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

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.

Willaughby : 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.

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 heirs in Edward's ring.

Marianne sure that it is Elinor's hairs. The culture at that time, a man who asked

women's heirs its mean they are engaged, but although the heirs look like Elinor's,

Elinor never know that Edward's asks her heirs.

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 Edwars's ring look

like Elinor and Elinor feels too, but Elinor explain to Marianne although the heirs

look like her, Edward's never talks anything to Elinor about his feeling and never ask

Elinor's hair.

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. Jenings 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.

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 Mortonmay prove a stumbling

block.

Has Mrs Ferrars not settled itthat 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.

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 Fany (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 husbands before 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

friendly.

: 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" <u>We</u> shall all be on our best behavior" It means Elinor convinces to Margaret that they must accept john's family coming with

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. willaughby gives a horse to Marianne, but Elinor disagreement. 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 in the poor condition if Marianne accepted the horse from Mr. Willaughby.

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 utterances 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.

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.

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)

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.

Datum 16

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.

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 threatened.

4.1.8 Strategy 2 (Exaggerate)

This strategy used to Show interest, approval and sympathy, the speaker can

use exaggerative intonation, stress, or other aspect of prosedics, 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 of this conversation is when Mrs. Jening asks Elinor and

Marianne to accompany her to go London. Both of Marianne and Elinor was

enthusiastic, but Elinor thinks her mother will not give a permission to go there.

actually her mother doesn't objection with Mrs. Jening's planning, and finally

Elinor's mother lets her daughters to go 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.

<u>Datum 20</u>

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 myselfa 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

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.