

**POSITIVE POLITENESS STRATEGIES USED BY SOPHIE
AND ALBERTO KNOX IN SOPHIE'S WORLD FILM**

A THESIS

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DECLARATION

This thesis contains materials which have been accepted for the award of Sarjana degree of English Department Faculty of Humanities UIN Sunan Ampel Surabaya. To the best of my knowledge and belief, it contains no material previously published or written by other person except where due reference has been made in the text of the thesis.

Surabaya, July 2015

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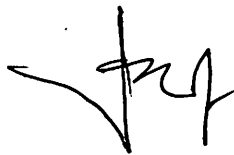
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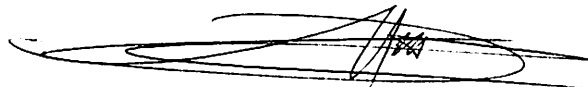


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ABSTRACT

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This research discusses about positive politeness strategies used by the characters, Sophie and Alberto Knox in "Sophie's World" film. The aims of this research are to find out the kinds of the positive politeness strategies that used by the characters, Sophie and Alberto Knox and the social factors influencing the characters to use those strategies in relation to Brown and Levinson's politeness strategy.

In analyzing data, the researcher used descriptive analysis with a qualitative approach because it is used to describe and explain the positive politeness phenomena in the "Sophie's World" film. The data of this research taken from a film entitled *Sophie's World* directed by Erik Gustasvon. The main theory to analyze the data taken from the book entitled *Politeness: Some Universals in Language Usage* by Penelope Brown and Stephen C. Levinson (1987).

As the results of this research, the researcher has found 47 data which contain positive politeness strategies. The most positive politeness strategies used by Sophie is Seek Agreement while Alberto is Include Both Speaker and Hearer in The Activity. The result shown that Sophie and Alberto Knox wanted to try to minimize the distance and make the hearer feel comfortable with them (minimize the FTA). Also there are three factors that influence the choice of using positive politeness strategies; they are power rating, social distance, and size of imposition.

The researcher hopes this research will be able to help the next researcher who conducts the research in the same field as the reference or comparison that might be relevant to the researched subject. It is suggested to further researchers to be able to investigate other objects which might contain positive politeness strategy and use another theory of politeness strategy.

Key words: FTA, Positive Politeness Strategies, Film

INTISARI

Penelitian ini membicarakan tentang strategi kesopanan positif yang digunakan oleh pemain, Sophie dan Alberto Knox di film “Sophie’s World”. Tujuan dari penelitian ini adalah untuk menemukan macam-macam strategi kesopanan positif yang digunakan oleh para pemain, Sophie dan Alberto Knox dan faktor sosial yang mempengaruhi para pemain dalam menggunakan strategi kesopanan menurut Brown dan Levinson.

Dalam menganalisis data, peneliti menggunakan analisis deskriptif dengan pendekatan kualitatif karena metode tersebut digunakan untuk mendeskripsikan dan menjelaskan fenomena kesopanan positif di film “Sophie’s World”. Data dalam penelitian ini diambil dari sebuah film berjudul “Sophie’s World” yang di sutradarai oleh Erick Gustavson. Teori utama yang digunakan untuk menganalisis data diambil dari buku yang berjudul *Politeness: Some Universals in Language Usage* karya Penelope Brown and Stephen C. Levinson (1987).

Hasil penelitian menunjukkan bahwa peneliti telah menemukan 47 data yang berisi strategi kesopanan positif. Strategi kesopanan positif yang paling banyak digunakan oleh Sophie adalah Seek Agreement sedangkan Alberto adalah Include Both Speaker and Hearer in The Activity. Hasilnya juga menunjukkan bahwa Sophie dan Alberto Knox ingin bersuara untuk memperkecil jarak dan membuat pendengar merasa nyaman dengan mereka (memperkecil FTA). Ada juga tiga faktor yang mempengaruhi penggunaan strategi kesopanan positif; mereka adalah power rating, social distance, dan size of imposition.

Peneliti berharap penelitian ini akan dapat membantu peneliti selanjutnya yang melakukan penelitian di bidang yang sama sebagai referensi atau perbandingan yang mungkin berhubungan dengan objek peneliti. Disarankan untuk peneliti selanjutnya untuk dapat meneliti objek-objek lainnya yang mungkin mengandung strategi kesopanan positif dan menggunakan teori strategi kesopanan yang lain.

Kata kunci: FTA, Strategi Kesopanan Positif, Film

CHAPTER I

INTRODUCTION

1.1 Background of The Study

Human beings are social creatures, and need a language to make easier in building a good communication with others. By the language, people can express their feeling, opinion, ambition, and etc. People in interacting with others need rules and attitudes, so that they can use the language appropriately and can maintain their good relationship with others. In society, there is one important rule and attitude to communicate with others and that is politeness.

Politeness is an important subject matter in a communication. Politeness is behaving in a way that attempts to take into account the feelings of the people being addressed (Brown and Levinson, 1987). Lakoff (1973) as cited in the journal "The Reflection of the Javanese Cultural Concepts in The Politeness of Javanese" (2010) stated that 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. In addition, according to Fraser (1990) in the journal "Perspective on Politeness" views that politeness as the implementation of conversational rights and obligations as speaker and hearer operate under the "terms and conditions of the conversational contract". Thus politeness is conceptualized as social interaction with the activation of interlocutors' psychological needs.

Politeness is used by people to ensure a smooth communication and harmonious interpersonal relationship in social communication. Politeness in communication is absolutely important to be able to establish relationship with others. It should be realized by everyone in forming good communication because the use of language can reflect the behavior or the attitude. Considering the phenomena above, the speaker should be able to produce the appropriate politeness strategy for being considered as a polite person.

People are being polite person to get the conversation run well and go smoothly, and to make their communication more acceptable. Being polite is trying to determine what the appropriate things to say to someone else are and what are not to. In fact, people will appreciate and respect someone and tend to build a relationship with him/her if he or she can speak in a polite way. However, mostly languages build their own politeness rule. This relates to the social and cultural values of the community. For example, Javanese people, before they speak to the others, they must decide on an appropriate speech style: *Ngoko*, *Krama Madya*, *Krama Inggil*. So, it can be concluded that politeness is used by people to make a smooth communication and to build equilibrium of relationship in a society. This supports by idea from Baresova (2008, p.24-25) that:

“... the language usage associated with smooth communication, realized 1) through the speaker’s use of intentional strategies to allow his or her message to be received favorably by the addressee, and 2) through the speaker’s choice of expression to conform to the expected and/or prescribed norms of speech appropriate to the contextual situation in individual speech communities.”

Politeness strategies are best expressed as the practical application of good manner in any circumstances of conversation. People use politeness strategies in order to get their conversation run well and go smoothly. That is why, politeness strategies are needed. Politeness strategies which are applied in communication also become an important thing in Islamic percept. It is stated in the holly Qur'an Surah Al-Isra': 53 as follows:

وَقُلْ لِعِبَادِي يَقُولُوا الَّتِي هِيَ أَحْسَنُ إِنَّ الشَّيْطَانَ يَنْزِعُ بَيْنَهُمْ إِنَّ
الشَّيْطَانَ كَانَ لِلْإِنْسَانِ عَدُوًّا مُبِينًا

And tell My servants to say that which is best. Indeed, Satan induces [dissension] among them. Indeed Satan is ever, to mankind, a clear enemy.

This verse indicates that Allah recommends our Prophet Muhammad SAW to say to us to speak well in daily communication. If they do not do this, syathan will incite them, and then deliver speech (unfavorable) into action, and there was damage, hostility and conflict. Good speech will show all of the wonderful temperament and righteous deeds, because who can control his tongue will be able to master all of his limbs. This will make the others satisfied by getting such a nice impression by our speaking in their heart. Because of that, in case of communication, the speakers will speak appropriately to have polite conversation. By speaking appropriately, we can minimize a face threat toward other people.

Politeness strategies are developed in order to save the hearer's "face".

According to Brown and Levinson (1987, p.61) face refers to the public self image that every member wants to claim for himself. In some cases we are supposed to avoid embarrassing the other person, or making them feel uncomfortable. Yule (1996, p.134) stated that face in pragmatics is public self image. It is the emotional and social sense of self that everyone has and expects everyone else to recognize. It means when we use politeness strategies we respect the public self image of person to whom we are talking. While according to Nwoye (1992) in the journal "Linguistic Politeness and Socio-cultural Variations of the notion of face", culture in Southeast Nigeria, face concerns one's public self-image and self-worth of his or her group. It means that politeness strategies is used to maintain the face of the group that is to act in conformity in social norms and refrain from bad behavior that will bring dishonor or shame to the group.

From the explanation above, we can see how important politeness strategies are in conversation; thus, we have to know how to use it in appropriate way. It should be realized by everyone informing good communication because the use of language can reflect the behavior or the attitude. Shortly, the goal of politeness is to make both speaker and hearer relaxed and comfortable and to avoid disagreement of conversation in order to keep social relationship well. Considering the importance of politeness strategy in communication and how to use it appropriately, the researcher is interested in conducting a research on politeness strategies especially on

positive politeness strategy proposed by Brown and Levinson's theory with a film as subject of research.

It is interesting to choose a film to be analyzed by using pragmatics studies on politeness strategies. According to Oxford dictionary, film is a cinema picture. Film tells stories which are typically defined as a series of events described in a sequence. Although it is fiction, most of the ideas come from our society. It is also possible that the phenomena of politeness will appear in the film because it reflects the real situation of the society.

In this occasion, the researcher analyzed "Sophie's World" film. As stated by Wikipedia.org Sophie's World (Sofies verden) is a 1999 Norwegian drama-adventure film directed by Erik Gustavson and screenwriter by Petter Skavlan. Released in 1999, Sophie's World film was the most expensive film to date in Norway. It is an adaptation of the novel of the same name by Jostein Gaarder. It won the Deutscher Jugendliteraturpreis in 1994. It is one of the most commercially successful Norwegian novels (best seller) outside of Norway. By 2011 the novel had been translated into fifty-nine languages, with over forty million copies in print. It is an interesting object to be analyzed. It tells about Sophie an ordinary Norwegian girl who receives some letters and a video tape on which Alberto Knox talks directly to her from Ancient Greece. They then start to meet at different occasions. Throughout the film, Alberto takes Sophie on an odyssey of the history of philosophy, from ancient Greece, over the Roman Empire, the Middle ages, the Renaissance, the Enlightenment, the Big Revolutions, and up to today.

