

**POSITIVE POLITENESS STRATEGIES USED BY ELINOR IN
“SENSE AND SENSIBILITY” MOVIE 2008**

THESIS

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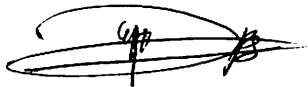
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DECLARATION

This thesis contains no material which has been accepted for the award of any other degree or diploma in any university, and to the best of this candidate's knowledge and belief, it contains no material previously published or written by other person except where due reference is made in the text of this thesis

Surabaya, 18th June 2015

Writer,



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ABSTRACT

Munjidah, Siti 2015, An Analysis of Positive Politeness Strategies are Used by Elinor

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Key Words: Pragmatics, Face, Face Threatened Act, Positive Politeness

This study analyzes the Positive Politeness Strategies Used by Elinor in Sense and Sensibility Movie. The source of data is Sense and Sensibility movie. The problems proposed are: (1) What are the types of positive politeness strategies used by Elinor Dashwood in Sense and Sensibility Movie 2008? (2) What are the factors Elinor Dashwood used positive politeness strategies? The theory of this research is from Brown and Levinson, it is about the types of Politeness strategies, the factors that influence the choice of politeness.

The writer uses descriptive analysis technique because she wants to make descriptive data about the problem and describes what types of positive politeness strategies that used by Elinor in the film based on the situation happened. In collecting the data, the writer takes the following procedures: (1) Get the Movie from YouTube (2) Look for the transcript of the movie (3) Reading and observing the transcript of movie thoroughly. (4) Selecting and identifying the utterances that contain the positive politeness strategies. Then, in the procedures of data Analysis, the writer takes four steps, they are: (1) Classifying the data according to the types of positive politeness strategies based on Brown and Levinson theory. (2) Analyze the positive politeness strategies based on the situation happen in that time. (3) Explain the factors of positive politeness that used by Elinor based on Brown and Levinson theory.

After analyzing the data, the writer finds out the strategy of positive politeness that used. The strategies are: be optimistic, include both speaker and hearer in the activity, avoid disagreement, notice, give or ask for reason, use in group identity markers, exaggerate and joke. The most dominant of the strategy is to avoid disagreement. Then the writer finds the factor of choosing strategy payoff and social distance.

INTISARI

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Penelitian ini membahas tentang strategi kesopanan positif yang digunakan oleh Elinor dalam film *sense and sensibility* tahun 2008. Ada 2 rumusan masalah dalam penelitian ini. (1) Tipe strategi kesopanan positif apa yang digunakan Elinor dalam film *sense and sensibility* (2) faktor apa yang mempengaruhi Elinor menggunakan strategi kesopanan positif? Peneliti menggunakan teori dari Brown dan Levinson untuk menjawab rumusan masalah. Yaitu teori tentang tipe strategi kesopanan positif dan faktor yang mempengaruhi.

Peneliti menggunakan metode deskriptif karena analisa dalam skripsi ini yaitu mendeskripsikan tipe kesopanan positif apa yang digunakan oleh Elinor dalam film tersebut sesuai dengan konteks yang ada pada saat itu.. Dalam mengumpulkan data peneliti melakukan langkah-langkah sebagai berikut: (1). Download film dari Youtube (2) mencari transkrip film (3) membaca dan mengamati transkrip film secara runtun (4) membagi dan mengidentifikasi ucapan yang mengandung strategi kesopanan positif. Kemudian dalam langkah analisis, penulis melakukan langkah-langkah sebagai berikut (1) mengelompokkan data sesuai tipe strategi kesopanan positif sesuai teori dari Brown dan Levinson. (2) menganalisa strategi kesopanan positif sesuai dengan kejadian. (4) menjelaskan faktor yang mempengaruhi penggunaan strategi kesopanan oleh Elinor dalam percakapan.

Setelah menganalisa data, penulis menemukan beberapa strategi kesopanan positif yang digunakan. Diantara lain: bersikap optimis, berusaha melibatkan pendengar ke dalam aktifitas, menyembunyikan ketidaksetujuan, memperhatikan, member dan menanyakan alasan, menggunakan bentuk-bentuk identitas kelompok, membesar-besarkan ketertarikan, memberi hadiah pada pendengar dan bercanda. Strategi yang paling sering digunakan yaitu menyembunyikan ketidaksetujuan. Peneliti juga menemukan faktor yang mempengaruhi strategi kesopanan positif, yaitu meyakinkan pendengar bahwa apa yang kita pikirkan sama dengan apa yang dia pikirkan dan jarak social.

CHAPTER I

INTRODUCTION

1.1 Background of the study

Human beings are created as social creatures as well as individual ones. As individual's creatures, people need to express their feeling and thought. While as social creatures people needs to interest with others. Language is the media that could cover both needs. Language has an important role in human's life. People tend to behave in fairly regular ways when it comes to using language since they are members of social groups and follow general pattern of behavior expected within the group (Yule. 1996:4)

Human communication fulfills many different goals at the personal and social levels. People communicate information, ideas, beliefs, emotion and attitude to another in daily interaction. They construct and maintain their position within various social contexts by employing appropriate language forms and performing speech activities to ensure solidarity, harmony and cooperation or to express disagreement or displeasure.

When people communicate by deliver a message to others, they have to think not only about the content of messages but also consider about how to deliver them. In a conversation, the speaker mostly expects a certain act or reaction of the hearer when he / she deliver an utterance. For example when someone says, *I am hungry*, it could be interpreted in many conditions. Such us an invitation to have

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 talk show.

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

Dashwood) utterances while communicating with other characters. The previous studies show the used politeness strategies in talk show. So, this study wants to complete the existence of politeness strategies in a movie, and want to describe the using politeness strategies by female character.

1.2 Statement of the problem

Based on the background study above, the writer formulates the problem of the study as follows:

1. What are the positive politeness strategies used by Elinor Dahwood in “Sense and Sensibility” Movie 2008?
2. What are the factors of positive politeness strategies used by Elinor Dashwood in “Sense and Sensibility” movie 2008?

1.2 Objectives of the study

From the problem statement mentioned above, the writer has the following the objectives of the study:

1. To describe the positive politeness strategies are used by *Elinor* in “*sense and sensibility*” movie 2008.
2. To identify the factors of positive politeness strategies are used by Elinor Dashwood in “*sense and sensibility*” movie 2008.

1.3 . Significance of the Study

The writer hopes that the result of this research can be beneficial for those who want to understand about the movie, and in analyzing the movie from other aspects. Hopefully, the result of this research can help readers to have a better understanding about positive politeness, including the types of each strategy and the factors that usually influence the choice of certain strategy. Moreover, the result of this research is hoped to be able to help readers realize how important positive politeness in social life to interact with other people. It can minimize the threat and misunderstanding which occur in social interaction. It can maintain the relationship with others.

1.4 Scope and Limitations

The scope of this study is Pragmatics. The writer limits this study only on positive politeness strategies. The writers analyze what are the types of positive politeness strategies used by Elinor in “Sense and Sensibility” movie 2008 and explain the factors of using positive politeness strategies.

1.5 Definition of Key Terms

In order to avoid misinterpretation about the use of terms, it is important for the researcher to give the suitable meaning of the key terms. Some terms are defined as follows:

- **Pragmatics** : the study of the relation between language and context that are basic an account of language understand. (Levinson:1985:21)
- **Face** : The self image that every person wants to claims for himself. (Brown and Levinson 1987)
- **Positive face** : the want that every member wants to be desirable to at least some others. (Brown and Levinson 1987:65)
- **Negative face** : The want that every members want to be freedom.. (Brown and Levinson 1987:65)
- **Face Threatening Act (FTA)** : The act that infringes on the hearers need to maintain their esteem and their need to be respected (Brown and Levinson 1987)
- **Politeness Strategies** : The strategy is used to minimize the face threatening act (FTA) that a speakers makes (Brown and Levinson 1987)
- **Positive politeness** : Repressive action directed to the addressee's positive face, his perennial desire that his wants should be thought of as desirable (Brown and Levinson, 1987)

- **Movie** : a recording of moving images that tells a story and that people watch on a screen or television.

CHAPTER II

LITERATURE REVIEW

2.1 Theoretical Framework

In this chapter, the study is presented by giving some brief explanations and discussions on the theories used in analyzing the data in this study. This chapter is divided into some sub topics, which are: Pragmatics, FTA (face threatening Act), politeness strategy, and Factors influencing the choice of positive politeness

2.1.1 Pragmatics

According to Levinson (1985:21) Pragmatics is the study of the relation between language and context that are basic an account of language understand. Studying language cannot be separated from the situation which is the speech is uttered. There's close relation between an utterance and situations. Thus, pragmatics includes the relevant context or situation, instead of the language usage.

