

# POLITENESS STRATEGIES USED BY JULIE IN WARM BODIES MOVIE

## THESIS



Submitted as Partial Fulfillment of the Requirements for the Sarjana Degree  
of English Department Faculty of Letters and Humanities State Islamic  
University Sunan Ampel Surabaya.

PERPUSTAKAAN UIN SUNAN AMPEL SURABAYA	
No. KLAS K	No. REG : A.2015/BSI/049
A.2015 049 BSI	ASAL BUKU :
	TANGGAL :

By:

Maiyahasofa  
Reg Number: A03211022

ENGLISH DEPARTMENT  
FACULTY OF LETTERS AND HUMANITIES  
STATE ISLAMIC UNIVERSITY SUNAN AMPEL  
SURABAYA  
2015

## DECLARATION

The undersigned,

Name : Maiyahasofa

NIM : A03211022

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

Surabaya, 1th July, 2015

The Writer,  
  
Maiyahasofa



# **THESIS APPROVAL SHEET**

**Thesis Entitle**

**POLITENESS STRATEGIES USED BY JULIE IN WARM BODIES  
MOVIE**

**MAIYAHUSOFA**

**Reg. Number: A03211022**

**Surabaya, June 23, 2015**

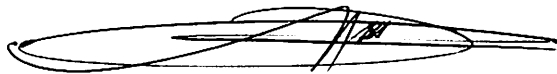
**Advisor**



**Dr. A.Dzo'ul Milal.M.Pd**  
**NIP. 196005152000031002**

**Acknowledged by:**

**Head of Department**



**Dr. Mohammad Kurjum, M. Ag.**  
**NIP. 196909251994031002**

**ENGLISH DEPARTMENT**

**FACULTY OF LETTERS AND HUMANITIES**

**STATE ISLAMIC UNIVERSITY SUNAN AMPEL SURABAYA**

**2015**

## THESIS EXAMINERS' APPROVAL SHEET

This thesis has been approved and accepted by the Board of Examiners, English Department, Faculty of Letters and Humanities, State Islamic University Sunan Ampel Surabaya on August 4, 2015

### The Board of Examiners

Head of Examination

Dr. A.Dzo'ul Milal.M.Pd  
NIP. 196005152000031002

Secretary

Himmatul Khoiroh, S.Ag., M.Pd  
NIP. 197612222007012021

Examiner I

Endratno Pili Swasono, M. Pd  
NIP.197106072003121001

Examiner II

M. Thoriqussu'ud, M.Pd.  
NIP. 198011182007101005

Acknowledgment:

Dean of Faculty Letter and Humanities

Dr. H. Inam Ghazali, M.A  
NIP. 196002121990031002

TABLE OF CONTENTS

Inside cover ..... i

Inside tittle ..... ii

Declaration ..... iii

Motto ..... iv

Dedication ..... v

Advisor’s Approval ..... vi

Examiner’s Approval ..... vii

Acknowledgments ..... viii

Table of Contents ..... x

Abstract ..... xii

Intisari ..... xiii

CHAPTER I INTRODUCTION

1.1 Background of the Study ..... 1

1.2 Statement of the Problem ..... 5

1.3 Objective of the Study ..... 5

1.4 Significance of the Study ..... 6

1.5 Scope and Limitation ..... 6

1.7 Definition of Key Terms..... 7

**CHAPTER II LITERARY REVIEW**

2.1 Theoretical Framework ..... 8

    2.1.1. Pragmatics..... 8

    2.1.2. Relevant of theories ..... 9

    2.1.3. Previous Studies..... 26

**CHAPTER III METHODE OF THE STUDY**

3.1 Research Approach ..... 27

3.2 Source of data ..... 27

3.3 Technique of collecting data..... 28

3.4 Technique of analizing data ..... 29

**CHAPTER VI FINDINGS DISCUSSION..... 31**

**CHAPTER V CONCLUSION ..... 51**

**REFERENCES..... 53**

**APPENDIX..... 54**

## ABSTRACT

Maiyahusofa.2015. *Politeness Strategies used by Julie in Warm Bodies Movie*.  
Thesis, English Department, Faculty of Letters and Humanities, the  
State Islamic University Sunan Ampel Surabaya.  
Advisor: Dr. A. Dzoul Milal, M.Pd