Analysis of politeness strategy has attracted some researcher to doing research. There has been ample amount of research on politeness strategy in abroad (e.g., Noriko Kitamura, 2000; Hòa, 2010). However, analysis of politeness strategy has not been well specific. The other studies which have relation with politeness strategy in Indonesia (Mufidatul Ula, 2010 ; Luh Putu Ayu; Ani Septya Ningsih, 2007) are still far from clear about positive politeness strategy, they only analyze about politeness strategy from general perspective.

There were some reasons why the researcher chooses “Sophie’s World” film as the media in the research. *Firstly*, the researcher is very interested in Sophie’s World film because there is a history of philosophy in it. Jostein Gaarder (the writer of the novel) told the history of philosophy with creative, unique, and simple story. While watching, we can feel the dialogues between the characters are alive. So, we can understand clearly the history of philosophy through that film. *Secondly*, we can get many lessons from “Sophie’s World” film. It teaches us that life is not only considered about rational thinking but also irrational thinking. In Sophie’s World film, the audience was invited to get to know the background of the myths until the emergence of critical thinking from philosophers. *Lastly*, it is because the researcher is interested in the story especially with the language that is used by Sophie and Alberto Knox which contained positive politeness strategies. She would like to know how Sophie and Alberto Knox communicate with other actors and actress involved in it.

The researcher used “Sophie’s World” film as a media to be analyzed. This research aims to analyze how positive politeness strategies are used by Sophie and Alberto Knox in their utterances because these will show how the character asks the other characters to do something for them. Therefore, we will show how polite they are through their way in communicating with others.

Therefore, considering all the explanation above this research put the title “*Positive Politeness Strategies Used by Sophie and Alberto Knox in Sophie’s World Film*” to cover this phenomenon.

1.2 Statement of Problem

Based on the research background above, the researcher proposes two questions as follows:

1. What kind of positive politeness strategies are mostly used by Sophie and Alberto Knox in Sophie’s World film?
2. What are the social factors which influence Sophie and Alberto Knox using positive politeness strategies?

1.3 Objective of the Study

The objectives of this study are:

1. To describe kinds of positive politeness strategies mostly used by Sophie and Alberto Knox in Sophie’s World film

2. To explain the social factors influencing Sophie and Alberto Knox in Sophie's World film in using those strategies.

1.4 Significance of the Study

There are two kinds of significance in this study, those are:

1. *Theoretically*, the research is significant to provide further information for students on the use of positive politeness strategy and look its function in that film for those who are interested in the study of politeness strategy. Therefore, the research can help them deeper their understanding in study of positive politeness strategy. It also hope can contribute to the development of linguistics knowledge.

2. *Practically*, the concept of positive politeness strategies asserted in this research can give some information about positive politeness strategies insights, especially, how the types of positive politeness strategies are used in daily communication. Therefore, we can apply this strategy appropriately in order to maintain a good conversation to the others and make their conversation run in harmony.

1.5 Scope and Limitations

The scope of this research is especially focuses on utterance on the way positive politeness strategy used by Sophie and Alberto Knox in "Sophie's World" film.

There are four politeness strategies proposed by Brown and Levinson among them are bald on record, positive politeness, negative politeness, and off record. However, in this study, the researcher will limit the analyze focus in the positive politeness only which is focuses on fifteen types of positive politeness strategy, namely: notice, attend to the hearer (his interest, wants, needs, goods); exaggerate (interest, approval, sympathy with the hearer); intensify interest to the hearer; use in-group identity markers; seek agreement; avoid disagreement; presuppose/raise/assert common ground; joke; assert or presuppose the speaker's knowledge and concern for the hearer's wants; offer/promise; be optimistic; include both the speaker and the hearer in the activity; give (or ask for) reasons; assume or assert reciprocity; and give gifts to the hearer (goods, sympathy, understanding, cooperation).

1.6 Definition of the Key Terms

In order to avoid misinterpretation about the used of terms; it is important for the researcher to give the suitable meaning of the key terms.

Some terms are defined as follows:

1. Politeness strategies are kinds of communication strategies that emphasizes on the polite words in action. (Brown and Levinson)
2. Positive politeness strategy is a face saving acts which is concerned with the person's positive face which tends to show the solidarity.
3. Film is a social representation in which the characters are supposed to act on their social roles as if they are in the society.

CHAPTER II

LITERATURE REVIEW

This chapter consists of two parts. The first part is talking about the review that relate with theoretical framework. It consists all the theory that are used to answer the problem research. In this research, the researcher is going to find out the categories of positive politeness strategies used by Sophie and Alberto Knox in “Sophie’s World” film based on the theory of Politeness Strategies by Brown and Levinson (1987). The second part is the review of related studies which shows the previous studies about politeness strategies.

2.1 Theoretical Framework

The researcher presented the theories which would be used as basic theory for the analysis. It involves the theory of Politeness strategy, Positive Politeness Strategy, and Influencing Factors in Choosing Politeness Strategies by Brown and Levinson (1987). However, before the researcher discusses more about the theory of politeness strategies by Brown and Levinson that are used by the writer in her study, she will begin by explaining some of definitions that is related to the main theory. These definitions will help the researcher and readers understand more about the theory of politeness strategies.

2.1.1 Context

Context is an important aspect in interpreting the meaning of an utterance because if we want to know the utterance means, we have to know the context before. According to Leech (1983, p.13), context deals with relevant aspect of physical or social settings of an utterance. It is the background knowledge, which is shared by the speaker and the hearer in understanding their utterance. Therefore, context is central to an understanding of the relationship between what is said and what is understood in spoken and written.

Moreover, Malinowski as cited in Halliday and Hasan (1985, p.6) stated that there are two notions of context, context of situation and context of culture and both of these, be considered, were necessary for the adequate understanding of the text. Halliday and Hasan (1985, p.45) stated that context of situation is the situation in which a text is actually functioning. It is an environment of the text. We use this notion to explain why certain things have been said or written on this particular occasion. While, context of culture is the cultural background or the history behind the participants that give value to the text and constrain its interpretation. In order to understand the meaning of any utterance, one should know and understand the cultural background of the language. It can include the participants, or people who are involved in speech, time, social environment, political condition etc.

From the statement above, it can be concluded that context has functions to help the speaker and the hearer or the writer and the reader deliver and understand the meaning of utterance.

2.1.2 Politeness Strategy

Lakoff (1973) as cited in the journal “The Reflection of the Javanese Cultural Concepts in The Politeness of Javanese” (2010) argued that 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. Furthermore, Fraser (1990) defined politeness as a conversational contract. Conversational contract has a set of rights and obligations that participants must adhere to and can be negotiated and readjusted during a conversation. On the other hand, Mill (2003, p.6) stated that politeness is the expression of the speaker’s intention to mitigate face threats carried by certain face threatening acts toward another.

In communication, Yule (1996, p.134) defined that politeness is showing awareness of another person’s face. Face means public self-image of person. It means when we use politeness strategies we respect the public self-image of person to whom we are talking. Then a threat to a person’s face is termed a Face Threatening Act (FTA). Such act has the potential to damage the hearer’s positive face or hearer’s negative face. Politeness strategies are best expressed as the practical application of good manner in any circumstances of conversation. So, it can be concluded that politeness

strategies are strategies that are used to minimize or avoid the Face Threatening Acts (FTA) that a speaker makes.

2.1.3 Politeness Strategy: Brown and Levinson Theory

Politeness strategies are strategies that are used to minimize or avoid the Face Threatening Acts (FTA) that a speaker makes. According to Brown and Levinson (1987, p. 68) politeness strategies are developed in order to save the hearer's face. In communication, politeness can be defined as the means to show awareness of another person's face. Politeness strategies are developed for the main purpose of dealing with the FTAs in order to save the hearer's face and usually it is used to avoid embarrassing the others. According to Brown and Levinson (1987, p.92), there are four strategies for doing FTAs:

- a. Bald on record strategy: speaking in direct, clear, and unambiguous way.

For example, a bald on record strategy might be to tell your sister to clean the dishes "Do the dishes. It's your turn".

- b. Positive politeness strategy: this strategy attempts to minimize the threat to the hearers face. Quite often hedging and attempts to avoid conflict are used. For example, a positive politeness strategy might be the request "I know that you've been really busy lately, but could you do the dishes?"
- c. Negative politeness strategy: satisfying hearer's negative face by recognizing and respecting the addressee's negative face wants. Negative face is the desire to have freedom of action.

- d. Bald off record strategy: delivering the intention indirectly. For example, a speaker using the indirect strategy might merely say “Wow, it’s getting cold in here”.

2.1.3.1 Face

In discussing politeness strategy, face is the most important thing to be considered since it is needed into consideration for being polite to other people. Brown and Levinson (1987, p.61) stated that face is the public self-image that every member wants to claim for himself. Therefore, ‘face’ is something that is emotionally invested, and that can be lost, maintained, and constantly attended to interaction. In order to maintain face interaction, people cooperates each other. In this case the speaker’s concerns his or hearer’s negative face or cares of the positive face of the addressee by appreciating and approving the addressee’s self image.

According to Brown and Levinson (1987, p.61), face has two aspects, namely ‘positive’ and ‘negative’.

a. Negative face

Negative face is the desire to have freedom of action, freedom of imposition, and not to be impeded by others. Example: someone that intends to get education abroad does not want to be told to school in Indonesia (freedom of action)

b. Positive face

Positive face is the positive self image or the desire that his or her self image be appreciated and approved by interactions. Example: person who did a great decoration for the wedding party expects people to appreciate his or her work and give compliment to his or her decoration and not to criticize them.

