

younger brother, Robert, but she is shocked and pained to know that Lucy is actually referring to her own beloved Edward.

In Volume II of the novel, Elinor and Marianne travel to London with Mrs. Jennings. Colonel Brandon informs Elinor that everyone in London is talking of an engagement between Willoughby and Marianne, though Marianne has not told her family of any such attachment. Marianne is anxious to be reunited with her beloved Willoughby, but when she sees him at a party in town, he ignores her and then sends her a letter denying that he ever had feelings for her. Colonel Brandon tells Elinor of Willoughby's history, and Mrs. Jennings confirms that Willoughby having engaged to the wealthy heiress Miss Grey. Marianne more feels sad hear all of that.

In Volume III, Lucy's older sister reveals the news of Lucy's secret engagement to Edward Ferrars. Edward's mother is shocked hear that. Meanwhile, the Dashwood sisters visit family friends at Cleveland on their way home from London. At Cleveland, Marianne develops a severe cold while taking long walks in the rain, and she falls deathly ill. Upon hearing of her illness, Willoughby comes to visit, attempting to explain his misunderstanding and seek forgiveness. Elinor pities him and shares his story with Marianne, who finally realizes that she behaved imprudently with Willoughby and could never have been happy with him anyway. Mrs. Dashwood and Colonel Brandon arrive at Cleveland and are relieved to learn that Marianne has begun to recover.

When the Dashwoods return to Barton, they learn from their manservant that Lucy Steele and Mr. Ferrars are engaged. They assume that he means Edward Ferrars, and are thus unsurprised, but Edward himself soon arrives and corrects their misunderstanding that Lucy was married with Robert, not himself. Thus Edward is finally free to propose to his beloved Elinor, and not long after, Marianne and Colonel Brandon become engaged as well. The couples live together at Delaford and remain in close touch with their mother and younger sister at Barton Cottage.

2.2 Previous study

There are some researchers who have conducted the study of politeness strategy. The first one belongs to Yuni Murliati (2013) entitled "*Politeness Strategies used by George Milton in John Steinbeck's Of Mice and Men*". She intended to know how the politeness strategies used by George Milton in his directive utterances in Steinbeck's *Of Mice and Men* and the reasons why certain politeness strategies used by George Milton in his directive utterances. She used the theory of Brown and Levinson of four categories of the politeness strategies and also two factors why the speaker chooses certain strategy based on Brown and Levinson theory to analyze the data. The result of the research shows that there are some commands, requests and suggestion, which include in four categories of Brown and Levinson theory, used by George Milton in his directive utterances. George's choice of certain strategy to deliver his directive utterances was mostly influenced by the situation and the hearer's condition.

