CHAPTER IV

4. FINDINGS AND DISCUSSION

This chapter presents the findings and discussion about the types of directives used by

the main character on the Cinderella movie, the social factors that condition the main

character in using each type of directives and type of preferences in the Cinderella movie.

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 dirrectives 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.

4.1. Types of directives used by the characters on Cinderella's movie

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.

4.1.1. Bald Imperative

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:

Stepmother: Ella, what's that on your face?

Ella: Madam?

Stepsister: It's ash from the fireplace. Stepmother: Do clean yourself up.

According to Ervin-Tripp (cited in Wolfson 1989), the structure of bald imperative is V + Object of the action. This utterance clearly shows that step mother uses bald imperative as her type of directives. It can be seen that there is no agent of the action. In addition, the form of this utterance is imperative. Also, based on Ervin-Tripp's theory (cited in Wolfson 1989), bald imperative is used more frequent within a family or by superior to subordinate, and between peers. By using this utterance, step mother asks Cinderella to clean her face, because she looks so dirty. Another example of bald imperative:

Father: It's just a few months, my darling. What would you like me to bring you home

from abroad? You know, your sisters...uh, stepsisters, have asked for parasols

and lace. What will you have?

Ella: Bring me the first branch your shoulder brushes on your journey.

Father: That's a curious request.

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

Bald imperative also appears in the following:

Ella: Easy! Easy! - Whoa! Whoa! Easy, boy! Come on, boy, slow down!

Prince: Miss! Are you all right? Hold on!

Ella: I'm all right, thank you! That's fine. Whoa!

This utterance belongs to bald imperative as the form of this utterance is imperative. There is also no agent of the action. The word boy in this utterance is not the agent of the action; it refers to the addressee, which is the horse. Furthermore, it can be seen the form of this utterance is imperative. By using this utterance, Ella asks the horse to calm down.

Another example of bald imperative:

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

setting (from parents or older children to the children). By using this utterance, the father asks

her daughter (Ella) to be good on her stepmother and stepsisters.

The following is also the example of need statement:

Ella: That's not true. Kindness is free. Love is free.

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 house hold. Anastasia and Drisella, we will pair off

with wealthy lords. And I shall manage that boy.

Ella: But he's not a boy.

This utterance belongs to need statement as the form of this sentence is declarative. In addition, this utterance is also very clear in indicating what the stepmother wants Ella to do. By using this utterance, the stepmother asks Ella to married with the prince, after they married, the stepmother want to be a queen of kingdom, and she will pair her two daughters with a nobleman.

Another example of need statement:

Stepmother: Ella, dear. Now, now. Mustn't blub.

Ella: Yes, Stepmother.

Stepmother: Oh, you needn't call me that."Madam" will do.

It can be seen that this utterance belongs to need statement as the form of this sentence is declarative. This utterance is very clear in indicating that the stepmother wants Ella to call her madam not mother.

4.1.4 Hints

From the result of the analysis, it was found that the character, stepmother also uses hint in order to get Ella to do something. As seen in the following example:

Ella: I can stay in the...
Stepmother: The attic. Quite so.

Ella: The attic?

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.

Based on Ervin-Tripp's theory (1976), the form of this type of directives is declarative

Keep you amused.

statement. It can be seen that this sentence belongs to hint as the form of it is declarative. This type of directive is used within closed networks and when the shared knowledge between the participants is greatest. Moreover, in hints, the speaker does not directly say what the request

is. This utterance clearly shows that the stepmother uses hint as her type of directives toward

Ella. It is very clear that the relationship between the main character and her daughter as it is

mother-daughter relationship. By using this utterance, the writer found out that the

stepmother does not directly say what she wants to Ella.

Hint also appears in the following:

Stepmother: Anastasia and Drisella have always shared a room. Such dear, affectionate

girls. Or... Or better yet, disappear entirely! You'd like that, wouldn't you? Sometimes I could scratch your eyes out! I think they're finding the sleeping

quarters rather confining.

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

like to share it.

It can be seen that the form of this utterance is declarative. At the point, the stepmother indirectly asks Ella to give her room to her stepsisters. The stepmother actually does not mean want Ella to share her room. In fact, it gives the hint that The stepmother asks Ella to give the room for her stepsisters. It can be seen that instead of directly saying "always shared a room", The stepmother prefers to use hint toward Ella.

The following is also the example of hint:

Stepmother: I thought breakfast was ready.

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

In addition, it can be seen that the form of this utterance is declarative. By using this utterance, the stepmother actually does not mean to ask Ella to serve and prepare the breakfast. Instead of directly saying "I thought breakfast was ready", the stepmother uses hint toward Ella.

4.1.5 Permission directives

As proposed by Ervin-Tripp (cited in Wolfson 1989), the usage of need statement is to show personal need or desire.

As seen in the following example:

Prince: Your Highness...If I may... that is. It would give me the greatest pleasure, if

you would do me the honour of letting me lead you through this...the first...

Ella: Dance?

Prince: Yes, dance. That's it. They're all looking at you. Believe me, they're all

looking at you.

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

Grand duke: May I ask where you got this?

Stepmother: From a ragged servant girl in my household.

Grand duke: The mystery princess is a commoner.

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 o directive is used by the speaker to ask someone to give permission to the speaker do something. This utterance clearly shows, when Grand Duke was given a glass shoes by stepmother, then he use permission directives toward her.