2.1.3.2 Face of Threatening Acts

Paltridge (2006, p. 77) claimed that Face Threatening Acts are some acts 'threaten' a person's face. Brown and Levinson (1987, p.65) stated that these acts are divided into two, first is the act that threaten the addressee's negative face want. It means that speaker does not intend to disturb the freedom of action of hearer. This act includes orders, requests, suggestions, advice, threats, warnings, offers, promises, compliments, expressions of hatred, anger, and lust. Example of acts that threaten the negative face is asking someone to lend you some money. It is a threat to that person's negative face as you have imposed yourself on him, that his wants on to be free from being imposed has been ignored.

In addition, the second act is act that threatens the positive face want. It means that the speaker does not care about the addressee's feelings and wants. This acts includes: expression of disapproval, criticism, contempt or ridicule, complaints, accusations, insult, contradictions/disagreements, challenges, expression of violent, bringing of bad news or good news, etc. One of the

examples of positive face is when someone criticized someone else about something that he has done and said it roughly; it will give an impingement on his self-image. That criticism causes a threat to his positive face, which wants to be appreciated by everyone. Therefore, if we did or are about to threaten someone's positive or negative face but do not mean it, we need to minimize it by applying positive or negative politeness strategies by Brown and Levinson (1987).

In the communication, people will seek to avoid the face-threatening acts or will employ certain strategies to minimize the threat. The possible sets of strategies may be schematized exhaustively as in Figure 1. It shows the possible politeness strategies for doing FTAs (Face Threatening Acts).

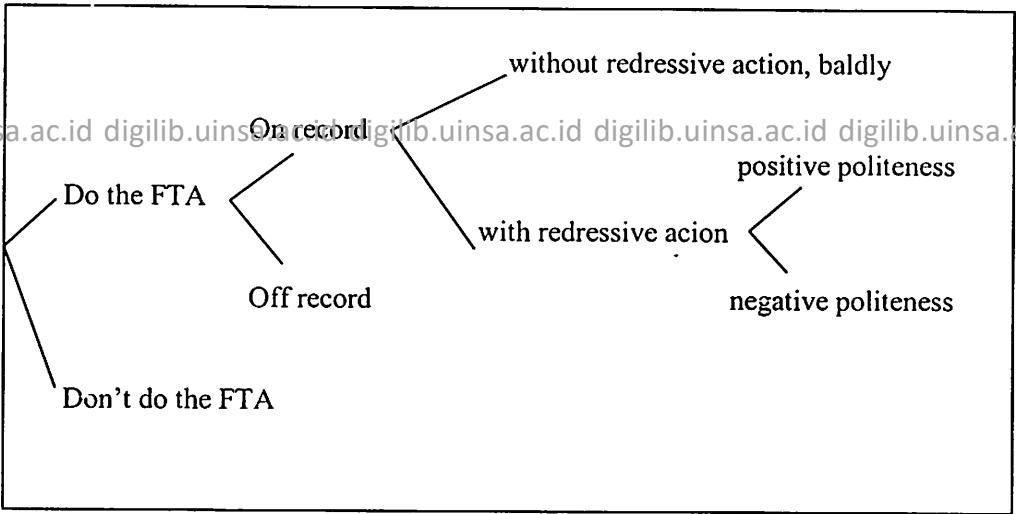


Figure 1. Brown and Levinson's politeness strategies.

The figure above shows that when a person chooses not to do anything or not to do FTA, that person does not need politeness strategies. On the

contrary, when she/he decides to do the FTA, there are conditions or rules of how to deal with the FTAs and those rules are politeness strategies. For that reason politeness strategies are developed for the main purpose dealing with FTAs, the four politeness strategies are: Bald on Record, Positive Politeness, Negative Politeness, and Bald off Record.

2.1.4 Positive Politeness Strategy: Brown and Levinson Theory

According to Brown and Levinson (1987, p.70) positive politeness is oriented toward the positive face of the hearer, the positive self-image that he claims for himself and his perennial desire that his wants (or the action/acquisition/values/resulting from them) should be thought of as desirable. Positive politeness is used to satisfy the positive face of the hearer by approving or including him as a friend or as a member of a group. Positive politeness utterances are not only used by the participants who have known each other fairly well, but also used as a kind of metaphorical extension of intimacy to imply common ground or to sharing of wants to limited extent between strangers. So, positive politeness is very useful to promote or maintain social relationship between the speaker and the hearer because it indicates solidarity. According to Brown and Levinson (1987, p.103), positive politeness strategy involves fifteen strategies, they are:

Strategy 1: Notice, attend to hearer (his interest, wants, needs, goods)

The speaker should take notice of aspects of hearer's condition (noticeable changes, remarkable possessions, anything which look as though H would want S to notice and approve of it).

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

Strategy 2: Exaggerate (interest, approval, sympathy with hearer)

This strategy is often conducted with exaggerate intonation, stress, and other aspects of prosodic, as well as with intensifying modifiers.

Example: What a fantastic garden you have!

Strategy 3: Intensify interest to the hearer

In this strategy, there is another way for the speaker to communicate to the hearer that he shares some of his wants to intensify the interest of his own (the speaker) contribution to the conversation, by making a good story. The speaker using a directly quoted speech and tag question or expression that bring H as participant into the conversation like, you know, see what I mean, etc.

Example: I came down the stairs, and what do you think I see? – a huge mess all over the place, the phone's off the hook and clothes are scattered all over...

Strategy 4: Use in-group identity markers

A strategy by using any of the innumerable ways to convey in-group membership, the speaker can implicitly claim the common ground with the hearer that is carried by that definition of the group. This strategy includes in-

group usages of address forms, use of in-group language or dialect, and use of jargon or slang.

Example: come here, honey!

Strategy 5: Seek agreement

Speaker finds a way to stress his/her agreement with Hearer to claim the common ground between them. It is usually used by raising the safe topics allows the speaker to stress his agreement with the hearer that the hearer's opinion is right. In addition, S also stresses his/her agreement by repeating part/all of what the entire preceding speaker has said.

Example: A: John went to London this weekend!

B: To London?

Strategy 6: Avoid disagreement

Avoiding disagreement divided into fourth. First is token agreement, means that in order to hide avoid or hide disagreement. Speaker pretends to agree by twisting his/her utterance.

Example: A: So is this permanent?

B : Yeah, it's 'permanent'- permanent until I get married.

Second is pseudo-agreement, it is found in the use of then as a conclusory marker. By using then, S is drawing a conclusion that seems he or she agrees with H.

Example: I'll meet you in front of the theatre just before 8.0, then.

Third is a white lie, S may do a white lie in order to avoid disagreement when S doing this S is saving H's face.

Example: in response to a request to borrow a radio, “oh, I can’t. The batteries are dead.

Forth is hedging opinions, means that S may choose to be vague about his own opinions, so as not to be seen to disagree.

Example: It’s really beautiful, in a way.

Strategy 7: Presuppose / rise / assert common ground

This strategy includes three ways among them are gossip or small talk, point of view operations and presupposition manipulation.

Example: Hi Joe! I see that your effort in working out pays. Now you look more fit and stronger. By the way Joe, can you lend me a hundred bucks?

Strategy 8: Joke

Jokes may be used as an exploitation of politeness strategies as well, in attempts to reduce the size of the FTA. Joke is a basic positive-politeness technique used to minimize an FTA of requesting.

Example: Ok if I tackle those cookies now?

How about lending me this old heap of junk? (H’s new Cadillac)

Strategy 9: Assert or presuppose speaker’s knowledge and concern for the hearer’s wants

This strategy is done by asserting or implying knowledge of hearer’s wants and willingness to fit one’s own wants with them.

Example: I know you can’t bear parties, but this one will really be good-do come! (request/offer)

Strategy 10: Offer, promise

Offer and promise can indicate that S and H are cooperators. The speaker may claim that whatever the hearer wants, the speaker will help to obtain the hearer's wants. Offers and promises are natural outcomes of choosing this strategy even if they are false. S may do this strategy to save H's positive face.

Example: I'll drop by sometime next week.

Strategy 11: Be optimistic

In this strategy, the S assumes that the H wants to do something for the S (or for the speaker and the hearer) and will help the S to obtain the goals because it will be in their mutual shared interest.

Example: Look, I'm sure you won't mind if I remind you to do the dishes tonight.

Strategy 12: Include both the speaker and the hearer in the activity

This strategy uses an inclusive 'we' form, when speaker really means 'you' or 'me'. An inclusive 'we' often use with the word let's. By doing this way, she/he shows her/his cooperation and then can redress the FTA.

Example: Let's get on with dinner, eh?

Strategy 13: Give (or ask for) reasons

In this strategy, the speaker including the hearer in the speaker's practical reasoning and assuming reflexivity that the hearer wants to the speaker's wants.

Example: Why not lend me your cottage for the weekend?

Strategy 14: Assume or assert reciprocity

In this strategy, the speaker may say, in effect, ‘I’ll do X for you if you do Y for me’, or ‘I did X for you last week, so you do Y for me this week’ (or *vice versa*). By this strategy, the speaker may soften his FTA by negating the face threatening aspect of speech act such as criticism or complaints.

Example: I’ll give you a candy if you can make a cake

Strategy 15: Give gifts to the hearer (goods, sympathy, understanding, cooperation)

The last strategy, the speaker may satisfy H’s positive face want by actually satisfying some of H’s wants. Hence we have the classic positive politeness action of gift giving, not only tangible gifts but also human relation wants such as admired, listened, understood, etc.

Example: I’m sorry to hear that.

2.1.5 Factors Influencing the Use of Politeness Strategy: Brown and Levinson Theory

Every person will have any special intention in doing anything whenever it will give him some advantages. However in doing the FTAs, there are some factors that can affect him to use the strategies that have been mentioned before. According to Brown and Levinson (1987, p.71) there are two factors that influence the speaker to employ positive politeness strategy. The factors are payoff and circumstances.

1. *Payoff: a priori considerations.*

The speaker employs the positive politeness strategy because they can get any advantages. The speaker can minimize the FTA by assuring the hearer that he likes the hearer and wants to fulfill the hearer's want. Thus, the hearer positive face is not threatened by the speaker because it can be seen for their mutual shares.

For example: "Let's get on for dinner."

