

4. FINDINGS AND DISCUSSION

The writer would discuss it into several parts. First of all, on the first part, the types of directives used the main character on the movie were discussed using Ervin-Tripp's theory (cited in Wolfson 1989) as a guideline. Next, in the second part, the writer discusses the social factors that condition the characters in using each type of directives on the movie, which are topic, the setting, and the presence of the third person. The third part is about the discussion about the types o preferences.

From this research, the writer got the total of thirty three utterances of the main character which belong to directives. By using Ervin-Tripp's theory (cited in wolfson 1989) about the classification of types of directives as a guideline, it was found that there are four types of directives used by the main character to her daughter. They are Bald Imperative, Imbedded Imperative, Need Statement, and Hints. The following are the explanations of each type of directive used by the main character to her Cinderella.

From the analysis, it was found that step mother and the sister's uses bald imperative in order to get Cinderella to do something. As seen in the following example:

[illegible]

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tripp's theory (cited in Ervin-Tripp, 1974), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

Bald imperative also appears in the following:

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tripp's theory (cited in Ervin-Tripp, 1974), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

Bald imperative also appears in the following:

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tripp's theory (cited in Ervin-Tripp, 1974), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

Bald imperative also appears in the following:

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tipp's theory (cited in the text), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

This imperative also appears in the following:

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tipp's theory (cited in the text), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

This imperative also appears in the following:

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tipp's theory (cited in the text), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

This imperative also appears in the following:

imperative is used more frequent within a family or by superior to subordinates. This utterance is imperative. Also, based on Ervin-Tipp's theory (cited in the text), the utterance is imperative. By using this utterance, step mother asks Cinderella to clean her shoes so dirty. Another example of bald imperative:

It's just a few months, my darling. What would you like me to bring you from abroad? You know, your sisters...uh, stepsisters, have asked for lace. What will you have?
Bring me the first branch your shoulder brushes on your journey.
That's a curious request.

This utterance can be clearly seen as bald imperative. It can be seen before the father goes abroad on business, promising his stepdaughters gifts of luxury. By using this utterance, he merely asks her father the first branch that brushed against his shoulder.

This imperative also appears in the following:

Prince: Wait! Wait!
Where are you going?
Ella: Hurry, hurry! (Talk to the Mr. Goose)
Prince: Come back!

It can be seen that the utterance belongs to bald imperative as the form of this utterance is imperative. There is also no agent of the action. When the prince repeated the word “*wait*” it means that the prince want Ella to stop and.

4.1.2 Imbedded Imperatives

The use of imbedded imperative by the character on movie, as seen in the following example:

Mother: Ella, my darling. I want to tell you a secret. A great secret that will see you through all the trials that life can offer. You must always remember this. Have courage and be kind. You have more kindness in your little finger than most people possess in their whole body. And it has power more than you know. And magic. Have courage and be kind, my darling. Will you promise me?

Ella: I promise.

Mother: Good. Good. And...I must go very soon, my love. Please forgive me.

Based on Ervin-Tripp's theory (cited in Wolfson 1989), the structure of imbedded is modal + you + verb + object of the action. Other structural variants may be available like the use of please, hedges, or other mitigators. Thus, it can be seen that this utterance belongs to imbedded imperative. It is shown that the structure of this utterance is modal + you + verb + object of the action. In addition, imbedded imperative is used when the task is not routine or it is difficult. By using this utterance, Ella's mother asks her daughter to have a courage and be kind for all people. In addition, Ella's mother asks her daughter to be kind is a very important because it is the last message before she died. Thus, it can be seen that the task being asked by Ella's mother is not routine.

Another example of imbedded imperative:

Ella : you'll leave him alone, won't you?
Prince : I will.
Ella : Thank you very much, Mr. Kit.

This utterance clearly shows that Ella uses imbedded imperative as her type of directive as the structure of this utterance is modal (negative) + you + verb + object of the action. In this utterance, Ella asks the prince to let the stag go.