Meanwhile, Yule (1996:3) states that pragmatics is the study of contextual meaning. According to him, pragmatics is concerned with the study of meaning as communicated by a speaker (a writer) and interpreted by a listener (a reader). So that, it involves the interpretation what people means in the particular context and how the context influences what it said.

Based on the definition above, it can be conclude that pragmatics is the study of meaning based on the context. It means that when we want to understand the

meaning of the utterances we must see the context when the utterances are uttered by the speaker.

2.1.2 Face

According to Brown and Levinson (1987:61) Our notion of face is derived from that Goffman (1967) and from the English folk term, which ties face up with notions of being embarrassed or humiliated or "losing face". Thus, face is something that is emotionally invested, and that can be lost, maintained, or enhanced and must be constantly attended to in interaction. In general, people cooperate (and assume each other's cooperation) in maintaining face in interaction. That is normally everyone's face depends on everyone else's being maintained, and since people can be expected to defend their faces if threatened, and in defending their own to threaten others face, it is in general in every participant's best interest to maintain each other face, that is to act in ways that assure the other participants that the agent is heedful of the assumptions concerning face given under above. Therefore the components of face define to:

A. Positive face

Positive face is the positive consistent self image or 'personality' (crucially including the desire that this self-image be appreciated and approved of) claimed by interactions". (Brown and Levinson 1987:61). This kind of face is related to the wish to be liked, to be recognized as the same member of a group and to easily can share

opinions. Positive face is related to one of politeness strategies known as positive politeness.

B. Negative face

Another kind of face that everyone has is negative face. It is the kind of face that highlights the freedom of action and the feeling of not to be imposed of others. This kind of face is related to negative politeness. In the case, hearer can do acts that can show negative politeness. According to Brown and Levinson, (1987) “negative face is the basic claim, rights to non-distraction, such as freedom of action and freedom from imposition”

2.1.3 FTA (face threatening Act)

According to Brown and Levinson, a face threatening act (FTA) is an act that inherently damages the face of the hearer by acting in opposition to the wants and desires of the other (1987). There are many motives for the speaker to do FTA to the hearer’s face. For example, the prime reason for bold record usage is the speaker wants to do FTA with maximum efficiency, where it necessary to not minimize the hearer face in case or urgent or desperation. However, doing FTA may damage the hearer’s face and could make H feel offended. Thus politeness strategies are developed for the main purpose to save the speaker’s face or the hearer’s face. In short, the politeness strategies are used to minimize the FTA and maintain the relationship. But the way to convey it may different die to the distance (D), power

(P), and ranking of imposition (Rx). Brown and Levinson (1987). It means that the way people to choose a certain strategies influence by those factors. Brown and Levinson (1987) formula the factors of seriousness the FTA are influenced by D is the values that measures the social distance between the speaker (S) and the hearer (H). P is a measure of the power that the H has over the S, Rx is a value that measures the degree to which the FTA is rated an imposition in that culture which makes her friend feel comfortable. While with someone who has higher position, Power (P) is great because the Hearer (H) is eloquent, powerful and influential to the Speaker which implies that she is powerless to influence the hearer.

The phenomena above indicate that the degree of relationship has important part influence them to use the certain politeness strategies. It also implies that it is necessary for the speaker and the hearer to be aware of the usage certain politeness strategies in appropriate condition and situation to maintain the relationship in social interaction.

2.1.4 Politeness Strategies

Politeness is a system of interpersonal relations designed to facilitate interaction by human interaction by minimizing potential conflict and confrontation inherent in all human interchange (Yule, 1996:106). In communication, politeness can be defined as the means to show awareness of another person's face. Face means public self-

image of person. It refers to that emotional and social sense of self that every person has and expects everyone else to recognize (Yule, 1996:134).

Politeness strategies are used to formulate messages in order to save the hearer's face when face-threatening act are predictable. Politeness strategies are the strategies to save the Hearer's face and maintain the relationship in social interaction. (Brown and Levinson 1987) outline four main types of politeness strategies, they are: bald on-record, negative politeness, positive politeness, and off record.

a. Bald on Record

Bald on record strategy usually do not attempt to minimize the threat to the hearer's face, although there are ways that bald on record politeness can be used in trying to minimize FTAs implicitly. Often using this strategy will shock, embarrass and makes the hearers feel uncomfortable where the speaker does not know them or does not recognize them very well. Nevertheless, this strategy is commonly utilized with people who know each other very well and also very comfortable in their environment, such as close friend or family. There are two strategies of Bald On-Record, they are:

1. cases of non Minimization of the Face Threat

The speaker provides no effort to minimize threats to the hearer's face. Sometimes, it is essential no face redress, in case of great urgency and desperation. Redress would actually decrease the communicated the urgency, for instance: *Watch*

out !. the example shows that the speaker does not care about the hearer's face because it is used in case of emergency.

2. Cases of FTA oriented bald on record usage

It is assumed that this strategy is oriented to the hearer's face so that the hearer will be especially preoccupied. It is usually used in welcoming farewells and offers: examples are "*come in*", *I'm free*. "*I have no plan for Saturday night*". These examples can be associated as an offer or an invitation so that the hearer feels unwilling toward those.

b. Positive politeness strategy

Positive politeness is used to satisfy the positive face of the hearers, desire of being liked and accepted, by regarding them as people who have close relationship with the speaker. Holmes states that positive strategy expresses solidarity and minimize status difference (1992: 297). According to Brown and Levinson positive politeness consist of fifteen strategies, they are :

1. Notice, attend to hearer (his or her wants, interest, needs and goods)

Brown and Levinson (1987) stated that in this strategy the speaker should take notice or pay attention to the hearer's condition. The speaker should give a response to the hearer's condition. By doing it, the hearer will know and realize that the speaker notices his condition. This kind of

strategy is used by the speaker to show solidarity and make close relationship with the hearer. Therefore, the speaker can redress the FTA on the hearer.

In this case the speaker needs to notice the noticeable changes, remarkable possessions or anything that the hearer wants the speaker to approve and realize.

Example: Goodness, you cut your hair! By the way, I come to borrow some flour.

2. Exaggerate (interest, approval, sympathy with the hearer)

Showing the interested, approval and sympathy, the speaker can use exaggerative intonation, stress, or other aspect of prosedics, such as really, for sure, exactly, and absolutely. (Brown and Levinson 1987)

In this strategy the emphasis are on the intonation, stress and other aspects of exaggerate. This strategy usually uses intensifying modifier such as fantastic, incredible, extraordinary, marvelous and so on.

Example: How absolutely marvelous!

3. Intensify interest to the hearer in the speaker's contribution

Another way for the speaker to communicate to hearer is to intensify his interest to the conversation. The speaker tries to put the hearer into the middle of the events being discussed so that he can get his hearer's interest through his story. It can also said that when the speaker puts the hearer's into the speaker's conversations or story, he is increasing his intrinsic interest.

Example: i come down the stairs, and what do you think i see

4. Use in groups identity markers

(Brown and Levinson 1987) argued that the speaker can claim the common ground with the hearer by conveying in group membership. These include in group usage of adress forms, of language or dialect, of jargon or slang, and of contraction.

In this strategy the solidarity of the people can be seen because they are approved as the same members of a group. In this case the approval identity of the members can be seen through address form, language or dialect, jargon or slang and ellipses that they use.

a) Adress forms

Adress form that are used to convey such in-group membership include generic names and term of adress like *mate, buddy, honey, dear, dickle, mom, brother, sister, cuty, sweetheart, guys and fellas.*

Example : Come here Mate!(Brown ang Levinson 1987)

b) Language of dialect

To redress the FTA such as giving request, the speaker can use nickname or full name of the hearer on his utterance in calling the name of his hearer.

Example:Come here Johnny! (first call)

John Henry Smith, you come here right away ! (second call)

Brown and Levinson, 1987)

c) Jargon or Slang

According to (Brown and Levinson 1987) by referring to an object with a slang term, the speaker may evoke all the associations and attitudes that he and his hearer have toward the object. It stresses that the speaker and hearer share an (in-group) reliance on the required object. It is used for the FTA redress.

Example: Lend us two bucks then, wouldja Mac?

