting type that we used in our utterance, which is performatives. The typical instance of that is "I promise to come". It tells the world that the speaker, in this case "I" has performed something, namely a promise of 'coming'. The utterance 'I promise to come', when uttered by a speaker, explicitly performs this promise for the speaker.

Classifying illocutionary acts:

Austin (1979: 12) who divides illocutionary act into five parts classification:

- Assertives is an utterance to represent a state of affairs and the intention is to make the words fit the world. The point is to commit the speaker to something's being the case, to the truth of the expressed proposition e.g statements, conclude.
- Directives is an attempts by the speaker to get the hearer to do something by acts like ordering, commanding, asking, requesting. The acts will be done by the hearer.
- Commissives is an utterance stated by the speaker to commits himself to doing something. Example include acts like promising, vowing.
- Expressives is the illocutionary point of this class is to express the
 psychological state specified in the sincerity condition about a state of
 affairs specified in the propositional content. The acts used to express the
 psychological state of the hearer such as congratulating, condoling, and
 thanking.

 Declarations is an utterance which effect a change in some, often institutionalized state of affairs. Paradigm example are christening a baby, declaring peace.

2.1.2.3 Perlocutionary

Perlocutionary act is about the effect of the speaker's utterance to the hearer. Especially the effect is psychological consequence such as persuading, convincing, scaring, inspiring or otherwise getting someone to do or realize something. Perlocutionary acts, in contrast with locutionary and illocutionary acts, which are governed by conventions, are not conventional but natural acts.

Persuading, scaring cause psychological change in the hearer, either in their states or behavior. Unlike locutionary act which describes the linguistic function of an utterance, a perlocutionary effect is in some sense external to the performance. Therefore, when examining perlocutionary acts, the effect on the hearer or reader is emphasized (Austin, 1962: 101). For example, if someone shouts 'fire' and by that act causes people to exit a building which they believe to be on fire, they have performed the perlocutionary act of convincing other people to exit the building. Perlocutionary act related to illocutionary act is that in reasonable circumstance.

2.1.3 Suggesting Act

When people communicate with others, perhaps they give various responses, whether it is positive or negative. In this case, the writer explained more about suggesting act. Suggesting act is an utterance directive that the speaker intends the hearer to do something that will be the hearer's benefit. Suggestions

belong to the group of directive speech acts which, according to Searle (1976), are those in which the speaker's purpose is to get the hearer to commit him/herself to some future course of action.

Focusing specifically on the different speech acts include within the group of directives, Schmidt and Richards (1980) claim that it contains speech acts such as requests, commands and suggestions, the main goal of which is to get the hearer to do something, although the forcé of the attempt can differ from one speech act to another. There are different kinds of directive, Haverkate (1984) provide a specific definition for speech act which also implies that the speaker wants the hearer to do something. The author distinguish impositive and non-impositive. Impositive belong to request because its like threatening act the benefit is only for the speaker. Non-impositive belong to suggestion because the objective is a benefit for the hearer. That is a clear distinction between request and suggestion.

2.1.4 Kinds of Suggesting Acts

There are three kinds of suggesting acts based on several authors (Wardhaugh 1985, Koike 1994, Banerjee and Carrell 1988, Tsui 1994, Koestar 2002), they are direct, conventionalized and indirect suggesting acts.

2.1.4.1 Direct Suggesting Acts

Direct suggestion is speaker who used performative verb, a noun of suggestion, imperative and negative imperative. In this type, the speaker clearly states what he/she means. Performative verb usually use the words or clause.

For example:

"I suggest that you change the date of the exam", several authors (Wardhaugh 1985; Koike 1994; Tsui 1994; Koester 2002) have argued that this formula is not widely employed in everyday life since it is regarded as very direct, but show that it is sometimes employed for formal situations. Tsui (1994:125) also considers the use of the noun to be a very direct suggestion, as in the example "My suggestion to you is to get into that".

The use of imperatives are also regarded as the most direct and impolite forms of making a suggestion (Edmonsonand House 1981; Koike 1994; Hinkel 1997) since they have the most literal pragmatic forcé, as in "Try using this computer" or "Don't try to use this program".