2. *The Circumstances: Sociological variables*

The seriousness of an FTA is also influenced by the circumstances, sociological variables, and thus to a determination of the level of politeness. The assessment of the seriousness of an FTA involves the following factors in many and perhaps all cultures: 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. These types of power are most found in obviously hierarchical settings, such as courts, the military, workplace. It is based on the asymmetric relation between the speaker and the hearer. 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 hearer. 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.

c. Size of Imposition

Size of imposition (R) can be seen from the relative status between one-speech act 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 Film

A film is one of art words. In Oxford Dictionary, film is a cinema picture. It is the illusion of the reality in visual media. Film is social representation that is they derive their sounds and images, theme, and stories ultimately from their social environment. The study of film cannot be separated from the society. Allen and Gomery as cited in (Ani, 2007) stated that:

“Furthermore, however indirectly and obliquely, film are social representations. That is, they derive from images and sounds, themes, and stories ultimately from the social environment. In functional film, characters are given attitudes, gesture, statements, motivations and appearance that are in part at least, based on social roles, and on general notions about how policeman, factory worker, debutante, mother or husband is ‘supposed’ to be. (Allen and Gomery, 1993:158).”

“Sophie’s World” film is one of the film that represent the society at the time because it’s told about the history of philosophy from ancient Greece, over the Roman Empire, the Middle ages, the Renaissance, the Enlightenment, the Big Revolutions, and up to today. So, it can be concluded that a film is a social representation in which the characters are supposed to act on their social roles as if they are in the society. Briefly, a film is a visual medium that is assumed to be a reflection of real life. Film, commonly, reflect the situation in the society at the time and give many knowledge to the audience.

2.2.Previous Study

There were some researches discussing the politeness strategies previously. The first research is the analysis of politeness strategies written by Noriko Kitamura (2000) from the school of European, Asian, and Middle Eastern Languages and studies, University of Sidney by title “*Adapting Brown and Levinson’s Theory of Politeness to the Analysis of Casual Conversation*”. He analyzed a small segment of casual conversation in Japanese to show how Brown and Levinson’s theory of politeness can be adapted and applied in non-goal oriented interaction. He concludes that politeness phenomena can be

identified utilizing Brown and Levinson's theory not only in goal-oriented interaction, but also in non-goal oriented interaction.

It is different with this research. In this research, the researcher only focuses on positive politeness strategies based on Brown and Levinson not in the whole theory. The first previous research also has different object of the research. It analyzes a small segment of casual conversation in Japanese but the object of this research is film.

The second research is conducted by Hòa (2010) from Vietnam National University, Hanoi. She investigated "*Politeness Strategies in Cross-cultural Communication with Respect to Conversations Found in The Course Book Inside Out (Pre- Intermediate)*". The data analysis was conducted mainly in the light of the politeness theories by Brown & Levinson and Nguyen Quang. The results revealed that the frequency of positive and negative politeness strategies depended largely on the relationships between the speaker and the hearer.

It is different with this research. In this research, the researcher only focuses on positive politeness strategies based on Brown and Levinson not in the whole theory. The previous researchers also has different object of the research. It analyzes in cross cultural communication in the Course book but the object of this research is film.

The third previous research was conducted by Mufidatul Ula (2010) from UIN Malang which focuses on "*An Analysis of Negative Politeness Found in There is Something about Mary Movie*". She investigated about

negative politeness strategies based on Brown and Levinson theory applied by all the characters. She found that most of the characters used negative politeness strategies when they interact with others.

It is different with this research. In this research, the researcher only focuses on positive politeness strategies based on Brown and Levinson but in the third previous research, the researcher focuses on negative politeness strategies. The third previous research also has different object of the research. It analyzed “Something about Mary” Movie while this research analyzed “Sophie’s World” film. She also investigated the negative politeness strategies which are applied by all the characters while this research only focuses on the two main characters, Sophie and Alberto Knox.

The fourth research is Luh Putu Ayu Adhika Putri from Udayana University who emphasizes her study in “*Analysis of Politeness Strategies Used in Oprah Winfrey’s Talk Show with Ricky Martin as Guest Star*”. She analyzed kind of positive politeness strategies that are applied by the participants and some factors that influence the participants employ those strategies.

It is different with this research. In this research, the researcher only focuses on positive politeness strategies but in the fourth previous research, the researcher focuses in the whole theory of politeness strategies based on Brown and Levinson. The fourth previous research also has different object of the research. It analyzed Oprah Winfrey talk show while this research analyzed “Sophie’s World” film.

The last research is come from Ani Septya Ningsih (2007) from Sebelas Maret University studied about "*An Analysis of Positive Politeness Strategy in the film entitled In Good Company*". She analyzed kind of positive politeness strategy and factors influence all of the character employ those strategies. It was conducted to find what types of positive politeness strategy that occur most frequently.

The last research has same focus with this research. She also only focuses on positive politeness strategies based on Brown and Levinson. However, it has different object with this research. It analyzed "In Good Company" film while this research analyzed "Sophie's World" film. She also investigated the positive politeness strategies which were applied by all of the characters while this research only focuses on the two main characters, Sophie and Alberto Knox.

So, it can be concluded that the study about the positive politeness

strategies which is focused on the positive politeness strategies in "Sophie's World" film is never done by researchers on which the present study is focused. It seems to be a new research in linguistic field.

CHAPTER III

METHOD OF THE STUDY

This chapter explained the methods that the writer used in her research. The research method involves some important aspects that complete the research. They are research approach and technique of data collection which consists of the source of data, instrument of the research, data collection and technique of data analysis. The method is used by the researcher to help her achieve the objectives in her research.

3.1. Research Approach

The researcher used descriptive qualitative approach in this research. It means that this research employs the descriptive and qualitative method of analysis. Descriptive method belongs to qualitative approach that was defined as a research that presents the descriptive data in the form of written or oral words of people and behavior which can be observed. According to Litosseliti (2010, p.51) qualitative research is concerned with structures and patterns and *how* something is.

From the explanation above, it can be pointed out that in a descriptive qualitative research, the researcher just collects the data, classifies them, then makes the interpretation on data, and at last, the researcher draws conclusion

based on the data analyzed. By using descriptive method, the researcher tries to describe the facts concerning the object of the research, namely the positive politeness strategy.

This research used qualitative research because of some factors. Firstly, the data gained are the utterances of the character in “Sophie’s World” film that take the form of words and sentences rather than numbers. Secondly, the hypothesis is not formulated in the beginning of the research since the research merely describes the positive politeness used in “Sophie’s World” film.

However, although this study is qualitative in nature, quantifications were also needed in order to support the qualitative findings in revealing the percentage of positive politeness strategies used by Sophie and Alberto Knox to explain phenomena. Therefore, based on these, this research concerned positive politeness strategies used by both of the characters, Sophie and

Alberto Knox in “Sophie’s World” film.

3.2. Technique of Data Collection

3.2.1. Data and Source of Data

In conducting this research, the researcher used the film entitled “Sophie’s World” directed by Erick Gustavson and the transcript of the film as the source of the data. It is categorized into drama-fantasy movie based on the “Sophie’s World” novel by Jostein Gaarder. The researcher chose this film because released in 1999, “Sophie’s World” film was the most expensive film

to date in Norway. Not only that, the characters of the film also employed many kinds of positive politeness strategies. Besides, the characters represent the people in real life, the social and situational contexts are like in the characters in the real world. The data in this research are Sophie and Alberto Knox's utterances.

3.2.2. Instrument of The Research

Instrument in a research is facility used by the researcher to collect the data so the research can be conducted easier, and the result can be more accurate, complete and systematic. In a qualitative research, instrument of the research is the researcher herself. Because the researcher will get the data without spending more time for analyzing and considered more efficient.

The key instrument of this research is the researcher herself because it is impossible to interview and investigate the data (script) directly without any interpretation from the researcher herself. However, in conduction the research, the researcher herself needs some supporting instruments such as computer and transcript. Computer is used to display the picture and to focus on particular scenes of the film entitled "Sophie's World". While script also important source to analyzed "Sophie's World" film, besides hearing the movie dialogue. Script will be used to find a kind type and function of positive politeness strategy in their dialogues.

3.2.3. Data Collection

Research procedure function is used to set up the direction in conducting the research. This research is conducted in the following steps: Firstly, the researcher collected the data by searching the YouTube website. Secondly, the researcher watched the movie several times in order to understand the idea of the film. Thirdly, the researcher wrote the script directly that was taken from the film. To collect the data, the researcher read the script many times first and comprehends it until she really understood about the aspect of the script. Next, the researcher focused and started to code on the positive politeness strategies which is used by Sophie and Alberto Knox. After all the data was collected, the researcher identifying the data into fifteen types of positive politeness strategy. Finally, the researcher divided them into the factors that influence the choice of positive politeness strategy.

3.3 Technique of Data Analysis

The data analyzing technique of this research was descriptive analysis. According to Wray and Bloomer (1998, p.7-13), in analyzing the data using descriptive method, it needed identifying, classifying, analyzing, and drawing a conclusion. Related to this explanation, the researcher took several steps, as follows:

- a. Finding and explaining the context of the utterance to know what the character, Sophie and Alberto Knox in “Sophie’s World” film means by

their utterance such as explaining the situations, the speakers, the addressee and what the speakers meant by saying the utterance.

- b. Classifying the utterance of those two characters, Sophie and Alberto Knox into fifteen types of positive politeness strategy, they are notice, attend to the hearer (his interest, wants, needs, goods); exaggerate (interest, approval, sympathy with the hearer); intensify interest to the hearer; use in-group identity markers; seek agreement; avoid disagreement; presuppose/raise/assert common ground; joke; assert or presuppose the speaker’s knowledge and concern for the hearer’s wants; offer/promise; be optimistic; include both the speaker and the hearer in the activity; give (or ask for) reasons; assume or assert reciprocity; and give gifts to the hearer (goods, sympathy, understanding, cooperation). The result of Sophie and Alberto Knox positive politeness strategies will be put in the table based on the scenes and classifies which utterances would match each strategy, as follows:

No	Strategy	Utterance	Scene

- d. Analyzing and describing the utterance based on the used strategies.
- e. Next, analyzing the social factors influencing the character, Sophie and Alberto Knox employed the positive politeness strategy based on Brown

and Levinson’s politeness scale. In the table below presents the example of the social factors influencing for using positive politeness strategy.

