

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 disagreement because their money do not enough to buy the house. Her mother feels sad to know that Elinor disagreement. 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 understand about her mother's wants, but her own opinion is contrary with her mother's.