The following is also the example of imbedded

Old Woman: Excuse me. Can you help me, miss? Just a little crust of bread, or better, a cup of milk?

Ella : Yes. Yes, yes, yes. I think I can find something for you.

In this utterance, a fairy godmother who disguised as an old woman add word ‘excuse’ since she knows that it is somewhat difficult for is not routine or it is difficult.

4.1.3. Need Statement

From the analysis, it was found that the character, Ella's father also uses need statement in order to get her daughter, Ella to be good to her stepmother and stepsisters. As seen in the following example:

Father : I will. Ella, while I'm away, I want you to be good to your stepmother and stepsisters, even though they may be...trying at times.

Ella : I promise.

According to Ervin-Tripp (cited in Wolfson 1989), need statement has a form of declarative statement. Moreover, the structure of need statement is I + want/need/would like + X. This type of directive is very clear to indicate what the speaker wants. This utterance clearly shows that the father uses need statement as her type of directives toward her daughter. It can be clearly seen that the structure of this utterance is I + want/need/would like + X. Moreover, based on Ervin-Tripp's theory (1976), need statement is used by superiors to subordinates in transactional work setting (from a manager to the employee) and in family

Stepmother : Yes. Oh, only temporarily, while I have all the other rooms redecorated. The attic's so nice and airy and you'll be away from all of our fuss and bother. You'd be even more cozy if you kept all this bric-a-brac up there with you. Keep you amused.

Hint also appears in the following:

Ella : Oh, well, my bedroom's the biggest besides yours and Father's. Perhaps they'd like to share it.

The following is also the example of hint:

Ella : It is, madam. I'm only mending the fire.

4.1.5 Permission directives

As seen in the following example:

It can be seen that the form of this utterance is declarative. By using this utterance, actually The prince make a permission to ask Ella dance with him in front of all people in the ball room.

Another example also appears in the following

According to Ervin-Tripp (cited in Wolfson 1989), permission directive has a form of interrogative. Moreover the structure of permission directives is *Modal + I + verb + object of the action*. This type of directive is used by the speaker to ask someone to give permission to the speaker to do something. This utterance clearly shows, when Grand Duke was given a glass shoe by stepmother, then he used permission directives toward her.

this research, the writer found out that each time the main character get someone to do something, they gives response to the main character. In everyday interaction, it is clear that when a speaker utters directive speech act, the addressee might give the speaker acceptance or refusal in return. This is called term called preference. Moreover, there are two types of preferences, preferred and dispreferred act.

Types of preference given by the characters toward Bald Imperative

Based on Yule (1996), the preferred act is the structurally expected next act, whereas the dispreferred act is the structurally unexpected next act as a response. The writer found that both types of preference are used by her daughter when she responds to her bald imperatives in order to get her to do something. The following

From this research, the writer found out that each time the main character uses directives to get someone to do something, they gives response to the main character in return. In everyday interaction, it is clear that when a speaker utters directives to the addressee, the addressee might give the speaker acceptance or refusal in return. These two belong to the term called preference. Moreover, there are two types of preferences, which are preferred act and dipreferred act.

Based on Yule (1996), the preferred act is the structurally expected next act as a response whereas the dispreferred act is the structurally unexpected next act as a response. Here, it was found that both types of preference are used by her daughter when the main character uses bald imperatives in order to get her to do something. The following is the discussion about both types of preference toward bald imperative that occur under several circumstances. As seen in the following example:

[illegible]

In another situation below, the writer found out the characters also give preferred act toward bald imperative.

In this situation, Captain call the prince and ask him to back. Here, captain tries to tell him that it is time to back to the kingdom. Here, the prince understands what the captain asks him to back the kingdom. It can be seen that when the prince say “*I’m on my way.*”

On the other hand, the writer found out that the characters also gives dispreferred act toward bald imperative. As in this situation:

In this situation, Grand Duke have captain to leave. Here, The captain tries to refuse grand duke's order. Thus dispreferred can be seen clearly when The captain refuse grand duke's order. From this, it can be seen that The captain give two dispreferred act toward bald imperative. In one situation, the captain disobey Grand Duke when grand duke ask him to leave and says "*Just a moment*" and also captain said "*but, she's lying , Your grace*" as a refusal when Grand duke ask him to leave for a second.