**Key words:** Pragmatic, Positive politeness strategy, negative politeness strategy,  
*Warm Bodies Movie*.

This thesis contains of politeness strategies used by Julie in Warm Bodies movie. The writer analyzes it textually. In this research, the writer applies qualitative approach.

The writer uses Brown and Levinson (1987) theory of positive and negative politeness strategies as the main theory. The researcher uses transcript of Warm Bodies movie by Isaac Marion and the utterances of Julie is as the data. On doing analyzing, firstly the writer classifying the data according type positive and negative politeness from Julie's conversation, then analyzing of positive and negative politeness based on the situation happen at the time Julie's conversation after that the writer explain the intention of positive and negative politeness used by Julie to her interlocutors. This research is limited. It is only focused on positive and negative politeness strategies applied by Julie in Warm Bodies movie by Isaac Marion.

The result of this research shows that Julie uses 11 strategies of positive politeness and 3 strategies of negative politeness. Those are: *Notice, attend to hearer's interest, wants, needs, goods, Intensify interest to hearer, Use in-group identity markers, avoid disagreement, Assert or presuppose speaker's knowledge of and concern of hearer's wants, Offer promise, Be optimistic, Include both speaker and hearer in the activity, Give or ask for reason, Assume or assert reciprocity and Give gifts to hearer goods, sympathy, understanding, cooperation. Question hedges, be pessimistic, and minimize the imposition*. It can be concluded that mostly Julie applies positive politeness strategies on her dialogs in Warm Bodies movie. Julie uses those strategies as mean to maintain the close relationship and show respect to her interlocutors.

## INTISARI

Maiyahusofa.2015. *Penggunaan Strategi Kesopanan Positif dan Negatif yang digunakan oleh Julie dalam Warm Bodies Movie*. Skripsi, Jurusan Sastra Inggris, Fakultas Adab dan Humaniora, Universitas Islam Negri Sunan Ampel Surabaya.

Pembimbing: Dr. A. Dzoul Milal, M.Pd

**Kata kunci:** Pragmatik, Strategi kesopanan positif, Strategi kesopanan negatif, *Warm Bodies Movie*.

Skripsi ini berisi tentang strategi-strategi kesopanan yang digunakan oleh Julie dalam film *Warm Bodies*. Penulis juga mengkaji dengan analisis tekstual. Dalam kajian ini, penulis mengaplikasikan pendekatan kualitatif.

Kerangka teori yang digunakan sebagai alat untuk mengelola data penelitian ini adalah teori tertentu yang diterapkan oleh Brown dan Levinson (1987) tentang strategi kesantunan. Penulis menggunakan transkrip *Warm Bodies Movie* karangan Isaac Marion yang memuat percakapan Julie sebagai data. Untuk memulai analisa, penulis mengelompokkan tipe kesantunan positif dan negatif dari percakapan Julie, kemudian menganalisis kesantunan positif dan negatif berdasarkan situasi yang terjadi pada waktu Julie berbicara, setelah itu penulis menjelaskan tujuan menggunakan kesantunan positif dan negatif yang digunakan oleh Julie pada lawan tuturnya. Julie dan mengidentifikasinya. Untuk membatasi diskusi, penulis hanya menggunakan kesantunan positif dan negatif agar tidak memperluas pembahasan masalah.

