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,

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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.

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 benefiters 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.

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.

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 benefiters 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 benefiters 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. <u>Let's say that it keeps an eye on you.</u> 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/rise/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. 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.