From all the explanation above, the writer found out that characters uses bald imperative, imbedded imperatives, need statements, permission directives and hints. It was found that the character uses five types of directives from six types of directives based on Ervin-Tripp's classification of directives (cited in Wolfson 1989). It showed that non explicit question directives were not used by the main character to her daughter.

4.2 The Type of Preference given by the Characters

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.

4.2.1 The types of preference given by the characters toward Bald Imperative

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:

Ella: Please don't let them hurt him.

Prince: But we're hunting, you see. It's what's done.

Ella: Just because it's what's done doesn't mean it's what should be done.

Prince: Right again. Then,

In this situation, The prince is questioning when Ella ask him to do not hurt the stag. What is interesting is that even though at first the prince still questioning why he should let the stag go, while he is hunting. The prince, in the end, says "Right again. Then"

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

Captain: There you are, Your High...

Prince: It's Kit! Kit! Kit! I'm Kit. I'm on my way. Captain: Well, we'd better get a move on, Mr. Kit.

Prince: As I said. On my way. I hope to see you again, miss.

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:

Grand Duke: Let's be off, Captain.

Captain: Just a moment. Madam, there is no other maiden in your house?

Stepmother: None.

Captain: Then has your cat learned to sing?

Grand Duke: There's been enough play-acting today, Captain. Let's be off.

Captain: But she's lying, Your Grace.

Grand Duke: Nonsense! I trust the lady. We're leaving.

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.

4.2.2 The Types of Preference Given by the Characters toward imbedded imperatives

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:

Prince: What sweet singing. Makes me want to tarry just a little.

Captain: Your Majesty, I did not know...

Prince: Captain, would you be so kind as to investigate?

Captain: It would be my pleasure, Your Majesty.

This is when the Prince asks Captain to check if there is someone else in the house, because the prince curious with the beautiful voice inside the house. It can be seen when the prince order 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 belong to preferred act.

Besides, the writer also found preference act toward imbedded imperative by the character's. As it can be seen under these circumstance:

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.

In this situation, the writer found out two types of preference. For the first, Ella ask to fairy godmother to mend it her dress, but the fairy refuse and want to change the dress with a new one by giving dispreferred act and says "mend it? No, no. I'll turn into something new". Here, the writer also found out preferred act when the fairy Godmother asks Ella to turn the dress into a nice blue.

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

Ella: No.

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.

4.2.3. The Types of Preference Given by the Characters toward Need Statement

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: Well, you'll have to take it with you on your way...and think of me when you

look at it. And when you bring it back, it means that you'll be with it. And

that's what I really want. For you to come back No matter what.

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.

In this situation, the writer found two preferred utterances that used by Ella and his

father. First, when Ella ask her father to think of her when he is on the broad business and she

hope that her father come back as soon. It can be seen by the utterance that used by her father

is preferred "I will, Ella,". Second, when the father asked back to Ella, when he is on the

broad of business, he wants Ella to be good and be kind to her stepmother and stepsisters.

Therefore, it can be seen when Ella says that "I promise" this utterance belongs to

prefererred act.

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

As it can be seen under these circumstance:

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

household. Anastasia and Drisella we will pair off with wealthy lords. And I shall

manage that boy.

Ella:

But he's not a boy.

The conversation above shows that stepmother asks Ella to married with the prince,

after they married, the stepmother want to be a queen of kingdom, and she will pair her two

daughter with a nobleman. then, stepmother will manage that boy(prince). But, Ella refuse it

by saying "but, He is not a boy". At this point, the writer found out that this utterance belong

to dispreferred act.

4.2.4. The Types of Preference that the character towards Hints

From the data, the writer found out that both types of preference uses hints in order to

get someone to do something. Here, the writer tries to discuss both types of preference

towards hints that occur under several circumstances.

As seen in these following examples:

Stepmother: Anastasia and Drisella have always shared a room. Such dear, affectionate girls.

Or... Or better yet,

disappear entirely! You'd like that, wouldn't you? Sometimes I could scratch your eyes out!

I think they're finding the sleeping quarters rather confining.

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

share it.

Stepmother: What a wonderful idea. What a good girl you are.

Ella: I can stay in the...

Stepmother: The attic. Quite so.

Ella: The attic?

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.

The conversation above show that Ella used preferred act, when the stepmother tries

to control Ella to give her room to Drisella and Anastasia. Besides, stepmother indirectly asks

her to move to the attic and give her room to her stepsisters. But, Ella agrees with it. It can be

seen when Ella said that "Oh, well, my bedroom's the biggest besides yours and fathers".

The following is another example of preferred act that Ella gives toward hints by

stepmother:

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.

The writer would like to reveal this research by some previous studies as the reference which it is entitled An Analysis o Directives Utterances and Preferences used in the Cinderella movie. Hereby, the writer did an effort to analyze by using strategy from the theory of Ervin-Tripp (cited in Wolfson 1989) and Yule (1996).

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.

However, there are different focuses in my research among other researcher done before. Thesis by Canary Finn (2006) also conducted about the directive utterance used among library personal at Petra, Patricia (2007) also conducted research about types of directives and woman speech features used by supervisor and subordinates in the restaurants.

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". The are two types of preference, which are preferred and dispreferred next's acts.

This study tells about directive utterance, where in this thesis is explained many ways to utters directives and how to now an acceptance. In addition, the researcher wants to give

another view about this study. Directive utterance is one of variety in pragmatics which usually used by people to order someone to do something.

By the end of this line, this thesis is intended to give knowledge of directives utterance and preference. By the end o this research, the writer hopes this thesis can give a good knowledge for those who read and mean to reveal more about apology strategy.