Hasil penelitian menunjukkan bahwa penulis mendapati Julie menggunakan sebelas strategy kesopanan positif dan tiga strategi kesopanan negative. Strategy tersebut antara lain. *Notice, attend to hearer's interest, wants, needs, goods, Intensify interest to hearer, Use in-group identity markers, avoid disagreement, Assert or presuppose speaker's knowledge of and concern of hearer's wants, Offer promise, Be optimistic, Include both speaker and hearer in the activity, Give or ask for reason, Assume or assert reciprocity and Give gifts to hearer goods, sympathy, understanding, cooperation. Question hedges, be pessimistic, and minimize the imposition*. Dilihat dari hasil analisis penulis lebih banyak menemukan strategi kesantunan positif dari percakapan Julie dalam *Warm Bodies movie*. Julie menggunakan strategi-strategi tersebut dengan tujuan untuk menjalin hubungan dekat dan menunjukkan rasa hormat kepada lawan bicaranya.



## CHAPTER 1

### INTRODUCTION

#### 1.1 Background of Study

Language is a system of communication in speech and writing that is used by people of a particular country (Hornby, 2000: 721). As social creatures, we need language to communicate with other people to make interaction. Without any language, we cannot communicate effectively and it can make misunderstanding both the speaker and the hearer. By language, people can express their feeling, opinion, ambitions, willing etc. In other words; it means that language is one of ways to explore people's idea that relates to the real life in their daily communication.

Communication process becomes something essential for people in building a social relationship. The existence of other people will be nothing without any communication. It will be impossible for people to create a friendship with others without communicating. Actually, maintaining a relationship itself becomes one of communication functions. Steinberg (1994) argued that one of the prime purposes for communication is to develop and maintain relationship with others(p.25). Through communication, people share their idea, feeling, and information with others. Thus, a relationship is finally constructed among them.

When people communicate by delivering a message to others, they have to think not only about the content of messages but also consider

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

about how to deliver them. In a conversation, the speaker mostly expects a certain act or reaction of the hearer when he/she delivers an utterance, for example when one says “I am hungry”, it could be interpreted in many conditions such as an invitation to have lunch, a request for money, or if it is said by young child, it could be a request for attention. Because of this, sometimes “how people say” is important than “what people say”.

According to Brown and Levinson (1987:65), certain kinds of acts intrinsically threaten face, namely those acts that by their nature run contrary to the face wants of the hearer and / or of the speaker. For example, the hearer’s positive face will damage when the speaker insults the hearer, and also the hearer’s negative face will damage when the speaker orders the hearer. It also could damage the speaker’s own positive and negative faces for example, when the speaker admits that he has failed in his job and when the speaker offers help to the hearer. FIAs are acts that infringe on the hearer’s need to maintain his or her self- esteem and be respected (<http://en.wikipedia.org/wiki/pragmatics>).

In order to avoid or minimize the possibility of damage to the hearer’s face or to the speaker’s own face, he or she may adopt certain strategies. In Islam perspective, politeness strategies become something important applying in daily conversation. As it is stated in the Al Qur’an Surah Al Hujuraat 3 verse as follow:

إِنَّ الَّذِينَ يَغُضُّونَ أَصْوَاتَهُمْ عِنْدَ رَسُولِ اللَّهِ أُولَٰئِكَ الَّذِينَ امْتَحَنَ اللَّهُ قُلُوبَهُمْ

لِلتَّقْوَىٰ لَهُمْ مَّغْفِرَةٌ وَأَجْرٌ عَظِيمٌ (QS. Al Hujuraat: 3)

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

**The meaning:**

*"Indeed, those who lower their voices before the Messenger of Allah, they are the ones whose hearts Allah has tested for righteousness. For them is forgiveness and great reward".*

<http://ismaieldelia.blogspot.com/2013/01/etika-berbicara-menurut.islam.html?m=1>

Syaikhul Islam Ibnu Taimiyah explained, 'those who louder their voices to others, so the intellect know that those are not honorable people. Ibnu Zaid said, 'if louder the voice (in speaking) is the good thing, so Allah will not make it into donkey's voice'. Abdurrahman As-Sa'di said, 'are not doubtful, that (those who) louder their voices to others are not polite people and do not respect others.'