Bucks on the utterance above means Dollar while *wouldja*

Means would you.

d) Contraction and ellipsis

The speaker can share the common ground with the hearer by using uncompleted sentence on his utterance.

Example: Mind if i smoke (Brown and Levinson 1987)

5. Seek agreement

Another characteristic way of claiming common ground with hearer is to seek ways in which it is possible to agree with him. The raising of 'safe topics' allows speaker to stress his agreement with hearer and therefore to satisfy hearer's desire to be 'right or to be corroborated in his opinions.

Agreement may also be stressed by speaker repeating part or all of what the preceding speaker has said in a conversation and by using particles that function to indicate emphatic

In communication proces, the speaker seels ways so agree with the hearer, when the speaker shows his agreement to the hearer means that the speaker tries to satisfy the hearer's positive face. (Brown and Levinson 1987) said that showing the agreement, the speaker can repeat part of all of the proceding hearer has said, in conversation.

6. Avoid disagreement

This strategy deals with how someone prefers to avoid disagreement by pretending to agree with hearer which is known as token agreement rather than showing the disagreement directly.

White lies also involved in this strategy. It is when "speaker prefers to lie when confronted with the necessity to state an opinion rather than damage the hearer positive face" (Brown and Levinson, 1987). Another terms that also

involved is hedging opinion. Hedges are used to avoid a precise communication and as markers of metaphors (a figure of speech in which a word or phrase is applied to an object or action to which it is not literally applicable).

a) Token agreement

(Sacks 1973) quotes by (Brown and Levinson 1987) argued that someone can hide the disagreement by twisting his utterances, it can be done by saying "yes...but" it is better than a blatant, such as by saying "No"

b) Pseude – agreement

The speaker uses *than* as a conclusory marker, it becomes an indication that the speaker is drawing a conclusion to a line of reasoning carried out cooperatively with the addressee.

c) White Lies

A further output of positive politeness desire too avoid disagreement is the social "white lie". Here the speaker is better to say the lie to his hearer than damage the positive face of his hearer in hiding the disagreement.

d) Hedging Opinion

The speaker can choose to be vague about his own opinion of the speaker is marked by *sort of, kind of, or in a way*

7. Presuppose/ Raise/ assert common ground

This is where the speaker speaks as if he was the hearer or his knowledge is same as the hearer's an example is the use of question tag question with

falling intonation, another example can be seen in cases where in giving empathy or someone asserts what only the hearer can know, it is for showing that the hearer can know, it is for showing that the hearer is a central of the conversation

This strategy highlights the friendship as a cause of the quality time that is spent by the speaker and hearer. This strategy can be done through small talk, point of view operations, personal centre, time, place switch, avoidance of adjustment of reports to hearer's point of view and presupposition manipulation.

8. Joke

Since jokes are based on mutual shared background knowledge and values, they can be used to stress that shared background or those shared values. They attempt to redefine and size of the FTA.

Joke is also useful in maintaining friendship. It is a way to share experience or knowledge through fun situation. "Joking is a basic positive politeness technique, for putting hearer 'at ease'. (Brown and Levinson 1987).

It is also can minimize the face threatening act of requesting.

Example: so, it is okay if I throw away your book.

9. Assert/ presuppose speaker's knowledge of and concern for hearer's intention

(Brown and Levinson 1987) argued that to indicate that he speaker and

hearer are cooperation is by putting pressure on the hearer. The speaker may put other utterance that the speaker knows before asking for request and offering something to the hearer in order to make the hearer accept that request.

10. Offer, promise

(Brown and Levinson 1987) stated that "offers and promises are the natural outcome of choosing this strategy; even if they are false they demonstrate speaker's good intentions in satisfying hearer's positive face wants".

In the case, whatever the speaker really fulfils his or her statements or not, he or she already made the hearer satisfied.

Example: I'll come to your house sometime.

11. Be optimistic

This strategy suggests that the speaker can assume that the hearer wants the speaker's intention for the speaker (for speaker and hearer) and will help to obtain them.

In this strategy the speaker must be sure that his or her want is also the same as the hearer want, so that a good cooperation can be created among them. Both speaker and the hearer can share mutual interest.

Example: Don't you mind to help me eat this white chocolate, do you?

12. Include both speaker and hearer in the Activity

The speaker uses the term we while actually the speaker intention is

"you" or "me" it is to show his cooperation and adress the hearer's FTA.

This strategy deals with the term inclusive "we" which means that "you" and "me", or n other word the speaker and hearer are involved in the same activity.

Example: let's go to the wedding party !

13. Give or Ask for reason

According to (Brown tand Levinson 1987). The other way for the speaker to include the hearer in the activity is by showing his reason as to why he wants what his intention.

In this strategy the speaker explain the reason why she/he wants what he or she wants. It is related to the helping term that is a way for showing what helped is needed.

Example: why don't we go to the beach?

14. Assume of assert reciprocity

(Brown and Levinson 1987) stated, “ the existance of cooperation between the speaker and hearer may also be claimed or urged by giving evidence of reciprocal rights” its mean the speaker promises to do something as long as the hearer does something for the speaker too for cooperation.

15. Give gifts to the hearer (Sympathy, Understanding,, and Cooperation)

The speaker can satisfy the hearer by giving gifts, human relation wants such as desire of being liked, admire, cared about, understood, and listened to.

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In this strategy, the speaker tries to satisfy the hearer's want by giving his/her something that he/she want, helping to solve her/his problem and understanding his/her situation. This strategy is used to increase solidarity and human relations among the speaker and hearer.

Example: Hey, look at me, if there is a will there is a way, so don't give up.

C. Negative Politeness

Negative politeness strategies are oriented mainly to satisfy the hearer's negative face, its basic want to claim territory and self determination. In other word, this strategy is the desire to remain autonomous so the speaker is more apt to include an out for the hearer. Thought distancing styles like apologies. For the reason, sometimes the speaker is humbling. Not showing off, and being formal, and restraining him/her self. This strategy might cause some social distance or awareness in the interaction. Therefore, the tendency to use of negative politeness is the speaker is aware of and respects the social distance between him/her and the hearer.

1. *Be Direct*

The strategy involved is:

Strategy 1 : Be conventionally indirect

2. *Don't presume / Assume*

The strategy involved is :

Strategy 2 : Question and Hedges

3. *Don't coerce Hearer*

The strategies involved are:

Strategy 3 : Be pessimistic

Strategy 4 : Minimize the imposition

Strategy 5 : Give Deference

4. *Communication Speaker's want to not impinge on Hearer*

The strategies involved are:

Strategy 6 : Apologize

Strategy 7 : Impersonalize Speaker and Hearer

Strategy 8 : State the FTA as general rule

Strategy 9 : nominative

5. Readers Other Wants of Hearer's

The strategy involved is:

Strategy 10 : Go On Record as incurring a debt or as not indebted Hearer.

D. Off-Record

The final politeness strategy outlined by Brown and Levinson is the Off-Record strategy or the indirect strategy. When the speaker chooses this strategy, it means that

she or he is trying to avoid the direct FTA towards the hearer. This strategy uses indirect language and removes the speaker from the potential to be imposing. For

example, a speaker is using the indirect strategy might merely say "wow, it's getting cold in here" insinuating that it would be nice if the listener to do so. There are fifteen

strategies of Off-Record:

1. *Invite Conversational Imprimaturs*

The strategies involved are:

Strategy 1 : Give Hints

Strategy 2 : Give association

- Strategy 3 : Presuppose
- Strategy 4 : Understate
- Strategy 5 : Overstate
- Strategy 6 : Use tautologies
- Strategy 7 : Use contradiction
- Strategy 8 : Be Ironic
- Strategy 9 : Use metaphor
- Strategy 10 : Use rhetorical question

2. *Be Vague or ambiguous*

The strategies involved are:

- Strategy 11 : Be ambiguous
- Strategy 12 : Be vague

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- Strategy 13 : Over generalize

- Strategy 14 : Displace

- Strategy 15 : be Incomplete, use ellipsis

2.1.5 Factors influence the use of politeness strategy.

The employment of politeness strategy is influenced by several factors. According to (Brown and Levinson 1987:71) there are two factors that influence the speaker to employ politeness strategy. The factors are payoff and circumstances.

1. Payoff

The speaker employs the politeness strategy because they can get advantages.

The speaker can minimize the FTA by assuring the listener that he likes the listener and wants to fulfill the listener's wants. Thus, the listener positive face is not threatened by the speaker because it can be seen for their mutual shares.

For example: let's get on dinner

The example above shows that speaker minimizes the FTA (request) to the listener by including the speaker himself equally as the participant.