2.1.4.2 Conventionalized Suggesting Acts

The type of conventionalised forms used to make suggestions (Banerjee and Carrell, 1988) still allow the hearers to understand the speaker's intentions behind the suggestion, since the illocutionary forcé indicator appears in the utterance, although this second type of suggestion realisations is not as direct as the first type. Within this group, we find a greater variety of linguistic realisations to be employed, such as the use of specific formulae, expressions of possibility or probability, suggestions performed by means of the verbs should and need, and the use of the conditional. According to most of the authors (Wardhaugh 1985; Wierzbicka 1987; Koike 1994), the interrogative forms used by using specific formulae such as "Why don't you phone this person?" or "What about making this choice?" are typical of suggestions.

The other types of conventionalized forms follow the structure of declarative utterances (Koike 1994). Thus, expressions of possibility or probability which imply the use of modal verbs (Banerjee and Carrell 1988; Alcón and Safont 2001) have been considerad as expressing suggestions (e.g. "You might want to leave this for tomorrow"). Other verbs such as should (Edmonson and House 1981; Banerjee and Carrell 1988; Koike 1994) or need (Bardovi-Harlig and Hartford 1996) are also employed when making conventionalized suggestions. The last strategy, that is to say using the conditional, has been defined by Koike (1996: 264) as "an irrealis clause in declarative form", and also serves to express a suggestion as in "If I were you, I would buy a new computer".

2.1.4.3 Indirect Suggesting Acts

The third group of strategies, that is, *indirect suggestions*, refers to those expressions in which the speaker's trae intentions are not clearly stated. These indirect forms for suggestions do not show any conventionalized form, that is, there is no indicator of the suggestive forcé in the utterance, so the hearer has to infer that the speaker is actually making a suggestion. The use of different impersonal forms has been regarded as a way of making indirect suggestions (Hinkel 1994; Koike 1994), suchas "It would be helpful if you could find his telephone number". In fact, taking into consideration Bardovi-Harlig and Hartford's (1996:181) maxim of congruence, "the impersonal statements [...] can be used by students in exactly the same form as used by the advisor". Finally, the use of hints is the most indirect type of comment that can be employed in order to make a suggestion. An example of a hint would be "Tve heard that the course is really difficult" (Hinkel 1997:14), which

should be inferred by the hearer as a suggestion not to take the course for his/her own benefit.

2.1.5 The Strategy of Suggesting Acts

Based on Martinez Flor (2005) there are ten strategies of suggesting acts which is used toward the main characters. Direct Strategy Acts (performative verbs, imperative and negative imperative), Conventionalized Strategy Acts (specific strategy, possibility/ probability, the word of should, the word of need, and conditional), and Indirect Strategy Acts (impersonal and hints).

2.1.5.1 The Strategy of Direct Suggesting Act

This strategy there are three strategies such as performative, imperative and negative imperative.

Performative Verb

Performative verbs are historically the first speech acts to be examined within the theory of speech acts. Austin defines a performative as an utterance which contains a special type of verb (a performative verb) by force of which it performs an action. In performative, a speaker not just saying something but also doing something. A performative cannot be true or false and that is does not describe, report or constate anything. In performative, a first person indicative active sentence in the simple present tense. This criterion is ambiguous though and that is why in order to distinguish the performative use from other possible uses of first person indicative active pattern. Performative verb uses the word such as: I suggest that you, I advise you to, I recommend that you.

• Imperative and Negative Imperative

Imperative and Negative Imperative Strategies imply that the hearer is being advised to do something immediately. The example of this strategy is "Go!" The other direct suggestion using imperative strategy is "Try using computer to do your homework"!

While the examples of negative imperative strategies are "Do not come home late at night!" and the other direct suggestion using negative imperative strategy is "don't try to use this machine because of out of order!"

2.1.5.2 The Strategy of Conventionalized Suggesting Acts

This strategy has two strategies of conventionalized suggesting. There are specific strategy (interrogative forms) and possibility.

• Specific Strategy

Specific Strategy is the strategy used in the interrogative forms of sentences. It was taken from Hinkle"s assumption about hedged suggest. Hence, the expression in "why don't you study hard"? It is an advice in a condition where the hearer has a difficulty to pass an examination. Other examples of this strategy are: How about...? What about...? Have you thought about...?