That is why, the etiquette in speech in Islam is lower the voice in speaking. Allah said:

وَأَقْصِدْ فِي مَشْيِكَ وَاعْضُضْ مِنْ صَوْتِكَ إِنَّ أَنْكَرَ الْأَصْوَاتِ لَصَوْتُ الْحَمِيرِ ﴿١٩﴾

.(QS.Luqman:19)

**The meaning:**

*"Lower your voice, indeed, the most disagreeable of sounds is the voice of donkeys.*

<http://ismaieldelia.blogspot.com/2013/01/etika-berbicara-menurut.islam.html?m=1>

Due to its importance in communication, the writer is interested in exploring some aspects of the politeness strategies. In this case, a movie entitled "Warm Bodies" is chosen to become the object of the study. Warm Bodies is movie that the initial assessment of the Warm Bodies by calling it 'another Twilight Saga' imitators 'epic romance Cullen and Swan', phon-phon love story or a variety of other names that ultimately linked the film moved from the novel of

the same name written by Isaac Marion's with the best-selling franchise. Because in reality, in addition to the similarity theme float story of forbidden love between humans and fantasy creatures, Warm Bodies is obviously very different from Twilight. Inspiration that serve as the basis for developing the story is legendary Shakespeare's masterpiece, Romeo and Juliet.

Movie Warm Bodies is a film tells about a zombie who falls in love with a human. The genre of this movie is horror romantic. The director, Jonathan Levine, was inspired by a novel by Isaac Marion. The film was officially released since the last date of February 1, 2013. This film tells the world about the Zombies' virus outbreak afflicted many cities and many people die because of it. The zombie named R, plays by Nicholas Hoult, hunts human brain to become self-sufficient life, he falls in love with a girl named Julie (Teresa Palmer). Moreover, Julie is always helped by R from another zombie attack and the relationship between the two is intertwined. Not for a long time, Julie realizes that R is a special figure. Due to the R point signal sign that he is not like the other zombies. Slowly but surely, R shows the human character, Julie then takes R to something that is an area inhabited by human populations that have not been infected with the zombie virus. But captain Grigio (John Malkovich), Julie's father was not happy look at the relationship between R and his daughter.

The writer chooses this movie become an object of study because of some reasons. First, this movie is quite represented to the problem that the writer will discuss about the contains of many simple daily conversation. Second,

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

the writer is interested in the story. Besides, the writer also understands utterances used in that story, so it will be easy for the writer to do a research.

In addition, the writer chooses politeness strategies in this study because politeness have important rule in social interaction or daily conversation to make a good relationship with other people and we can see some examples of social interaction for each characters in this movie and also the writer has never seen this study which analyzes by another writer before.

Based on the explanation above, in order to understand more about positive and negative politeness strategies and what factors influence the characters to employ the politeness strategy, the researcher intends to conduct a research entitled: *Politeness Strategies Used by Julie in Warm Bodies Movie*.

## 1.2 Statement of the problems

Based on the background of the study, the writer proposes the problem of the study as follow:

- 1.2.1 What kinds of positive politeness and negative strategies are used by Julie in the film entitled “Warm Bodies”?
- 1.2.2 What are the intentions of positive and negative politeness strategies used by Julie in the film entitled “Warm Bodies”?

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

## **1.1 Objective of the Study**

- 1.1.1 To identify the kinds of positive and negative politeness strategies used by Julie in the film entitled “Warm Bodies”.
- 1.1.2 To explain the intentions of positive and negative politeness strategies used by Julie in the film entitled “Warm Bodies”.