2. Relevant circumstances

The seriousness of an FTA is also influenced by the circumstances sociological variables and thus to a determination of the level of politeness.

According to Brown and Levinson in Rihardi (2005:68) there are three

dimensions to determine the level of politeness. Among them are relative power (P), social distance (D) and size of imposition (R)

a. relative power

Power (P) is the general point is that we tend to use a greater degree of politeness with people who have some power or authority over us than to those who do not. it is based on the asymmetric relation between the speaker and listener. These types of power are most found in obviously hierarchical setting, Such as courts, the military and workplace.

For example: you would probably be more polite about conveying to your employer because she or he always arrives late, than in conveying to your brother. This is because your employer can influence your career in a positive way (reward power) or negative way (coercive way)

b. social distance

Social distance (D) can be seen as the composite of psychologically real factors (status, age, sex, degree of intimacy, etc.) which together determine the overall degree of respectfulness within a given speech situation. It based on the symmetric relation between the speaker and the listener.

For example: you feel close to someone or you know him well because he is similar in terms of age or sex, then you will get closer to him and the distance rating will get smaller. As a result you will not employ polite utterance when you ask him to do something. On the contrary, you will employ polite utterance when you interact with person whom you have not known well, such as person who older than you.

c. Size of imposition

Size of imposition (R) can be seen from the relative status between one speech acts to another in a context.

For example: borrowing a car in the ordinary time will make us feel reluctant, but in urgent situations it will natural. Thus, in the first context

we will employ polite utterance. Meanwhile, in the second context it is not necessary to employ polite utterance because the situation is urgent.

2.1.6 Sense and Sensibility Movie

When Mr. Henry Dashwood dies, leaving all his money to his first wife's son John Dashwood, his second wife and her three daughters are left with no permanent home and very little income. Mrs. Dashwood and her daughters (Elinor, Marianne, and Margaret) are invited to stay with their distant relations, the Middletons, at Barton Park. Elinor is sad to leave their home at Norland because she has become closely attached to Edward Ferrars, the brother-in-law of her brother John. However, once at Barton Park, Elinor and Marianne discover many new acquaintances, including Colonel Brandon, and

John Willoughby, who rescues Marianne after she twists her ankle running

down the hills of Barton in the rain. Willoughby very openly and unabashed to Marianne, and they are falling in love each other until Willoughby suddenly says that he must go to London on business, and must leave Marianne. Marianne feels sad to hear that, Meanwhile, Anne and Lucy Steele, two recently discovered relations of Lady Middleton's mother, Mrs. Jennings, arrive at Barton Park as guests of the Middletons. Lucy introduces herself to Elinor and informs her that she (Lucy) has been secretly engaged to Mr. Ferrars for a whole year. Elinor assumes that Lucy is referring to Edward's

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.

The second study is by Duwi Porwita Sari the students of Airlangga University entitled *The politeness strategy used by The host of Empat mata to his female guests*. In her thesis, the writer wants to investigate the politeness strategies in Empat Mata talk show which is related to language and gender and also gender and media. In her thesis the writer uses qualitative as the method of the study that it is the best method to analyze the interaction between the host and his female guests. The writer analyzed the conversation according to four types of politeness strategy. They are: Bald on record, positive politeness, negative politeness and also off record.

The third studies is by 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 talk show, and then selected one of the episodes.

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2.2.1 Comparison

This part is used to show the similarities and differences of this study and those previous studies.

The similarities of this study with those previous studies, both of them used politeness strategies as the topic of the research. And also this study and those previous studies used theory of politeness strategies by Brown and Levinson.

The differences are, those previous studies used Talk show as source of the data. This study used movie as the source of the data. And those previous studies analyze

using four categories of politeness. That is Positive politeness, negative politeness, bald on record and off record. While this study just focuses on Positive politeness strategies that used by Female character in “Sense and Sensibility” movie Elinor Dashwood.

CHAPTER III

RESEARCH METHOD

This chapter presented the procedures used to answer the research questions. The research design is explained as well as the subjects and the sampling techniques. Then the data collection methods are presented and the analysis of the data is also explained.

3.1 Research Approach

The writer's main purpose in doing the study is to find out the type of positive politeness strategies that used by Elinor in sense and sensibility movie and the factors which influenced her to choose the certain politeness strategies. This research belongs to descriptive method..

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Surakhmad (1994:139) states that descriptive method is a kind of research using technique of searching, collecting, classifying, analyzing the data, interpreting and making conclusion.

Based on the theory above, in can be concluded that a descriptive research, the researcher collects the data, organizes, classifies and analyzes. In this research the writer finds the types of positive politeness described the atmosphere of the conversation and analyzed the data based on the theory of Brown Levinson. So, the suitable method is descriptive method.

3.2 Instrument

There are some instruments in this study, and the most important one was the researcher itself. Before the researcher analyzed the data, she spent a great deal of her time watching the movie and reading the related theories about her study. Another instrument was some recourse that was looked for from library, find all of book that related to this research, internet, and journal to get reference about politeness strategy. The researcher also used laptop to do this study. This study will not be done without the existence of laptop

3.2 Data and Data sources

- a. The data in this research was utterance of conversation from “Sense and Sensibility” movie that includes in positive politeness strategy.
- b. The source of data was a movie directed by Jane Austen untitled “Sense and Sensibility”. The movie that was gotten from “Youtube”.

3.3 Technique of Data Collection

The researcher collected the data by doing the following steps:

- a. Downloaded the Movie from YouTube
- b. Looked for transcript of the movie
- c. Read and observed the script of movie thoroughly.

- d. Selected and identified particular dialogues one by one that has relation to the research, namely the utterances that contain the positive politeness strategies.

3.4 Technique of Data Analysis

The technique of analyzing data in this study is descriptive. The writer will try to describe the positive politeness strategies used by Elinor in *Sense and Sensibility* movie. All of them will be described clearly by the writer, so it can make the reader understand on the type of the politeness and the actual intended politeness, especially the positive politeness of the characters.

The steps of analyzing data are ordered as follow:

1. Classified the data according to the types of positive politeness strategies based on Brown and Levinson theory.
2. Analyzed the positive politeness strategies based on the situation happen in that time.
3. Explained the factors of positive politeness that used by Elinor based on Brown and Levinson theory.

CHAPTER 4

FINDING AND DISCUSSION

This chapter covers the data analysis of positive politeness strategies produced by Elinor Dashwood collected from the movie entitled “Sense and sensibility” 2008 and the discussion of those data. In here, there are 20 data that are discussed and the writer finds 9 strategies of positive politeness.

In this section, the analysis of research questions one and two are explained integrated. The data analysis is classified based on Brown and Levinson’s theory. The first paragraph is to answer the first statement of the problem and the last paragraph is to answer the second statement of the problems.

4.1 Findings

4.1.1 Strategy 6 (Avoid disagreement)

There are 9 strategies of positive politeness that found in this research. One of them is strategy 6 (Avoid disagreement), it is the dominant strategy of positive politeness that used by Elinor in this movie. This strategy deals with how someone prefers to avoid disagreement by pretending to agree with hearer which is known as token agreement rather than showing the disagreement directly. The writer finds six utterances by Elinor that include this strategy, all of them are presents on datum 1 until datum 6.

Datum 1

- Mrs. Dashwood : My dears, Mr Gridley has found us two very suitable houses. Beecham Court, and Thrush Place.
I favour Beecham Court. Look, Marianne, it has a gazebo.
And the grounds are very manageable, I should think.
- Elinor : Mama, they are far beyond our income. We have only £400 a year
- Mrs. Dashwood : Well, they're both smaller than Norland, Elinor.
- Elinor : Mama, we need to think very differently now.
We could hardly afford the gate house at Beecham Court
- Mrs. Dashwood : I suppose you would have us live in a rabbit hutch.
- Elinor : Not quite, Mama, a cottage would answer very well.
- Mrs. Dashwood : Sometimes, Elinor, I think you don't understand how I feel.
- Elinor : I do, Mama, truly I do. But we have to be practical.**

The conversation above happens when Mrs. Dashwood shows the picture of a house to Elinor, and she conveys her wants to buy the house, but Elinor disagrees because their money does not enough to buy the house. Her mother feels sad to know that Elinor disagrees. She thinks that Elinor doesn't understand with her wants. So, Elinor says, *I do Mama, truly I do. But we have to be practical.* She said that utterances to minimize the face threatening act. Elinor hides her disagreement because she wants to maintain the positive face of Mrs. Dashwood. In this case she tries to minimize the imposition by pretending agree such as by uttering that she really understands about her mother's wants, but her own opinion is contrary with her mother's.