Addresses	Utterance	Situation (payoff)	Circumstances

- f. The next step after identifying and classifying is quantification the features. It was needed to discover the frequency and the percentage of type of positive politeness strategies mostly used by the characters, Sophie and Alberto Knox. To account the percentage, the researcher used the following formulae:

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$$\frac{\text{Number of occurrence of each strategy}}{\text{Number of occurrence of total strategies}} \times 100\%$$

Then the researcher put the percentage in the table as follows:

No	Strategy	Frequency	Percentage
1.	Notice, attend to hearer’s wants (his interest, wants, needs, goods)		
2.	Exaggerate (interest, approval, sympathy with hearer)		
3.	Intensify interest to the hearer		
4.	Use in-group identity markers		
5.	Seek agreement		
6.	Avoid disagreement		
7.	Presuppose / rise / assert common		

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	ground		
8.	Joke		
9.	Assert or presuppose speaker's knowledge and concern for the hearer's wants		
10.	Offer, promise		
11.	Be optimistic		
12.	Include both the speaker and the hearer in the activity		
13.	Give (or ask for) reasons		
14.	Assume or assert reciprocity		
15.	Give gifts to the hearer (goods, sympathy, understanding, cooperation)		
TOTAL			

- g. Finally, the result of this research is used to draw a conclusion to answer the problems proposed and proposed some suggestions for future studies in the same areas.

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CHAPTER IV

FINDING AND DISCUSSION

The aims of the study are to show the kinds of positive politeness strategies used by the two characters and to describe the factors influencing the two characters to use those strategies in the film entitled “Sophie’s World”. This chapter covers the analysis and the result of the study. The researcher analyzes the data after it were collected. The researcher tried to find out what positive politeness strategies are frequently used by Sophie and Alberto Knox and the factor influencing in “Sophie’s World” film.

After the researcher has collected and analyzed the data from the conversation between Sophie and Alberto Knox, the researcher found that they only use some of the positive politeness strategies as suggested by Brown and Levinson when they have conversation with other. It shows that Sophie and Alberto Knox try to reduce the social distance between them.

From the film entitled “Sophie’s World”, the researcher found 47 data containing 15 strategies of positive politeness which is used by both of the characters, Sophie and Alberto Knox. However, the numbers of the data analyzed are 22 data. These data were selected as the wholeness of the conversation of which its selection was intended to gain a clear description of the conversational context and make the readers get more specific explanation,

but the others analysis can be seen in appendix. The data are shown in the discussion below.

4.1. The Positive Politeness Strategies

From the tables below, we can see the number of occurrences as well as the percentage of the positive politeness strategies used by Sophie and Alberto Knox when they are having conversation with all of the characters.

Table 4.1. Findings (The Summary of the Frequency of Types of Positive Politeness Strategies Used by Sophie and Alberto Knox)

No	Strategy	The Characters			
		Sophie		Alberto Knox	
		Frequency	Percentage	Frequency	Percentage
1.	Notice, attend to hearer (his interest, wants, needs, goods)	3	9%	-	-
2.	Exaggerate (interest, approval, sympathy with hearer)	3	9%	1	8%
3.	Intensify interest to the hearer	4	12%	2	15%
4.	Use in-group identity markers	-	-	-	-
5.	Seek agreement	13	38%	2	15%
6.	Avoid disagreement	1	3%	-	-
7.	Presuppose / rise / assert common ground	1	3%	1	8%
8.	Joke	-	-	-	-
9.	Assert or presuppose speaker's	-	-	-	-

	knowledge and concern for the hearer's wants				
10.	Offer, promise	-	-	1	8%
11.	Be optimistic	1	3%	1	8%
12.	Include both speaker and hearer in the activity	2	6%	5	38%
13.	Give (or ask for) reasons	3	9%	-	-
14.	Assume or assert reciprocity	2	6%	-	-
15.	Give gifts to hearer (goods, sympathy, understanding, cooperation)	1	3%	-	-
TOTAL		34			

From the table of classification, it can be concluded that there are many positive politeness strategies used by Sophie. They are Notice, attend to hearer (his interest, wants, needs, goods), Exaggerate (interest, approval, sympathy with hearer), Intensify interest to the hearer, Seek agreement, Avoid disagreement, Presuppose/rise/ assert common ground, Be optimistic, Include both speaker and hearer in the activity, Give (or ask for) reasons, Assume or assert reciprocity, Give gifts to hearer (goods, sympathy, understanding, cooperation). However, the dominant of positive politeness strategies used by Sophie is Seek Agreement (38%). It is indicated that the speaker repeated the part or whole the previous utterance spoken by the addressee. The repetition of the previous utterance shows that the speaker pays attention to the hearer.

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Hence, the hearer's positive face is fulfilled because the speaker has appreciated him.

From the same table above, there are many positive politeness strategies also used by Alberto Knox. They are Exaggerate (interest, approval, sympathy with hearer), Intensify interest to hearer, Seek agreement, Presuppose / rise / assert common ground, Offer/promise, Be optimistic, Include both speaker and hearer in the activity. However, the dominant of positive politeness strategies used by Alberto Knox are Include Both Speaker and Hearer (43%). Alberto wanted to include the addressee and himself equally as participants in or as benefiter from the request or offer. The fulfillment of this strategy uses inclusive 'we' form, when the speaker really means 'you' or 'me' so that he can call upon the cooperative assumptions and thereby redress the FTA.

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However from the entire table, we also can see that Sophie and Alberto Knox also used other strategies when they are conversing to other character but it is not as much as Seek Agreement and Include Both Speaker and Hearer in the Activity strategy.

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Table 4.2 The Summary of the Frequency of Social Factors which Influence of Positive Politeness Strategies Used by Sophie and Alberto Knox

Social Factors of Positive Politeness Strategies	The Characters			
	Sophie		Alberto Knox	
	Frequency	Percentage	Frequency	Percentage
Situation (payoff)	34	100%	13	100%
Relative Power (P)	3	9%	3	9%
Social Distance (D)	29	85%	11	85%
Size of Imposition (R)	9	26%	2	15%
Total	75		29	

Table 4.3 showed that Sophie gets influence when she used positive politeness strategies. More detailed, the dominant of the social factors which influence Sophie is “Situation (payoff)” (100 %). The second was “Social Distance” (85%), the third was “Size of Imposition (R)” (26%). “Relative Power (P)” (9%) reached the fourth rank.

From the same table, it was also clear that Alberto Knox gets influence when he used positive politeness strategies. More detailed, the dominant of the social factors which influence Alberto Knox is “Situation (payoff)” (100 %). The second was “Social Distance” (85%), the third was “Size of Imposition (R)” (15%). “Relative Power (P)” (9%) reached the fourth rank.

The result shows that Sophie and Alberto Knox wanted to try to minimize the distance and make the hearer feel comfortable with them (minimize the FTA). Each strategy is used in a difference proportion by both of them. This may happen because of several reasons and the researcher will

discuss the reason based on the used strategy by Sophie and Alberto Knox that are presented in the discussion below.

4.1.1. Sophie's Positive Politeness Strategies

Sophie uses some of Positive Politeness Strategies to all of the character because she wants to build a good relationship with them. Even though Sophie is still young but she tries to employ polite utterance if conversing with other, especially when she shares her philosophies knowledge to the people around her. She also uses many positive politeness strategies when conversing with Alberto because she just knows him and Alberto is Sophie's philosophy teacher indirectly. Thus, she continues her interest in him by using positive politeness strategy as her strategy to show her good intention to Alberto.

In this matter, she shows her interest to her by talking about something related to her, paying attention, giving sympathy and other efforts to make him feel comfortable. This may happen because Sophie wants to minimize the distance between them by expressing friendliness to be respected. In this case, as mentioned before that Positive Politeness can minimize the distance as it helps the addressee to claim solidarity and common ground with the hearer that can bring them closer. From these examples we can see the Positive Politeness Strategies that are used by Sophie.

1. Datum 1 (Strategy 6, Avoid disagreement-Hedging Opinion)

Jorunn : They go south every winter. That's very intelligent.

Sophie : That's instinct, Jorunn. Only humans can think.

Jorunn : How cool to be a bird and soar and see s from above.

Data Interpretation

The conversation takes place at the roof. The participants are Sophie and Jorunn. They are close friend. They talk about something serious. Jorunn wants to know what birds think of human. She is also very amazed with birds because they can go south every winter. However, Sophie disagrees with Jorunn's opinion. She confutes Jorunn's opinion with polite utterance. Listen that, Sophie tries to say something vague about her own opinions in the sentence "that's instinct, Jorunn. Only humans can think". In that sentence, she shows her disagreement about Jorunn's opinion by using hedging opinion.

It can be seen that Sophie tries to satisfy Jorunn's positive face. Event though Sophie disagree with Jorunn's statement but she want to satisfy Jorunn's positive face. She does not want to make a trouble with her and want her to feel comfort with her statement, therefore she saves her face. Thus the researcher concluded that in the sentence, Sophie uses positive politeness strategy 6, that is avoid disagreement by using hedging opinion.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie wants to minimize the FTA from Jorunn's speech in some respect as friend. She could minimize the treat by assuring Jorunn that only human can think because they have instinct. The second is social distance between the participants. They are close friend. They also have similar in

terms of age or sex. In order to keep the relationship, Sophie responds to Jorunn in a polite way by hedging his opinions although she disagrees with Jorunn's opinion.

2. Datum 2 (Strategy 3, Intensify Interest to Hearer)

Jorunn: How cool to be a bird and soar and see us from above.

Sophie: Do you know how big outer space is? Infinite. It's infinite.

Jorunn. Nobody knows how big it is. There's so much we'll never know

Data Interpretation

The conversation is said by Sophie and Jorunn. The conversation takes place at the roof. They are close friend. They talk about something serious. Sophie tells that space is so big. However, Jorunn doesn't care with Sophie's speech because she is busy with her own imagination and she also doesn't know about it. The word "do you know" is used to intensify interest to H as participant in a conversation. Sophie wants Jorunn know that the space is so big and nobody knows how big it is, though in fact Jorunn absolutely doesn't care what Sophie meant.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie employs this strategy to pay respect from Jorunn. The second is circumstances. The social distance between the participants shows that their relationship is very close and known each other well, so it makes Sophie easy to employs this strategy. The size of imposition shows that Sophie must employ polite utterance because the situation is different as usual. Sophie tells about something serious and scientific to Jorunn.

