



dinner, a request for money, or if it is said by young child it could be a request for attention. Because of this, sometimes “how people say” is important than “what people say”.

In everyday life, there are many ways to convey messages. Different speakers may express the same message differently, for example when person wants someone to open the window, his / her intention can be conveyed directly by saying *please, open the window!* Or directly by saying *it's hot here*. Because of this condition, speaker should employ appropriate strategy to express his / her intention to delivering the message or expressing the remark to hearer.

From the explanation above, it can be concluded that there are some factors outside the language itself that must be taken into account when people want to deliver their intention. (Yule. 1996:56) claims that people must concern with various factors related to social distance and closeness so as to make sense of their speech. These factors involve the social status relationship of the participants, such as power and age. So it is necessary to conduct the interaction in polite way so as to not impose lessen and offend others.

Discussing about being polite or impolite, one must related to the politeness strategy. Politeness appears naturally in every conversation and other face to face interaction. In case of communication, the speakers will choose the strategies to have polite conversation. People use politeness strategies in order to get their conversation run well and go smoothly. Brown and Levinson (1987) states that

recognizes what people are doing in verbal exchange (e.g. requesting, offering, criticizing, complaining, etc) not so much by what they overtly claim to be doing as in the fine linguistic details of utterances. It means that not only speaking in fine linguistics but also considering other's feeling are important. In other word, speaking politeness involves taking account of the other's feeling and being polite person means that he should make others feel comfortable.

Being polite is complicated matter in any language. It is difficult to be learned because it involves understanding not only the language but also the social and the cultural values of the community. Language cannot be separated from the community who use it. Moreover, using language must be appropriate with the social context of the speaker.

Politeness can be defined as a means employed to show awareness of another person's face. There are four types of politeness strategies which are described by Brown and Levinson that summarize human behavior: Bald on Record, Negative Politeness, Positive Politeness and Off-Record-indirect strategy.

The significances of politeness strategies in communication do not only occur in the real society. Those can also be found in the forms of literary works such as novels, movies and dramas. They are as the imitation and portrayal of social life.

Regarding those phenomena, the writer interesting to analyze politeness strategies in the Sense and sensibility Movie” by applying politeness strategies

suggested by Brown and Levinson (1978) which focuses on positive politeness. This thesis focuses on analysis positive politeness strategy that used by one of women character in the sense and sensibility movie, that is Elinor.

“Sense and sensibility” is movie from a novel written by Jane Austen. In 1811 sense and sensibility novel become the first published novel by Jane Austen, a fiction romantic literary work. Sense and sensibility take place in southwest England between 1792 & 1797. This story is about life and love story between Elinor Dashwood and Marianne Dashwood. This movie tells about two young girls in their new house, a cottage where they feel love and broken heart there. There are some version of this movie. First on 1975, 2008 and 2011. But the writer chosen the version of movie on 2008.

“Sense and sensibility” movie is chosen because the most characters in this movie are female and the writers want to analyze a female character, because according to Brown Levinson (1987).

“Female are related to politeness strategy”. In addition, “Males and females have different perceptions of politeness, where women consider politeness to be of great importance, whilst in general, men appear to feel politeness is dispensable between intimates in private and in some public spheres, men seem to regard politeness as unnecessary” (Holmes 1995).

So, it can be conclude that females are more tend to use politeness rather than males.

The writer choose to analysis Elinor . She is nineteen-year-old oldest daughter of Mr. and Mrs. Henry Dashwood and the heroine of Austen's novel. Elinor is composed but affectionate, both when she falls in love with Edward Ferrars and when she comforts and supports her younger sister Marianne. In the drama, Elinor is a kind character. After the writer watching the movie, I found some conversation between Elinor and the others character that can be analyzed by politeness strategy, especially positive politeness strategy.

The topic of politeness is not new in linguistics. Several years ago there were two previous studies about politeness strategies in University Airlangga entitled *The politeness strategy used by The host of Empat mata to his female guests*. In her thesis, the writer investigates the politeness strategies in Empat Mata talk show which is related to language and gender and also gender and media. Another study is from ika puspita wati, student of University Airlangga entitled politeness strategies used in the “today’s dialogue” talk show. In her study she was conducted in order to figure out the politeness strategies behind the utterances by the conversant in Today’s dialogue talkshow.

This study is different from those two previous studies because it is uses movie as the source of data and focuses on the female character (Elinor