Elinor's utterances in the conversation above are initiates that she uses token agreement by pretending to agree with her mother, but actually she disagrees with her mother. In this case she applied positive politeness **strategy 6 (avoid disagreement)** by **'token agreement**

The influence factor of politeness in this conversation is social distance. Social distance can be seen as the relation between the speaker and listener. (status, age, sex, degree of intimacy, etc). Although Elinor has known Mrs. Dashwood very well and their intimacy very close, but Elinor must use polite utterance to Mrs. Dashwood, because the status of Mrs. Dashwood is as her mother. The next datum also presents this strategy with different utterances.

Datum 2

Marianne	: Then let me hope for you. Elinor! Isn't she beautiful, Elinor? She's the best present I could have wished for.
Willoughby	: I bred her myself, Miss Dashwood. Docile, good-tempered, and exactly calculated to carry a woman. I hope you'll share her with your sister. I believe you both love to ride.
Marianne	: What do you think of her? Oh, she's a lovely creature. Just imagine, Elinor... How delightful to gallop over the downs on her!
Elinor	: Yes, and it is very generous of you, Mr Willoughby. But Marianne cannot possibly accept such a gift.
Marianne	: Elinor, why ever not?
Elinor	: For reasons both of practicality and property. Excuse me, Mr Willoughby.

The conversation above happens when Mr. Willoughby gives a horse to Marianne and Marianne feels happy then she tells to Elinor. Mr. Willoughby hopes Marianne share the horse with Elinor. Elinor thanks to him, but she says that Marianne cannot receive it as a gift because of practicality and property. Elinor says to Marianne that they have no money for stabling and pasturing.

Elinor's utterances in the conversation above initiates that she uses **strategy 6 avoid disagreement (token agreement)**. Token agreement or hide disagreement usually with utterances 'yes, but, In effect. Rather than, etc. from the utterance Elinor above, Elinor utters the statements '**Yes, and it is very generous of you, Mr Willoughby** and then she says '**but Marianne cannot possibly accept such a gift**'. At the first she says thank you to willaughby because his kindness gives Marianne a horse, but actually Elinor forbids Marianne accept it.

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The factor that influenced Elinor used polite utterances to Willaughby is social distance. Although they are same in age, but their intimacy are not close, so that Elinor used polite utterances when talking with Willaughby to avoid the FTA.

Datum 3

- Marianne : That was your hair in Edward's ring, wasn't it?
- Elinor : **I...It did look like my hair.....**
but he never asked me for a lock of it, Marianne.
- Marianne : I am sure he still loves you as much as ever.

The conversation above happens when Edward visits Elinor and her family in the cottage. When they are talking, her mother saw there were hairs in Edward's ring. Marianne sure that it is Elinor's hairs. The culture at that time, a man who asked women's hairs its mean they are engaged, but although the hairs look like Elinor's, Elinor never know that Edward's asks her hairs.

Elinor's utterances in the conversation above initiates that she uses **strategy 6 avoid disagreement (token agreement)**. By saying "I...It did look like my hair, but he never asked me for a lock of it, Marianne" it indicates token agreement. Elinor used this strategy when Marianne guess that the hair in the Edwards's ring look like Elinor and Elinor feels too, but Elinor explain to Marianne although the hairs look like her, Edward's never talks anything to Elinor about his feeling and never ask Elinor's hair.

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This conversation influenced by the factor social distance. Elinor feels close to Marianne because the status of them is sisters. So, they have known each other very well. As a result sometimes Elinor does not employ polite utterance when she talks to Marianne or asks Marianne to do something, and the positive face of Marianne will not threatened.

Datum 4

Marianne : What was that long conversation with Lucy Steele all about?

Elinor : **Nothing of consequence.**

She was... telling me her hopes and dreams for the future.

Marianne : How very uninteresting.

Elinor : Yes, quite.

The conversation above happens when Marianne asks to Elinor, what was she talking with Lucy steele, she answer that nothing important. Lucy Steele just tells about her hopes and dreams, but actually it is a lie. Lucy steele talked that she was engaged with Edward Ferrars. Elinor does not tell the true to Marianne, if Marianne knows the truth, of course she will feels sad to Elinor, because she know that Elinor loves Edward so much.

From the conversation between Elinor and Marianne above, Elinor used **strategy 6. Avoid disagreement (white lie)**. When Marianne asked what was she talking with Lucy steele, she answered that Lucy Steele just talking about her hopes and dreams, but it is lie. In the fact Lucy Steele says to Elinor that Edward Ferrars and she were engaged. Elinor better say the lie to safe Marianne positive face.

The factor that influenced Elinor used strategy white lie of positive politeness to Marianne in this conversation is payoff. Elinor can minimize the FTA of Marianne if she lies. She wants to satisfy Marianne that what she thinks is true.

Datum 5

Mrs. Jening : Marianne, Elinor, I have a mind to spend a month or two in London, and I would be very glad to have your company!

Elinor : Mamma!
You are very kind, ma'am, but I am sure our mother could not spare us.

The atmosphere of the conversation above is when Mrs. Jening will go to London and she wants Elinor and Marianne to accompany her. Marianne was enthusiastic and Elinor too, but Elinor thinks that her mother will not give a permission.

Elinor utterances in the conversation above initiate that she uses token agreement. In this case she applied positive politeness **strategy 6 (avoid disagreement)** by 'token agreement', when Mrs. Jennings asks her to go to London, Elinor happy, but actually she knows that her mother will not give a permission.

The factor that influenced Elinor used polite utterance to Mrs. Jening is social distance. Elinor uses polite utterances because Mrs. Jening is older than her, and also she does not know well about her. So that she use polite utterances.

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Datum 6

Lucy steele	: My dear friend, I am so happy! I was so afraid last night, but Edward's mother was charming. I think she took quite a fancy to me.
Elinor	: She was certainly very civil to you.
Lucy steele	: Civil?! Did you see nothing more than civility! I saw a vast deal more. Do you know? I think we are half way to securing Mrs Ferrars' consent already.
Elinor	: I am very happy for you, but I fear the Honourable Miss Morton may prove a stumbling block. Has Mrs Ferrars not settled it that she is to be Edward's bride?
Lucy steele	: No, you shan't dampen my spirits.

The conversation above happens when Lucy steele met with Edward's mother. Lucy steele and Edward Ferrars are engaged, but Edward's family did not know about that. Edwards hides her relation with Lucy from his family. When Lucy met with Edward's mother and they are talking each other, Lucy was very happy, because she assumed that Edward's mother like her so much and she optimists she will get blessing from her. So, she wanted to share her happiness to Elinor. Elinor feels happy to Lucy, but she admonishes to Lucy to be aware, because as Elinor know, Edward's mother will not let Edward marry with a poor girl.

Elinor's utterances in the conversation above initiates that she uses **strategy 6 avoid disagreement (token agreement)**. Token agreement is hide the disagreement. It can be done by saying "yes...but" and etc. in the conversation above Elinor shows her agreement about Lucy's feeling and then she utters her different opinion to Lucy.

The influence factor of Politeness strategies between Elinor and Lucy steele is social distance. Elinor feel close to Lucy steele because they are similar in age, although she doesn't know about Lucy steele well but Elinor get closer and the distance rating get smaller because they have similar in age. This is the last datum that presents strategy 6 (avoid disagreement) of positive politeness strategy.

4.1.2 Strategy 11 (Be Optimistic)

The other strategy that found by the writer in the utterances of Elinor is Strategy 11 (Be Optimistic). This strategy suggests that the speaker must be sure that his or her want is also the same as the hearer want, so that a good cooperation can be

created among them. The writer finds four utterances that include of this strategy, those utterances are explains on datum 7 until datum 10.

Datum 7

Elinor	: Mama, they won't expect you to give up your own bedroom.
Mrs. Dashwood	: It is their house now. Of course they will expect the best it has to offer.
Elinor	: Mama, our brother has a kind heart.
	He wouldn't want you to be uncomfortable.
	He promised Papa he would look after us all.
Mrs. Dashwood	: Yes, yes, he did.
Elinor	: And he will. I'm sure of it.

The conversation above happens when Elinor persuades her mother to calm down with John family coming. John is the first son of Mr. Dashwood with the first wife. So he is stepbrother of Elinor. When Mr. Dashwood passed away, John became the heirs.