Possibility

Expressions of possibility or probability which imply the use of modal verbs have been considered as expressing suggestions (e.g. "You might want to leave this for tomorrow"), ("You need a motorbike").

Verbs such as should and need are also employed when making indirect suggestions. For example, "You need someone who always support you". Other words that have the same meaning as should are ought to and had better. The other strategy, that is to say using the conditional, and also serves to express an indirect suggestion as in "If I were you, I would buy a new computer"

2.1.5.3 The Strategy of Indirect Suggesting Acts

This strategy has four strategies of indirect suggesting act. They are the word of need, the word of should, impersonal and hints. In indirect suggestion, the speaker gives true intention to the hearer with not clearly stated. Indirect suggestion has no indicator of suggestive force in the utterance. So the hearer has to infer that the speaker actually give a suggestion. The use of impersonal forms has been regarded as a way of making indirect suggestion, example: "It helpful if you could find his telephone number". The last strategy is the use of hints, it is the most indirect type of comments that can be used in order to make suggestion. For example, "I have heard that the course is really difficult". That means as a suggestion for the hearer do not take the course for his/her benefit.

To make easy understanding, the writer will give taxonomy of suggestion strategies based on Martinez Flor. The summary in the following table:

1. Table of Taxonomy of Suggestion Strategies

Type	Strategy	Example

Direct	Performative Verb	I Suggest that you
		I advise you to
		I recommend that you
	Noun of Suggestion	My suggestion would be
	Imperative	Try using
	Negative Imperative	Don't Try to
Conventionalized Forms	Specific Formula	Why don't you
	(interrogative Form)	How about
	21 A	What about
	/ <u> </u>	Have you thought about
	Possibility	You can
		You could
		You might
	Should	You should
	Need	You need
	Conditional	If I were you, I would
Indirect	Impersonal	One thing (that you can do) would
		be
		Here's one possibility:
		There are a number of options that
		you
		It would be helpful if you

It might be better to
A good idea would be
It would be nice if
I have heard that

2.2 Previous Study

These are some journals and thesis that analyzed about suggesting act. The journals and thesis as references are helping me to finish my research. First, thesis from STIBA Satya Widya made by Tresty Marina Disgrisha. The title is "A Study of Suggesting Acts Used by The Characters in Of Mice and Men by John Steinbeck". The objectives of this study are to find out the types of suggesting act and to know how the characters applied suggesting acts. She use descriptive qualitative as her method. She uses a novel by John Steinbeck as her object for her study. The writer analyzes all the characters to solve the problem. For kinds of suggesting act theory, she uses theory based on several authors Wardhaugh 1985, Koike 1994, Banerjee and Carrell 1988, Tsui 1994, Koestar 2002 and for strategy of suggesting act theory based on Martinez Flor.

Second journal is also analyzed about suggestion act. The journal is Delving into Speech Act of Suggestion: A Case of Iranian EFL Learners made by Reza Pishghadam (Ph.D.) and Maryam Sharafadini (M.A). They are from Ferdowsi University of Mashhad, Iran. This study intends to investigate how Iranian EFL learners utilize suggestion speech act. The aims are to find out the similarities and differences between Persian and English suggestion strategies. They use theory of

Jiang (2006) to analyze the problem. For methodology is quantitative and they use Discourse Complation Task (DCT). DCT is questionnaire form.

Last is journal from Marisa Ulfa. She was student of State University of Surabaya. Her journal is Suggesting Act about Inner Peace in Eat, Pray, Love Movie. The objective of this study is to find out the types of suggesting acts used by the characters and to find out the acceptance toward the suggesting act is performed. Descriptive qualitative method and kinds of suggesting act applied to analyze the data. The distinctions my thesis from three previous studies are the writer uses movie of "Confession of a Shopaholic" as object. The writer only analyzes three main characters. The objectives of this study are to find out kinds of suggesting act and to know how the characters used suggesting act. The writer collected the data by downloading, watching the movie and segmenting the dialogue into fragment. The writer uses the same method descriptive qualitative and theory based on Martinez Flor to analyze all the problem.