3. Datum 3 (Strategy 1, notice: attend to H (his interest, wants, needs, and goods))

Sophie's mother : I found the book at last.

Sophie : Nice. What is it?

Sophie's mother : The 1932 edition. My first Latin Thesaurus. The one I inherited.

Data Interpretation

The conversation is takes place in the dining room. The participants are Sophie and her mother. She is a career woman. Sophie is the only one daughter that she has. Sophie cooks in the kitchen while her mother is busy look for something. Suddenly, her mother shouts that she finds the book that she has looked for up till now, her first Latin Thesaurus. Knowing that, Sophie feels happy. She shows her interest by saying "Nice. What is it?". Sophie has satisfied the hearer's (mother) positive face. Sophie understands her mother's condition, and then she tries to show her interest by saying "Nice. What is it?" Sophie knows that her mother have looked for the book so long because she need the book so much. It indicates that she show her anxiety and notices her mother condition. Thus, mother feels happy because her daughter cared with her.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie wants to satisfy her mother's positive face. The second is power rating. Although they are mother and daughter but they still have a distance between them. In order to minimize the distance, Sophie tries

to employ this strategy by noticing Sophie's mother condition. Thus, she feels better because her positive wants has been approved of by his notice. So they can get closer. The situation of the conversation is informal since it happens in their house.

4. Datum 4 (Strategy 14, Assume or Assert Reciprocity)

Sophie's mother : I'll be late. Open up!
 Sophie : I'll open when I've found out where the world comes from.
 Sophie's mother : You'll be fourteen in a couple of days.

Data Interpretation

The participants are Sophie and her mother. It happens in front of the toilet in the Sophie's house. Sophie is in the bathroom. She doesn't do anything. She only talks with the mirror and it spends many times. Her mother asks her to open the toilet because she wants to use it too. However Sophie answers her mother's ask by saying "I'll open when I've found out where the word comes from". This expression uses positive politeness strategy: assume or assert reciprocity in order to give existence of cooperation between S and H. By this strategy, Sophie may soften her FTA by negating the debt aspect and the face threatening acts such request her mother to cooperate with her. Sophie has save her mother's positive face by pointing reciprocal rights to her mother.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie wants to minimize the FTA by assuring her mother

that she considers herself to be the same kind, that he wants his wants. The second is social distance. They get closer because they have known each other, thus they can cooperate each other.

5. Datum 5 (Strategy 5, Seek Agreement)

Sophie's mother : Sophie! Can you hear me? Get rid of the dog. You know that I'm afraid of dogs! Hurry! You know I hate the dogs.

Sophie : A dog?

Data Interpretation

The conversation still takes place in Sophie's house. The participants are Sophie and her mother. The conversation above shows that Sophie employs positive politeness strategy 5, namely Seek Agreement. Sophie's mother is shock when there is a dog in her house. She screams and calls Sophie to drive out the dog. Sophie who has conversation with someone by phone takes a notice to what mother's said. To seek agreement, she shows her attention to her by asking "A dog?" She repeats the part of her preceding utterances in the conversation. In addition to demonstrate that she has heard correctly what mother's said, she emphasizes agreement with the utterance. She has fulfilled Mother's positive face.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. She wants to satisfy mother's positive face by assuring her that she wants to fulfill her mother's want. The second is circumstances. The social distance between the participants show that Sophie and her mother are

close each other. In order to respect her as her mother, Sophie seeks agreement by repeating her utterance. It can minimize the distance. The size of imposition influences this employment because at the time there is a danger and Sophie is in her room so that she must seek agreement with what her mother said.

6. Datum 8 (Strategy 5, Seek Agreement)

Mr. Jacobsen : And what about the syntax, Sophie?

Sophie : The syntax? Good.

Data Interpretation

The conversation takes place in Sophie's school. The participants are Sophie and her teacher. The conversation above shows that Sophie employs positive politeness strategy 5, namely Seek Agreement. Sophie's teacher asks a question to Sophie. Sophie is shock with it because she is very busy with her own world. To seek agreement, she shows her attention to him by asking "The syntax?" She repeats the part of her preceding utterances in the conversation. In addition to demonstrate that she has heard correctly what her teacher's said, she emphasizes agreement with the utterance. She has fulfilled her teacher's positive face.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. She wants to satisfy her teacher's positive face by assuring him that she wants to fulfill her teacher's want. The second is power rating. They are a teacher and a student so they have a distance between them. In

order to minimize the distance, Sophie tries to employ this strategy by repeating his utterance. It can minimize the distance.

7. Datum 10 (Strategy 5, Seek Agreement)

Alberto: Think about the flowers. First they're buds, and then they wither.

Animals can feel hunger and thirst, but only man can

Sophie: Philosophize?

Data Interpretation

The conversation takes place in Alberto's house. The participants are Sophie and Alberto. Alberto explains about Aristotle's thought to Sophie. Alberto explains about Aristotle's thought to Sophie. He tells about plants, animals, and human beings. He asks Sophie to think about that and tries to look for the main idea of it. To seek agreement, she shows her attention to him by asking "Philosophize?" In addition to demonstrate that she has heard correctly what Alberto's said, she emphasizes agreement with the utterance. She has fulfilled Alberto's positive face.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. She wants to satisfy Alberto's positive face by assuring him that she wants to fulfill Alberto's want. The second is circumstances. The social distance between the participants show that Sophie and Alberto are close each other. In order to respect him as her teacher and friend, Sophie seeks agreement by answering his question using a question tag. It can minimize the distance.

8. Datum 7 (Strategy 7, Presuppose/raise/assert common ground)

Sophie's mother : You are Sophie Amundsen!

Sophie : And who is that? My name is Sophie and I'm nearly fifteen. But I must be more than a body and a name. Don't you ever wonder who you really are?

Data Interpretation

The participants in this conversation are Sophie and her mother. It takes place in the Sophie's room when her mother asks to Sophie about the letter that Sophie got. Her mother wants to know more about it and she tries to ask about the sender. However, Sophie changes the topic of the conversation. She asks her mother who really she is and her mother answer that she is Sophie Amundsen and she is nearly fifteen but she wants get scientific answer from her mother. She also asks another question to her mother by asking "Don't you ever wonder who you really are?" The question indicates that Sophie employs Presuppose knowledge of H's wants and attitudes, strategy 7 because she uses negative questions, which presume 'yes' as an answer. In this case, Sophie safes her mother's positive face. She respects and appreciates her as her mother.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie wants to minimize her mother's positive face by using polite utterance. Thus, her mother will be comfortable and it can influence their conversation. The second is circumstances. The social distance between the participants show that Sophie and her mother are close each other. The power rating between the participants is different. In order to respect her

as her mother, Sophie uses negative question. It can minimize the distance. The size of imposition influences this employment because at the time Sophie wants to get scientific answer about her question from her mother so that she should employed polite utterance by using negative question.

9. Datum 9 (Strategy 13, Give or ask for Reason)

- Alberto : Exactly. And just like sculpture inside the marble.
 Aristotle meant that all things in nature have the potential to assume a certain form. Aristotle divided the world into different substances. Dead things and living things.
- Sophie : Why do you hide?
- Alberto : Plants, animals, and human beings.

Data Interpretation

The participants in this conversation are Sophie and Alberto. Alberto is Sophie's philosophy teacher indirectly. The conversation takes place in Alberto's house when he invites Sophie come to his house. Sophie is in the big house to meet Alberto. Suddenly she hears an Alberto's noise. He tells about sculpture (Aristotle's thinking) to Sophie. However, he does not show his self. Sophie is so confuse look for where Alberto is. She shouts to him by saying "Why do you hide?" By saying that, she uses strategy 13, namely ask for reason. It is simply appropriate choice to fulfill Sophie's want to make Alberto cooperatively show her self to Sophie.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie wants to minimize the FTA by assuring him that she likes Alberto. The second is the circumstances. The power rating shows

that they have different statues. They are the philosophy teacher and the receiver. Consequently Sophie must be polite to Alberto as the philosophy when she ask a reason.

10. Datum 12 (Strategy 3, Intensify Interest to Hearer)

Sophie to Jorunn: *You know Aristotle ... he meant that all things in nature have a potential possibility to assume a certain form.*

Jorunn : Sorry, but I don't know Latin.

Data Interpretation

The conversation is said by Sophie and Jorunn. It happens in the Jorunn's house when Sophie comes to Jorunn's house. Sophie tells about Aristotle to her. However, she doesn't care with Sophie's speech because she gets busy to make a tattoo in her stomach and she also doesn't know about it.

Sophie wants Jorunn know that Aristotle think that all things in nature have a potential possibility, though in fact Jorunn absolutely doesn't know what

Sophie meant. The word "you know" which is used by Sophie is intensify interest to H as participant in a conversation.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. Sophie employs this strategy to pay respect from Jorunn. The second is circumstances. The social distance between the participants shows that their relationship is very close and known each other well, so it makes Sophie easy to employs this strategy. The size of imposition shows that Sophie must employ polite utterance because the situation is different as usual. Sophie tells about philosophy to Jorunn.

11. Datum 14 (Strategy 11, Be Optimistic)

Jorunn : Have you been at his place?

Sophie : *I can show it for you. Do you dare?*

Data Interpretation

The participants in the conversation are Sophie and Jorunn. The conversation takes place in the forest when they walk to come to Alberto's house. The conversation above shows that Sophie employs positive politeness strategy 11, namely be optimistic. Jorunn feels scared because they have to walk through forest and the atmosphere is so frighten when they will go to Alberto's house. Sophie makes her calm and believes to her by saying "I can show it for you". It is shows that Sophie wants to fulfill Jorunn's positive face by saying optimism answer. She wants her to feel comfort and believe that she know where Alberto's house is; therefore, she save her face.

Sophie uses this strategy because she is influenced by some factors.