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John has a wife and a son, when John and his family move to Elinor's house,

Mrs. Dashwood (Elinor's mother) takes all her things in her bedroom, because she thinks her bedroom is the biggest room in this house and of course Fanny (John's wife) will require it. Elinor wants to restrain and convinces her mother by saying that John is a kind brother, so that he will not let her mother moved to another bedroom, and also John has promises to his father to keep Mrs. Dashwood and her daughters. So, she optimists John will fulfill his promise.

From the conversation above, Elinor utters statements that indicate positive politeness strategies and applying **strategy 11 (Be optimistic)**, because there are

optimists statements from Elinor. **“He wouldn't want you to be uncomfortable.”**And he will. **I'm sure of it”** she tells that John will not make her mother move from her bedroom, and Elinor believes to John.

Every polite utterance has factors that influenced. Based on the Brown and Levinson theory, there are two factors, Payoff and relevant circumstances (relative power, social distance and size of imposition). The influence factor of this conversation is social distance. Social distance can be seen as the relation between the speaker and listener. (status, age, sex, degree of intimacy, etc). Elinor uses polite utterance because the status of Mrs. Dashwood is as her mother.

Datum 8

Margaret	: Mama, there's someone coming!
Sir john	: Welcome to Devonshire. I cannot thank you enough for your
kindness	So, these your girls?
Mrs. Dashwood	: Yes. This is my eldest, Elinor. And Marianne, and my
	youngest, Margaret.
Sir John	:I dare say we'll find you all husbandsbefore the year's out.
	How's that?
	Why, whatever's the matter?What did I say?
Elinor	: My youngest sister is perhaps a little young for a husband,
	sir. Is she?
Sir John	: Yes, I suppose she is.

The conversation above happens when Sir John wanted to look for a husband for Elinor and her sisters. Sir John is a family of Mrs. Dashwood. He is a kind man. When Fany (john's wife) asked Mrs. Dashwood and her daughters to leave the house, Sir John offered Mrs. Dashwood to stay in his cottage, after Mrs. Dashwood moved

to his cottage, Sir John come to visit Mrs.Dashwood's family. Sir John said that he will look for a husband for Mrs. Dashwood daughters (Elinor, Marianne and Margaret). Elinor shocked to hear that, then she convinces Sir John that Margaret still young to has a husband. She used optimistic expression that show by the question tag expression “. Is she?”, because she wants Sir John really know that her sister, that Margaret is still young.

The positive politeness strategy are used by Elinor in the conversation above is **strategy 11 (be optimistic)** because the utterance above indicates optimistic expression through the question tag “is she”. Based on the theory of positive politeness strategy 11, presumptuous or optimistic expressions are one outcome of this strategy. So, the utterance above considered as positive politeness strategy 11.

Elinor uses polite utterance when talking with Sir John because of their social distance. Sir John is older than her, and also she does not know well about him. So, she must use polite utterances to avoid the FTA and maintain the positive face of Sir John.

Datum 9

Mrs. Dashwood	: With a fire in every room,it will soon be cheerful.
Elinor	: Well...I could light a fire...
Marianne	: I should think.
Mrs. Dashwood	: Can we really settle here, do you think?
Elinor	: Of course we can. We must.

The situation above happens when Elinor and her family move to a cottage. After they see the cottage, her mother feels sad because the condition of the cottage is small and dirty, so she feels not convince to stay there, but Elinor optimists and convinces her mother that they can live there.

The positive politeness strategy that used by Elinor in the conversation above is **strategy 11 (be optimistic)** because the utterance above indicates optimistic expression by Elinor. **Of course we can. We must.** It means that Elinor optimist that she can live in the small cottage and she wants to convince her mother that the condition of the cottage is not too bad.

The influence factor of polite utterance in the conversation above is social distance. Elinor uses polite utterance to maintain the positive face of Mrs. Dashwood because the status of Mrs. Dashwood is as her mother.

Datum 10

- | | |
|-----------------|---|
| Mrs. Jening | : What do you think, Brandon?
You know music? |
| Brandon | : Yes, erm, remarkable. |
| Marianne | : May I play now, Mama? Of course, my dear.
The more the merrier. |
| Colonel Brandon | : Your sister plays with extraordinary feeling for one so
young. |
| Elinor | : She would be grateful for your good opinion, I'm sure. |
| Colonel Brandon | : I once knew a young woman who played with that intensity
of feeling. |

The conversation above happens when Colonel Brandon and Elinor see Marianne's performs playing a piano. Colonel Brandon was very amazed with Marianne's playing, and then she said to Elinor that Marianne's playing was extraordinary. Elinor asked Colonel Brandon to say directly to Marianne that he likes Marianne's performance. Elinor optimists that Marianne will be grateful to hear that.

The positive politeness strategy that used by Elinor in the conversation above is **strategy 11 (be optimistic)** because the utterance above indicates optimistic expression of Elinor **"I'm sure"**. this statements means that Elinor sure Marianne will feel happy if Colonel Brandon conveys his approbation directly to her.

The influence factor of polite utterance that produced Elinor to Colonel Brandon is social distance. Elinor uses politeness strategies when talking with Colonel Brandon because Colonel Brandon is older than her, and also she does not know well about him. So that she use polite utterances to keep the Positive face of Colonel Brandon.

4.1.3 Strategy 12 (Include both speaker and hearer in the activity)

This strategy deals with the term inclusive "we" which means that "you" and "me", or n other word the speaker and hearer are involved in the same activity. The writer finds 3 utterances by Elinor that include this strategy. Those utterances are presented on datum 11, 12 and 13.

Datum 11

Margaret : I shan't speak to them when they come in.

Elinor : Yes, you will. **We shall all be on our best behaviour.**

The conversation above happens when Elinor with her mother and sisters prepare to welcome John's family coming to their house, but Margaret (her sister) dislike. So, she said that she will not talking to John and his family. Elinor convince Margaret that she may not to do it, she must welcome John with her best behavior, because now this house is him. Elinor says" ***We shall all be on our best behavior***" It means Elinor convinces to Margaret that they must accept john's family coming with friendly.

Elinor's way to construct positive politeness strategy in the conversation above by applying strategy 12 (include both speaker and hearer in the activity).

Elinor's utterance belongs to strategy 12 because it indicates the word "we" (speaker and hearer) that she uses. It indicates that they are in the same activity.

The influence factor of polite utterance that used by Elinor to Margaret is social distance. It is about the relation between the speaker and hearer, because the status of Elinor is an old sister of Margaret, and the intimacy between them very close. So, although Elinor doesn't express polite utterances like to her mother, the positive face of Margaret will not threatened.

Datum 12

Marianne : Why should I not have a horse?
 Elinor : Because we cannot afford to keep one.
 We have no money for stabling, for pasturing.
 You would need a servant to look after it,
 and another horse for the servant to ride.
 The whole notion is impossible!

Marianne : It is not! I am sure it could be done! Mamma, could it not?
 Mrs. Dashwood : It does seem a little harsh, Elinor.
 If we economised on something else...?

**Elinor : We economise on everything, Mamma.
 We can barely afford meat, and sugar, and tea!
 We are poor already.
 Do you want us to be destitute?**

Marianne : You have said enough!
 But it is very humiliating to have to refuse.

The conversation above happens when Mr. Willoughby gives a horse to Marianne, but Elinor disagrees. According to her if Marianne accepted the horse they cannot keep it. They don't have enough money to keep a horse., and she asserts with says **"Do you want us to be destitute?"** it indicates that Elinor, Mrs. Dashwood, Margaret and Marianne will be in the poor condition if Marianne accepted the horse from Mr. Willoughby.

The conversation above shows that Elinor employed positive politeness, **strategy 12 (include both the speaker and hearer)**. It is because she states the word **"us"** that is categorized as **"inclusive we"** in this strategy. Inclusive we itself is one of the criteria of strategy 12, so that this utterance belongs to strategy 12. The word

“us” that Elinor utters in conversation above is refers to Elinor and his family (her mother and two sisters, Marianne and Margaret) that they are in the same condition.

The influence factor is social distance. Elinor feels close to Marianne because the status of them is sisters. So, they have known each other very well. As a result sometimes Elinor does not employ polite utterance when she talks to Marianne or asks Marianne to do something, and the positive face of Marianne will not threatened.

Datum 13

Mrs. Dashwood : I think I know what this is. His aunt disapproves of his regard for Marianne, and has invented this business in town in order to get him away for a while. And being dependant on her, he has to agree.