Here, the writer found out that both types of preference are used by the characters when the character uses imbedded imperatives in order to get someone to do something. Next, the writer tried to discuss both types of preference toward imbedded imperative that occur under several circumstances. As seen in the following example:

This is when the Prince asks Captain to check if there is someone else in the house, because the prince is curious with the beautiful voice inside the house. It can be seen when the prince orders his captain to check the house, the captain says “*it would be my pleasure, Your grace*”. At this point, the writer found out that this utterance belongs to a preferred act.

Ella : My dress. I can't go in this dress. Can you mend it?
Fairy : Mend it? No, no. I'll turn it into something new.
Ella : Oh, no, please don't. This was my mother's. And I'd like to wear it when I go to the palace. It's almost like taking her with me.
Fairy : I understand. But she wouldn't mind if I gee it up a bit? Wouldn't mind a nice blue?
Ella : No.
Fairy : There.
Ella : It's beautiful. She'd love it.

Fairy : I understand. But she wouldn't mind if I gee it up a bit? Wouldn't mind a nice blue?

It can be seen when Ella says “*No*”. No, here means Yes, because she did not mind if fairy godmother turn her dress into a nice blue.

It was found that both types of preference are also given when the character uses need statement in order to get someone to do something. The following is the discussion about both types of preference toward need statement that occur under several circumstances. For instances:

Ella : I promise.

The writer also found dispreferred act used by the character toward need statement.

Stepmother : Love is not free. Now, here is how you will pay me, if you are to have what you desire. No one will believe you, a dirty servant girl without a family, if you lay claim to the prince's heart. But with a respectable gentle woman to put you forward, you will not be ignored. When you are married, you will make me the head of the royal

Stepmother : I thought breakfast was ready.
Ella : It is, madam. I'm only mending the fire.
Stepmother : In future, can we not be called until the work is done?
Ella : As you wish.

This time, the stepmother uses hints to get Ella to do what she asks. Ella gives preferred act when stepmother indirectly ask her to prepare the breakfast. But, still Ella agree with it and give preferred act. It can be seen when Ella said that *“it is maddam, I’m only mending the fire”*

4.3 Discussion

In this section, the researcher discussed the finding of data analysis. In daily communication, everyone needs language to communicate with each other. By using language they can express their feeling. The first that people use language differently in many situations to express their message to other. In some cases people use speech to perform an action. One of functions of speech's that used by people in their daily conversation is directive. Based on Holmes (2001) directive is most commonly found in command and orders. "Directive uses of language aim to get someone to do something and they are part of speech act". When people speak, they make suggestions, invitations, requests, and so on. In other words, people use this function of language to make someone perform an action.

The writer tries research about directives utterances and preferences used in the Cinderella movie. Regarding the research done by Finn (2006) she was an English Department in Petra Christian University, she also conducted directives used among library personal at Petra.

All the data was collected from scripts in the Cinderella movie. In this analysis that has been done by the writer, there are six types of directives. First the writer tries to answer the first statement of the problem about types of directive that used in the movie. In the data the writer finds that the characters used five types of directives from six types based on Ervin-Tripp's classification of directives (cited in Wolfson 1989). The characters used bald imperative, imbedded imperative, need statement, hint, and permission directives. From the result, the characters more often used bald imperative.

The writer not only focuses on types of directives, but also the writer focuses on preference. Here the writer argues that when speaker utters directives to the addressee might give the speaker acceptance or even refusal as response. These two belong to the term called preference. Furthermore, according to Yule (1996, p.79), “preference is a pattern in which one type of utterance will be more typically found in response to another conversational sequence”. There are two types of preference, which are preferred and dispreferred next's acts.

[illegible]