## **1.2 Significance of the Study**

The significance of the study is to improve the reader’s knowledge of understanding about politeness strategy and give contribution to larger body of knowledge and it is hoped to be useful for the reader especially to the students of Islamic university Sunan Ampel who want to make the next research about Politeness Strategies Used By Julie (Teresa Palmer) In Warm Bodies Movie.

## **1.3 Scope and Limitation**

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

This study will be linguistic study that only focuses on politeness strategy. According to Brown and Levinson 1987, there are four kinds of politeness strategies. They are Bald on record, Positive politeness, Negative politeness and off record, but the writer only apply the study of positive and negative politeness strategies used by Julie in Warm Bodies Movie. The writer thinks, it is necessary to clarify the context of the utterance. This is accomplished because a unique discovery found within the movie.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

## **1.1 Definition of Key terms**

**1.6.1 Politeness strategy** : it means that minimizing the interlocutor face from threatening act (FTA) through some specific strategies.

**1.6.2 Face** : public self-image that every member of society wants to claim for itself.

**1.6.3 Self-image** : the way you think about yourself, your abilities and appearance or one's role.

**1.6.4 FTA (Face Threatening Act):** An act that threatens the positive or negative Face of the hearer (Brown and Levinson, 1987, p. 66). :

**1.6.5 Warm Bodies movie** : a movie was realeased on January 2013, American romantic, and zombie comedy film based on Isaac Marion and directed by Jonathan Levine.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

## **CHAPTER II**

### **REVIEW OF RELATED THEORY**

#### **2.1 Theoretical Framework**

This chapter covers definitions and theories related to the kinds of object that the writers will describe. The supporting theories will help to solve the research problems.

##### **2.1.1 Pragmatics**

Pragmatics is the study of context-dependent aspect of meaning which are systematically abstracted away from in the construction of content or logical form.

It means that pragmatics is the study about meaning of meaning. It differs from semantic. Semantic is the study about meaning of meaning through sentences/clauses, called written text. While, pragmatic is the study about meaning of meaning through utterances/conversations, called spoken text.

Meanwhile, Yule (1996:3) states that pragmatics is the study of contextual meaning. According to him, pragmatics is concerned with the study of meaning as communicated by a speaker (or a writer) and interpreted by a listener (or a reader) so that it involves the interpretation what people mean in the particular context and how the context influences what is said. Similarly Leech (1983) gives a definition that pragmatics can be usefully defined as the study of how utterances



have meanings in situations. From his definition, it can be seen that pragmatics is a study, which understands the meanings of utterances by looking at the situation when the utterances happen.

Based on the definition above, it can be said that pragmatics is the study of meaning contained the utterance in context. Therefore in pragmatic view, to appreciate and to interpret the meaning of a statement or an utterance, one must consider the relation between language and context in which the situation is uttered.

### **2.1.2 Context**

Context is an important aspect in interpreting the meaning of an utterance. According to Leech, 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 (1983:13). Therefore, context has many contributions in spoken and written language. It functions to help the speaker and the hearer or the writer and the reader deliver and understand the meaning of utterance.

Meanwhile, Malinowski had opinion that there are two kinds of context, context of situation and context of culture. Context of situation is the situation in which the text is uttered. It is an environment of the text. Context of culture is the cultural background or the history behind the participants, or people who are

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

involved in speech, time, social environment, political condition etc. (Halliday and Hasan, 1985:6).

From the statement above, it can be concluded that speech context is all aspects in speaking whether social or physical including the speech, time, place, social environment, political condition, and etc. Then, context is a set of propositions describing the beliefs, knowledge, and commitments and so forth of the participant in a discourse to in order to understand the meaning of an utterance. Because the analyst is investigating the use of language in context by a speaker, so it is more concerned with the relationship between the speaker and the utterance, on the particular occasion of use. During the proses of communicating with other, it is necessary to be polite so the speaker's context or illocution will be delivered completely. If the speaker speaks politely, it will satisfy the hearer so their communication is running well.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### **2.1.3 Politeness Strategy**

For avoiding the face threatening acts of the hearer, it is better for the speaker to know about politeness strategies. Politeness strategies are strategies used to minimize or avoid the FTA (Face Threatening Act) that the speaker means (Brown and Levinson, 1987:91). According to Brown and Levinson (in Fasold, 1996:160), face has two aspects, namely 'positive' and 'negative'.