The first is payoff. Sophie employs this strategy to show her optimism to Jorunn as her friend that she knows where Alberto house is. It indicates that Sophie appreciates Jorunn. The second is circumstances. The social distance between the participants shows that their relationship is very close. In order to satisfy Jorunn's want, Sophie tries to make Jorunn believe to her because at the time Jorunn looks very scared.

12. Datum 17 (Strategy 15, Give gifts to Hearer)

Sophie : *Would you like a backrub?*

Sophie's mother : Please. I wanted to give you a nice surprise, dear.
Guess what? The awful dog was here again.

Data Interpretation

The conversation is said by Sophie and her mother. It happens in the Sophie's room when her mother wants to give a breakfast surprise. Sophie has satisfied the hearer's (mother) positive face. She tries to lose her mother's disappointed and sad feeling because her surprise is fail. Sophie shows her attention to her by saying "Don't worry, I'm not hungry" and "Would you like a backrub?" This sentence indicates that she notices, cares, and give sympathy about her mother's condition. Sophie wants to satisfy her mother's positive face.

Sophie uses this strategy because she is influenced by some factors. The first is payoff. She wants to satisfy mother's positive face that she appreciates with what mother has done for her. The second is circumstances.

The social distance between the participants shows that their relationship is very close as mother and daughter. So it's appropriate if Sophie give gifts to her mother. The size of imposition shows that Sophie must employ polite utterance because the situation is different as usual. Sophie wants to give gift to her mother because she has served a surprise for her even though it is fail.

13. Datum 28 (Strategy 12, Include both Speaker and Hearer in the Activity)

Alberto : He won't let us go as long as the book isn't finished.

Sophie : *We'll have to distract him*

Data Interpretation

The participants in the conversation are Alberto and Sophie. It takes place in Alberto's house. Alberto tells Sophie that the major won't let them go if the book isn't finish. Knowing that, Sophie has an idea to distract the Major. She invites Alberto to do something about it. She tries to go away from the Major's story. Even though Alberto has told to her that they can't go but she doesn't want to surrender with the condition. She has an idea. She needs Alberto to cooperate with her by saying "we'll have to distract him". Her sentence indicates that she employs positive politeness strategy 12. She tries to convey that both Alberto and her self are cooperating in the relevant activity. It can minimize the FTA to Alberto.

Sophie uses this strategy because she is influenced by some factors.

The first is payoff. Sophie wants to include the addressee and herself equally

as participants in or as benefiter from the request or offer. The second is circumstances. Power rating between participants shows that they have different statuses. Alberto as a philosophy teacher and Sophie as his student or friend so, Sophie uses polite utterance to invite Alberto to do her mission.

14. Datum 32 (Strategy 2, Exaggerate)

Mischa : Because people are starving. The upper classes own everything. The people are oppressed. Lenin says, bread to the people, land to the farmers, peace to the country, and the power to the soviets.

Sophie : *You're so brave!*

Data Interpretation

The conversation is said by Sophie and Mischa. Mischa is a boy that she met when she is in the Russian Revolution. He is from Siberia. He tells Sophie why there is Revolution there. The conversation above shows that Sophie employs positive politeness strategy 2, namely exaggerate. Mischa tells Sophie about the condition of people at the time, Russian Revolution. He tells anything to Sophie and it makes Sophie amaze to him. Sophie perceives by saying "You're so brave!" It's indicates the exaggeration. It shows that Sophie saves Mischa's positive face to be appreciated because Sophie amaze by Mischa. Thus, the hearer's (Mischa) positive has been fulfilled and satisfied.

Sophie uses this strategy because she is influenced by some factors.

The first is payoff. Sophie wants to satisfy Mischa's positive face to make him

feel comfortable having conversation with Sophie. The second is circumstances. Concerns with power rating, they never meet before and they have different status. In order to make Mischa feel happy and more polite, she exaggerates her sympathy. So, it can influence their relationship, make their distance smaller and get closer to each other.

4.1.2. Alberto's Positive Politeness Strategies

Alberto used positive politeness strategies to all of the character because he wants to show his good intention and also respect to them. Alberto

knows that he is a new comer in Sophie's society. He must build a good relationship, so he just trying to be polite to everyone. He tries to minimize the distance between them. Thus, he tries to make them feels comfortable. In addition, Alberto is also aware and respect the social distance between them. The examples below will discuss the Positive Politeness Strategies applied by Alberto.

1. Datum 1 (Strategy 12, Include both Speaker and Hearer in the Activity)

Alberto : That was close. Sophie travel with me ... we'll travel in time!

Data Interpretation

The participants in the conversation are Alberto and Sophie. It takes place in video tape. Alberto is in the video tape. He will tell about Plato to

Sophie. He wants to ask Sophie to join travel with him by saying "Sophie, travel with me ... we'll travel in time!" His sentence indicates that he employs positive politeness strategy 12. He tries to convey that both Sophie and him self are cooperating in the relevant activity because he wants to invite Sophie to do something together with him. It can minimize the FTA to Sophie.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. Alberto wants to include the addressee and himself equally as participants in or as benefiter from the request or offer. The second is circumstances. Power rating between participants shows that they have

different statuses. Alberto as the philosophy teacher and Sophie as his student or friend. So, Alberto uses polite utterance to invite Sophie travel with him.

2. Datum 2 (Strategy 12, Include both Speaker and Hearer in the Activity)

Sophie : Is the dog yours?

Alberto : Well. In a way it spies on me. Let's say that it keeps an eye on you. After Socrates, Plato, and Aristotle, a new era in history starts.

Data Interpretation

The participants in the conversation are Alberto and Sophie. It takes place by phone in the cinema. Sophie calls Alberto when she is in Cinema because she watches Alberto in the movie. She also wants to know about the tape from Athens, the essay, the mirror, and the dog that she got to Alberto. However, Alberto doesn't give the answer and asks Sophie to be patient. He only said "Let's say that it keeps an eye on you. His utterance indicates that he employs positive politeness strategy 12. The word "Let's" also uses to replace the word "We". He tries to convey that both Sophie and him self are cooperating in the relevant activity. It can minimize the FTA to Sophie.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. Concern with payoff, Alberto wants to satisfy Sophie's positive face. He considers himself to be of same kind that he likes Sophie and wants to fulfill Sophie's wants. It can minimize the FTA to Sophie so that he

feels satisfied. The second is circumstances. The social distance between the participants show that Alberto and Sophie have just known each other.

3. Datum 3 (Strategy 7, Presuppose/raise/assert common ground)

Alberto : *Did you like it? One of my best tricks. Now, it's time for the Middle Ages!* This church was built a little later, but that doesn't matter. Isn't it fantastic?

Sophie : Do the Middle Ages start at four o'clock?

Data Interpretation

The conversation is said by Alberto and Sophie. It takes place in the church when Sophie comes to there. Alberto shows his tricks to Sophie before he tells more about the Middle Ages. Sophie is very amazed with Alberto's tricks. The conversation above shows that Alberto uses positive politeness strategy 7, namely presuppose/raise/assert common ground. Alberto and Sophie are partners. It indicates that Alberto and Sophie belong to some set of person who shares some specific wants, including goal and value. Alberto expression clearly uses personal-center switch: S to H in order to assert common ground between both of them. Moreover Alberto uses a question with falling intonation as one of feature of this strategy.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. Alberto wants to satisfy Sophie's positive face by using polite utterance. Thus, Sophie will be comfortable and it can influence their conversation. The second is circumstances. Power rating between participants

shows that they have different statuses. Alberto as the philosophy teacher and Sophie is his student/friend.

4. Datum 5 (Strategy 5, Seek Agreement)

Sophie : How could she be in the mirror?

Alberto : The mirror? At the Cabin?

Data Interpretation

The participants of the conversation are Alberto and Sophie. The conversation still takes place in the church when Alberto tells about the Middle Ages. In the middle of Alberto's explanation about the Middle Ages, Sophie asks a question to Alberto. She asks about who Hilde Maller Knag is and why she can in mirror in the Alberto's house. Alberto shows his attention by saying "the mirror?" It demonstrates that Alberto has heard correctly what was said and want to find safe topics. He tries to fulfill Sophie's positive face.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. He wants to avoid the threat of advancing familiarity towards the addressee. The second is circumstances. The social distance between the participants show that Alberto and Sophie have just known each other. In order to respect her as his new friend, Alberto seeks agreement by repeating his utterance. It can minimize their distance. Hence, they can get closer because their relation has become more intimate. The size of imposition influences this employment because at the time Sophie asks important question and make him so confuse to answer it, so that Alberto should employ seek agreement.

5. Datum 6 (Strategy 3, Intensify interest to Hearer)

Sophie : Who are you talking to?

Alberto : The major. Do you know what Sophie means? It means wisdom. My job is to make you wise. Do you think it's possible?

Data Interpretation

The conversation is said by Alberto and Sophie. It takes place in the Hildegard Von Bingen grave. In the middle of their conversation, Alberto asks a question to Sophie. He asks about the meaning of Sophie's name to Sophie. He is not only asks it but also tells the meaning. The word "do you know?" which is used by Alberto has the same meaning with "you know". It is used to intensify interest to the hearer (strategy 3) by drawing H as participant in a conversation. Alberto wants Sophie knows about the definition of Sophie though in fact she absolutely does not know. So, finally Alberto tells to her about it.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. Alberto employs this strategy to get pay respect from Sophie. The second is circumstances. The social distance between the participants shows that their relationship is close enough, so it makes Alberto a few easy to employs this strategy. The size of imposition shows that Alberto must employ polite utterance because Alberto asks a sensitive question to Sophie.

6. Datum 7 (Strategy 11, Be Optimistic)

Alberto : There is no Hilde!

Sophie : But I saw her in the mirror!

Alberto : Sophie, you've got to trust me. Do you?

Data Interpretation

The participants of the conversation are Alberto and Sophie. The conversation above shows that Alberto employs positive politeness strategy 11, namely be optimistic. Sophie and Alberto have debate. Sophie tells Alberto that she saw Hilde in the mirror. Alberto tries to make Sophie believe to him that there is no Hilde by saying "There is no Hilde" and "Sophie, you've got to trust me. Do you?" It's shows that Alberto wants to fulfill Sophie's positive face. He optimist that there is no Hilde there and he wants her to believe with his speech.

