ABSTRACT

Maisaroh, 2015, Positive Politeness Strategy used by characters in *Memoirs of Geisha* novel. Thesis. English Department. Faculty of letters and Humanities. State Islamic University of Sunan Ampel Surabaya.
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This study analyzes the Positive Politeness Strategies used by character in *memories of geisha* novel. The problems proposed are: (1) what kinds of positive politeness strategies are used by the character in *Memoirs of geisha* novel? (2) What factors influence the characters to apply those strategies in *Memoirs of geisha* novel? The source of data is *memories of geisha* novel which is written by Arthur Golden

The researcher uses descriptive method because she takes written material to be analyzed, which is in the form of novel. In addition, she uses descriptive analysis technique because she wants to make data description about the problems and through descriptive analysis the researcher tries to supply a better understanding about positive politeness strategy in *Memoirs of Geisha* novel. In collecting the data, the researcher takes the following steps: (1) choosing a novel, (2) reading the novel, (3) noticing the utterance contains refusal expressions (4) classifying the data. Then, in data analysis, the researcher takes some procedures, they are: (1) identifying the data, (2) classifying the data, (3) determining the data into each type of positive politeness, (4) describing the factors influencing the use of positive politeness.

After analyzing the novel, the researcher finds out the types of positive politeness which are used. Based on the data that have been analyzed, the researcher finds five types of positive politeness, They are strategy 4 namely use in-group identity marker, In strategy 10 namely offers / promise, strategy 11 namely be optimistic, strategy 12 namely include both the speaker and the hearer in the activity and strategy 13 namely give (or ask for) reasons. The most dominant of type of positive politeness that is used by the characters in this novel is strategy 13 namely give (or ask for) reasons.

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