Elinor : **Then why should he not have told us that?**
Mrs. Dashwood : Out of delicacy, not wishing to speak ill of his aunt.

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The situation of the conversation above is when willaughby goes to the town because of the duty from his aunt. Mrs. Dashwood thinks that his aunt disagree with the relationship between willaughby and Marianne, so her aunt tries to take away willaughby from Marianne. so that willaughby leaves Marianne. and Elinor said, if her mother’s guess is true, why willaughby does not say the truth.

The conversation above shows that Elinor employ positive politeness, **strategy 12 (include both the speaker and hearer)**. It is because she states the word “us” that is categorized as “inclusive we” in this strategy. Inclusive we itself is one of the criteria of strategy 12, so that this utterances belongs to strategy 12. The word

“us” that Elinor utters in conversation above is refers to Elinor and her mother, Mrs. Dashwood that they are in the same condition. They don’t know what is the factors willaughby leaves this town.

The influence factor of politeness in this conversation is social distance. Social distance can be seen as the relation between the speaker and listener. (status, age, sex, degree of intimacy, etc). Although Elinor has known Mrs. Dashwood very well and their intimacy very close, but Elinor must use polite utterance to Mrs. Dashwood, because the status of Mrs. Dashwood is as her mother.

4.1.4 Straegy 4 (Use in group identity markers /address forms)

In this strategy the solidarity of the people can be seen because they are approved as the same members of a group. In this case the approval identity of the members can be seen through address form, language or dialect, jargon or slang and ellipses that they use. The writer finds 2 utterances of this strategy that explains in datum 14 and 15.

Datum 14

Margaret : I'm tired. Why do people always make me go for walks with them?
Elinor : Because they love your company, my dear.

The conversation above happens when Mrs. Dahwood and Elinor go to willaughby’ house. Willaughbhy is a boy friend of Marianne, when they go there

Mrs. Dashwood and Elinor ask Margaret to join with them. Margaret feels fed up when she must accompany her sister, Elinor and her Mother to walk away. Elinor laughed then she said, because the people love you, so they want you to accompany wherever they go.

From the conversation above Elinor used strategy 4 **use in group identity markers (address forms)**. Address form used to convey such in-group membership include generic names and term of address like mate, buddy, honey, dear, and etc. and in the conversation above Elinor used the word “**dear**” that indicates this strategy.

The influence factor is social distance. Elinor and Margaret are sisters. Elinor is an old sister of Margaret. So, they have known each other very well. As a result sometimes Elinor does not employ polite utterance when she talks to Margaret or asks Margaret to do something.

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Datum 15

Elinor	: All your friends care for you, And it would be impossible to go tomorrow, we owe Mrs Jennings more than that.
Marianne	: Another few days, but I can't bear to stay in London longer.
Mrs. Jening	: How are you, my dear? Poor thing, she looks very bad. Charlotte is downstairs, it is all over town. He's to be a married to a Miss Grey with £50,000. Well, I wish with all my soul she'll plague his heart out.
Elinor	: Dear Marianne, exert yourself.
Marianne	: Happy Elinor, you have no idea of what I suffer!

The conversation above happens when Marianne sad knowing that Willaughby will marry with other women because Marianne very loves him and Elinor tries to amuse Marianne.

In the conversation above Elinor used strategy 4 **use in group identity markers (address forms)**. Address form used to convey such in-group membership include generic names and term of address like mate, buddy, honey, dear, and etc. and in the conversation above Elinor used the word “**dear**” that indicates this strategy.

The influence factor is social distance. Elinor feels close to Marianne because the status of them is sisters. So, they have known each other very well. So, sometimes Elinor does not employ polite utterance when she talks to Marianne or asks Marianne to do something, and the positive face of Marianne will not threatened.

4.1.5 Strategy 1 (notice, attend to hearer)

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This strategy the speaker should take notice or pay attantion to the hearer’s condition. The speaker should give a respons to the hearer’s condition, because by doing it, the hearer will know and realize that the speaker notices to his condition. In this research the writer just finds one utterance that includes this strategy. The utterance explains in the datum 16.

Datum16

Elinor	: Martha! Martha, what are you doing? Didn't you do them a week ago?
Martha	: Mrs John Dashwood's orders, miss. They're all to be done again with the gentlemen coming.

Elinor : **Those carpets are clean. Go and see to your work.**
Martha : Thank you, Miss Elinor.

The conversation above happens when Martha (Elinor's servant) cleans the carpet in the park. Elinor shocks why Martha cleans the carpet again, because she was do it a week ago and the carpet was not dirty. Martha said that Fany (john's wife) asks her to clean the carpet again. So, Elinor asks Martha to go and doing the other work that more important.

Elinor's way to construct positive politeness strategy in the conversation above by applying **strategy 1 (notice, attend to hearer)**. Elinor's utterance belongs to strategy 1 because it indicates the word "**Didn't you do them a week ago?**" it indicates Elinor notices that a week ago Martha cleaned the carpet.

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The conversation above Elinor uses relative power because the relation between Elinor and Marta is a boss to her servant. In this case the power of Elinor as a boss and Martha as a servant, so Elinor doesn't need to express very polite utterances to Martha when they are talking, and the positive face of Martha will not threatened.

4.1.6 Strategy 13 (Give or ask for reasons)

In this strategy the speaker explain the reason why she/he wants what he or she wants. It is related to the helping term that is a way for showing what helped is needed. The writer finds one utterance of this strategy that explains in datum 17.

Datum 17

Colonel Brondon : I think your sister has a surer technique.

Elinor : I will be glad to pass on your compliments.

But why should you not tell her yourself?

In the conversation above, Colonel Brandon conveys to Elinor that he was very love to hear Marianne playing a piano. Elinor replay by asks a question to Colonel Brandon, *why should you not tell her yourself?* because she wants Colonel Brandon to speak directly to Marianne that he was very exciting when Marianne playing a piano, and Elinor sure Marianne will feel happy to hear his compliments.

In that utterances Elinor asks question to Colonel brondon in which Colonel Brandon has to give respect of that question. By asking that question it can be drawn

that Elinor uses positive politeness strategy 13 (give or ask for reasons). The

situation of that conversation is when Colonel Brandon saw Marianne playing a piano, he was very amazed with her playing, and then she said to Marianne's sister that is Elinor that Marianne's playing was exciting and she has a surer technique. Then Elinor answer she was glad with Colonel brandon's compliments, and she asks to Colonel Brandon " But why should you not tell her yourself?.

The factor that influenced Elinor used polite utterance to Colonel Brandon is social distance. Elinor uses polite utterances because Colonel Brandon is older than her, and also she does not know well about him. So that she use polite utterances.

4.1.7 Strategy 15 Give gifts to the hearer (sympathy, understanding, and cooperation)

In this strategy, the speaker tries to satisfy the hearer's want by giving his/her something that he/she want, helping to solve her/his problem and understanding his/her situation. The writer just finds one utterance of this strategy that explains in datum 18.

Datum 18

Marianne : For I have learned to look on nature. Not as in the hour of thoughtless youth, but hearing oftentimes the still, sad music of humanity. Willoughby taught me that.

Elinor : Perhaps it would be easier if you tried not to think of him so much

The conversation above happened when Elinor and Marianne walking to the forest. In the street Marianne tell more about willaughby to Elinor. How a kind willaughby, what willaughby says to her and etc. Elinor response by giving an advice to Marianne that perhaps Marianne tried not to think about Willaughby so much.

The conversation above show that Elinor use **strategy 15 Give gifts to the hearer (sympathy, understanding, and cooperation)**. In this strategy Elinor gives an understanding to Marianne that she perhaps not to think about Willaughby so much, because she often talking about Willaughby anytime.

The influence factor is social distance. the intimacy between Elinor and Marianne very close because the status of them is sisters. So, they have known each other very well. As a result sometimes Elinor does not employ polite utterance when

she talks to Marianne or asks Marianne to do something, and the positive face of Marianne will not be threatened.

4.1.8 Strategy 2 (Exaggerate)

This strategy is used to show interest, approval and sympathy; the speaker can use exaggerated intonation, stress, or other aspects of prosody, such as really, for sure, exactly, and absolutely. The writer just finds one utterance of this strategy that explains in datum 19.

Datum 19

Mrs. Dashwood	: Oh, indeed I could, I think it is an excellent scheme.
Elinor	: I should prefer to stay in Devonshire.
Mrs. Dashwood	: Oh, what formidable obstacle is my dear Elinor now to bring forward?
Elinor	: Mamma? Do you really wish it?
Mrs. Dashwood	: I insist upon it.