Alberto uses this strategy because he is influenced by some factors. digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id The first is payoff. Alberto employs this strategy to show his optimism to Sophie as his friend that what Sophie thinks is false. It indicates that Alberto appreciates Sophie and minimizes the FTA. The second is circumstances. The social distance between the participants shows that their relationship is close enough. In order to satisfy Sophie's want, Alberto tries to make Sophie believe to him because at the time Sophie looks very curious.

7. Datum 8 (Strategy 10, Offer, Promise)

Alberto: Sophie, there's no need to be afraid. You'll be safe while you're taking the course in philosophy.

Data Interpretation

The conversation is said by Alberto and Sophie. It takes place in the Alberto’s house. The conversation above shows that Alberto employs positive politeness strategy 10, namely offer or promise. Alberto feels that he has responsible to Sophie because he has taught philosophy to Sophie for a long time. He tries to ensure her that it will be fine by saying “*Sophie, there’s no need to be afraid. You’ll be safe while you’re taking the course in philosophy*”. From the explanation above, Alberto tries to convey that they are cooperator. He redresses theirs positive-face wants. In this case Alberto stresses his cooperation with her by promising that he really ensures the safety of Sophie if she taking the course in philosophy.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. Alberto can minimize the FTA by assuring her. He considers himself to be of same kind that he likes Sophie and wants to fulfill Sophie’s wants. The second is circumstances. Social distance between participants shows that they have good relationship since they have cooperated well. Power rating between participants shows that they have different status. Alberto has power higher than Sophie. Alberto employs this strategy to get closer with her.

8. Datum 13 (Strategy2, Exaggerate)

- Alberto : Nothing about Georg and the car...
- Sophie : So, we escaped.
- Alberto : Amazing!

Data Interpretation

The conversation is said by Alberto and Sophie. It takes place in the Hilde's house when they come to know more about the ending of the story. After, they know the ending that they can escape from the Major's story they feels happy and amazed. The conversation above shows that Alberto employs strategy 2, namely exaggerate. Sophie tells Alberto that they have escaped from the major story because the story has end. They are free. Alberto feels happy with the condition because he wants escape from the major too. Alberto perceives by saying "*amazing!*" The word '*amazing*' indicates the exaggeration. It shows that Alberto saves Sophie's positive face. It indicates that they belong to the same person who shares specific wants.

Alberto uses this strategy because he is influenced by some factors. The first is payoff. Alberto wants to satisfy Sophie. He wants to satisfy Sophie's positive face. The social distance between the participants shows that their relationship is close enough like best friend. In order to make Sophie feel happy, he exaggerates her sympathy. He also shows his exaggerate because he feels astonishment and happy with the condition at the time.

4.2. Discussion

From the findings above, it shows that both Sophie and Alberto Knox applied many positive politeness strategies when conversing to each other although not all strategies are covered, because they want to minimize the distance between them and to save the hearer's face. In the case of

communication, save other's face is needed in order to make the communication runs well and go smoothly. The result of the data analysis will be discussed. This will include the employment of positive politeness strategy covering 15 strategies and the factors influencing the characters to employ this strategy of the 47 data which has been previously analyzed in the data analysis. This is the table's result of their positive politeness strategies:

Table 4.3 Sophie and Alberto Knox's Positive Politeness Strategies

No	Strategy	Sophie	Alberto
1.	Notice, attend to hearer (his interest, wants, needs, goods)	3, 6, 31	-
2.	Exaggerate (interest, approval, sympathy with hearer)	32, 33, 34	14
3.	Intensify interest to hearer	2, 11, 12, 29	7, 13
4.	Use in-group identity markers	-	-
5.	Seek agreement	5, 8, 10, 13, 16, 18, 19, 20, 21, 22, 23, 24, 26	6, 11
6.	Avoid disagreement	1	-
7.	Presuppose / rise / assert common ground	7	4
8.	Joke	-	-
9.	Assert or presuppose speaker's knowledge and concern for the hearer's wants	-	-
10.	Offer, promise	-	9
11.	Be optimistic	14	8
12.	Include both speaker and hearer in the activity	28, 30	1, 2, 3, 5, 10, 12
13.	Give (or ask for) reasons	9, 25, 27	-
14.	Assume or assert reciprocity	4, 15	-
15.	Give gifts to hearer (goods, sympathy, understanding, cooperation)	17	-

It is shown from the table above that both Sophie and Alberto Knox applied many positive politeness strategies. They used it because the story's background is the daily life in a family and road. However, Sophie used positive politeness strategy more than Alberto Knox because Sophie is the main character in the movie. She also frequently met with other characters than Alberto.

In the daily life, Sophie and Alberto Knox have their own position. If they had conversation, they often employed positive politeness strategies. Actually, Sophie employed this strategy to Alberto because she is Alberto's student indirectly, she must respect and try to minimize the social distance between them. So, by using positive politeness strategies she can brings their relationship get closer. Meanwhile, Alberto also used positive politeness strategies when conversing to Sophie. It is because he wants to minimize the social distance between them and he is a new teacher for Sophie so he is just

tries to be nice and being polite.

In the other occasion, they also must face people with different characters too. For example, Sophie who has met with Mischa when she was travelling in Russian Revolution. Sophie as his new friend amazed with Mischa's condition at the time. She used strategy 2 in order to save the hearer's positive face to be appreciated. Thus, the hearer's (Mischa) positive has been fulfilled and satisfied.

Meanwhile, Sophie also used positive politeness strategies when having conversation with her mother. Sophie's family whose family is

harmonious shows that they have close relationship to each other. However, in certain situations Sophie needs to employ certain strategy to make her mother want cooperate with her, for example when Sophie request her mother to cooperate with her. Sophie has save her mother's positive face by pointing reciprocal rights to her mother.

As a result it can be concluded that this strategy is directed to the hearer's positive face. People try to narrow the power gap and use more informal language. This strategy usually tries to minimize the distance between them by expressing friendliness. In addition, for the same reason, positive politeness strategies techniques are usable not only for FTA redress, but in a general as a kind of social accelerator, where S in using them indicate that he or she wants to 'come closer' to H. Thus, it is not surprising that Sophie and Alberto Knox in this film uses many positive politeness strategies when having conversation with other character.

From the result of the analysis above, we also can see that there are two main factors, payoff and the relevant circumstances which influenced the two characters used positive politeness strategy. It is because they want to minimize the social distance between the participants and minimize the FTA by assuring the hearer that the speaker considers her/himself to be the same kind that she/he likes the hearer and wants to fulfill the hearer wants. Another possible is that the speaker can avoid or minimize the implications of FTA such as request and offer. It is found in the entire of the data.

CHAPTER V

CONCLUSION AND SUGGESTION

This chapter discusses the conclusions that were drawn from the findings and discussion in the previous chapter. This chapter also gives some suggestions with regard to the future research studies in the same fields.

5.1 Conclusion

After analyzing and discussing the positive politeness strategies used by Sophie and Alberto Knox in “Sophie’s World” film, the researcher can draw some conclusions.

1. There are 47 cases positive politeness strategies used by Sophie and

Alberto Knox as suggested by Brown and Levinson applied in this film.

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Positive politeness strategies which is used by Sophie are Notice attend to hearer, Exaggerate, Intensify interest to hearer, Seek Agreement, Avoid Disagreement, Presuppose/rise/assert common ground, Be Optimistic, Include both speaker and hearer in the activity, Give (or ask for) reason, Assume or assert reciprocity, Give gifts to hearer. While, positive politeness strategies which is used by Alberto are Exaggerate, Intensify interest to hearer, Seek Agreement, Presuppose/rise/assert common ground, Offer/promise, Be optimistic, Include both speaker and hearer in the activity. Moreover, these strategies were used by Sophie and Alberto Knox when having conversation with other characters with different

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proportion. In using positive politeness strategies, Sophie mostly used strategy 5, namely Seek Agreement (38%) and strategy 3, namely Intensify Interest to the Hearer (12%). Also, Alberto Knox mostly used strategy 12, namely Include both Speaker and Hearer in the Activity (43%) and strategy 3&5, namely Seek Agreement & Intensify Interest to the Hearer (14%).

2. Sophie used positive politeness strategies were influenced by some factors such as pay off and relevant circumstances. She tried to minimize the FTA and social distance between them. It is because positive politeness strategy not only used as a FTA redress but also as the social accelerator which indicates speaker wants to get closer to the hearer. Sophie used positive politeness strategy because she respect, cares, and loves with her hearer. So, by using this strategy she can bring their relationship get closer and shows that she respects them very much because she is still young and must be polite. Meanwhile, Alberto Knox also used positive politeness strategies when having conversation with other characters. It is because of two reasons. First, he wants to minimize the distance between other characters and him. Second, Alberto is Sophie's teacher indirectly and a new person in Sophie's society so before he knows who exactly them and after he already knows them well, he just try to be nice and being polite. So that, they can receive him well and he can build good relationship with them. This matter was influenced most by some factors such as pay off and relevant circumstances.

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So, it can be concluded that positive politeness strategies and the factors that influence the choice of strategies have a correlation whether when we speak to new people or have a close relation with them. We will always try to be polite in all situations. It can be occurred in all kinds of social distances, for example based on this research, it found in friendship, job as teacher, and for the first meeting. They all applied positive politeness strategies depend on the situations and the needs of communication.

5.2 Suggestion

Based on the analysis and conclusion of the research, the researcher would like to give some suggestions for those who want to do some further researches under the politeness matter.

1. The researcher hopes to the next researcher to conduct research on positive politeness strategies in the other form of literary works such as short story, drama or with other issues in the purpose of enriching the pragmatic studies. The next researcher also can analyze at the same point of view about positive politeness strategies but by combining with some other theories such as Lakoff's, Leech's, and Scolon's theory. It will be more interesting and challenging.
2. The researcher also hopes that through this research it will be able to help the next researcher who conducts the research in the same field as the reference or comparison that might be relevant to the researched subject. However, the most important one is this research can help them to

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understand more about the idea of positive politeness strategies so it make them easier to build good relationship with others and to communicate run well in harmony so people will respect to them more.

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