The chronological order of this conversation is when Mrs. Jennings asks Elinor and Marianne to accompany her to go to London. Both of Marianne and Elinor were enthusiastic, but Elinor thinks her mother will not give a permission to go there. Actually her mother doesn't object to Mrs. Jennings's planning, and finally Elinor's mother lets her daughters to go to London.

The conversation above Elinor utters the statements that applied **strategy 2 Exaggerate (interest, approval, sympathy with the hearer)**. In this strategy the

speaker can use exaggerative intonation, stress, or other aspects of prosodic, such as really, exactly, and absolutely. The statement by Elinor that indicates this strategy is “Do you really wish it?” she said like that because she doesn’t suppose that her mother will let her go to London. She utters that utterances with exaggerate intonation, because she doesn’t suppose that her mother will let her go to London.

This conversation influenced by the factor social distance. Social distance can be seen as the relation between the speaker and listener. (status, age, sex, degree of intimacy, etc). Elinor uses polite utterance because the status of Mrs. Dashwood is as her mother.

4.1.9 Strategy 8 (Joke)

Joke is also useful in maintaining friendship. It is a way to share experience or knowledge through fun situation. “Joking is a basic positive politeness technique, for putting hearer ‘at ease’. The writer just finds one utterance of this strategy that explains in datum 20.

Datum 20

Marianne	: Elinor. Colonel Brandon has asked me to marry him.
Elinor	: And how did you answer him?
Marianne	: I said that I would. Don't be angry with me.
Elinor	: Why should I be angry with you?
Marianne	: Because I thought myself so much in love with Willoughby. Because I have given you so much grief and trouble. Because I shall be happy when you are unhappy.
Elinor:	Colonel Brandon is an excellent man, and we owe him a great deal. But you should not marry him out of gratitude.
Marianne	: I don't, Elinor.

My feelings for him have changed so much.
 I love him, Elinor.
 Elinor : Then I am very happy for you.
 Marianne : I wish you could be happy, too.
 Elinor : So do I.
 I must see if I can find myself a colonel, too!

The conversation above happens when Marianne tells to Elinor that she agree to marry with Colonel Brandon. Elinor very surprised hears about that, and Marianne hopes that Elinor will be happy too, and Elinor answer, of course she will look for a colonel too. Marianne laugh hear it. This is the part of Joke that was Elinor utters in this conversation. This conversation include **Strategy 8 joke**. Joke is also useful in maintaining friendship. It is a way to share experience or knowledge through fun situation. In this conversation Elinor used strategy Joke with Marianne.

The influence factor is social distance. Elinor feels close to Marianne because the status of them is sisters. So, they have known each other very well. As a result sometimes Elinor does not employ polite utterance when she talks to Marianne or asks Marianne to do something, and the positive face of Marianne will not threatened.

From the analysis above, the writers conclude that there are 9 types of positive politeness strategies that used by Elinor in sense and sensibility movie. They are: strategy 11. be optimistic, strategy 12 include both speaker and hearer in the activity, strategy 6 avoid disagreement, strategy 1 notice, strategy 13 give or ask for reason,

strategy 4 use in groups identity markers, strategy 2 exaggerate, strategy 8 joke and strategy 15 Give gifts to the hearer.

The strategies that Elinor doesn't applied in the movie are, strategy 3 Intensify interest to the hearer in the speaker's contribution, strategy 5 Seek agreement, strategy 7 Presuppose/ Raise/ assert common ground, strategy 9 Assert/ presuppose speaker's knowledge of and concern for hearer's intention, strategy 10 Offer, promise, strategy 14 Assume of assert reciprocity hearer (Sympathy, Understanding,, and Cooperation) The most factors that influence Elinor used politeness are social distance.

4.2 Discussion

This section discusses the finding of data analysis. In the Sense and sensibility movie 2008, there are 20 data of positive politeness strategy that was analyzed. After the writer analyzed the data, the writer finds some types of positive politeness strategy. They are: be optimistic, include both speaker and hearer in the activity, avoid disagreement, notice, give or ask for reason, use in group identity markers, exaggerate, joke and give gift to the hearer.

Based on the explanation above, there are some important points. The First, there are 9 strategies that used by Elinor in sense and sensibility movie. The strategies based on the finding on the types of positive politeness strategy, it is shown that strategy 6 avoid disagreement are dominant. It means that Elinor as an old daughter in

Dashwood family wants to minimize the FTA addressee when she delivers a disagreement and also Elinor usually uses the words to show “care” too. For example: *Dear Marianne, exert yourself!* She also uses polite expression in delivering command and Elinor delivers the command in a low situation. The second, the most factors that influence chosen polite strategies used by Elinor based on the Brown and Levinson theory is social distance. Social distance can be seen as the composite of psychologically real factors (status, age, sex, degree of intimacy, etc.) which together determine the overall degree of respectfulness within a given speech situation. It based on the symmetric relation between the speaker and the listener.

Moreover, there are different focuses in my research among other researches done before. In my research, the writer focuses on the types of positive politeness strategy and the factor that influence the use of politeness strategy. Furthermore, different from the previous that use talk show, I use movie as source of the data.

In addition, the writer tries to add another point of view about this study. 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. 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. On the other hand like in the qur'an surah Al Baqarah:263

قَوْلٌ مَعْرُوفٌ وَمَغْفِرَةٌ خَيْرٌ مِنْ صَدَقَةٍ يَتْبَعُهَا أَدَى وَاللَّهُ غَنِيٌّ حَلِيمٌ

Meaning: kind speech and forgiveness are better than charity followed by injury, and Allah is free of need and forbearing.

This ayah makes clear the logic of Islam due to the social values concerning the honor of people. Islam considers the value of the action of those who speak helpfully and leadingly with the needy people in order to protect them and keep their secrets hidden.

CHAPTER V

CONCLUSION AND SUGGESTION

A. CONCLUSION

After analyzing the data based on the research finding. The writer concludes that positive politeness strategy is an important thing for daily communication because by applying it, the message can be accepted by the hearer well. In this study, the writer analyzes twenty data. Based on the data that have been analyzed, the writer concludes that there are 9 strategies of positive politeness applied by Elinor in sense and sensibility movie. The strategies are be optimistic, include both speaker and hearer in the activity, avoid disagreement, notice, give or ask for reason, use in groups identity markers, exaggerate, joke and Give gift to the hearer.

After classifying the types of strategy, the writer describes the factor that influences the choice of strategies in the sense and sensibility movie. According to Brown and Levinson there are 2 factors that influence of choosing strategies. They are Payoff and circumstances (Social distance, relative power and size of imposition), the most factors that influence chosen polite strategies used by Elinor based on the Brown and Levinson theory is social distance.

The topic of politeness is not new in linguistics. Several years ago, in 2013 there are some studies about politeness strategies in University Airlangga, such us the studies from Duwi Porwita Sari entitled "*The politeness strategy used by The host of*

Empat mata to his female guest” and from Ika puspita wati entitled “*Politeness strategies used in the “Today’s Dialogue” talk show*” The similarities of this study with those previous studies, both of them used qualitative approach as the research design. This study and those previous studies are used theory of politeness strategies by Brown and Levinson.

The differences are, those previous studies used Talk show as source of the data. This study used movie as the source of the data. Those previous studies analyze using four categories of politeness; they are Bald on record, off record, negative politeness and positive politeness. This study just focuses on Positive politeness strategies. So, the types of Positive politeness will be explained clearly.

B. SUGGESTIONS

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Based on the analysis the researcher above, the researcher proposes some suggestions to the following parts:

1. To students

According to Brown and Levinson there are 15 strategies of positive politeness. In this thesis the researcher only finds 8 strategies of Positive politeness, and other strategies not found here. Although the writer does not find all of the strategies, the writers analyze the data clearly, include participants of the conversation and the situation of the conversation too. It is suggested to students that they must learn more about politeness strategies,

especially positive politeness. It is expected that the students can get more knowledge about how to deliver a message in communication by applying positive politeness strategies, and if the students use Positive Politeness strategies as their topic better the students find all off the strategies in their data.

2. To other researchers

Because this study is still limited to the types of positive politeness strategy, so, the writer suggested to other researchers to conduct their investigations in the similar field related to politeness strategies but on different objectives. A deep understanding on the strategy of positive politeness, such us strategy 1 notice, strategy 2 exaggerate and etc. and also the factors which influences the choice of strategy will give a deeper understanding about the positive politeness. These might be a good focus for future research.

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