#### **a. Negative face**

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Negative face is the desire to have freedom of action, freedom of imposition, and not to be impeded by others.

b. Positive face

Positive face is the need to be appreciated and accepted, to be treated as the member of the same group, and to know that his or her wants are share by others.

There are four kinds of politeness strategies. They are bald on record, positive politeness, negative politeness, and off record. However, the writer will focus on positive and negative politeness strategies because what the writer going to analyze represents the implementation of positive and negative politeness strategies.

### 2.1.3.1 Positive Politeness

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

According to Brown and Levinson (1987: 101) Positive Politeness is redress directed to the addressee's positive face, his desire that his wants should be thought of as desirable. This strategy attempts to minimize the threat to the hearers face. This strategy is most commonly used in situations where the audience knows each other fairly well. 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?"*

Brown and Levinson also argued that the positive politeness Consist of fifteen strategies. They are:

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

1. *Notice, attend to hearer (his or her wants, interest, needs, and goods)*

Brown and Levinson (1987) stated that in this strategy the speaker should take notice or pay attention to the hearer's condition. The speaker should give a response to the hearer's condition. By doing it, the hearer will know and realize that the speaker notices to his condition. This kind of strategy is used by the speaker to show solidarity and make close relationship with the hearer. Therefore, the speaker can redress the FTA on the hearer.

Example : You must be hungry, it's a long time since breakfast. How about some lunch? (Brown and Levinson 1987: p. 103).

2. *Exaggerate (interest, approval, sympathy with the hearer)*

Brown and Levinson stated that for showing his interest, approval, and sympathy, the speaker can use exaggerative intonation, stress, or other aspects of prosodic, such as really, for sure, exactly, and absolutely.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Example : How absolutely incredible! (Brown and Levinson 1987: p. 104).

3. *Intensify interest to the hearer*

The speaker tries to put the hearer into the middle of the events being discussed so that he can get his hearer's interest through his story. It can also be said that when the speaker puts the hearer into the speaker's conversations or story, he is increasing his intrinsic interest. (Brown and Levinson, 1987)

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Example : I come down the stairs, and what do you think I see? A huge mess all over the place, the phones off the hook and clothes are scattered all Over... (Brown and Levinson, 1987: 106).

#### 4. *Use in- group identity markers*

According to Brown and Levinson (1987), the speaker can claim the common ground with the hearer by conveying in-group membership. These include in-group usage of address forms, of language or dialect, of jargon or slang, and of contraction and ellipsis (p.107).

##### a. Address forms

Address form that are used to convey such in-group membership include generic names and terms of address like mate, buddy, honey, dear, duckie, luv, babe, Mom, blondie, brother, sister, cute, sweetheart, guys, and fellas.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Example: Bring me your dirty clothes to wash, honey!

(Brown and Levinson, 1987: p. 107-108).

##### b. Language or dialect

According to Brown and Levinson (1987), to redress the FTA such as giving request, the speaker can use nickname or full name of the hearer on his utterance in calling the name of his hearer.

Example : Come here, Johnny! (First call)  
John Henry Smith, you come here right away! (Second call) (p. 110).

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

c. Jargon or slang

According Brown and Levinson (1987) by referring to an object with a slang term, the speaker may evoke all the associations and attitudes that he and his hearer share an (in-group) reliance on the required object. It is used for the FTA redress.

Example : I came to borrow some Allison's if you've got any.  
(p.111).

d. Contraction and ellipsis

Brown and Levinson (1987) argued that the speaker can share the common ground with the hearer by using uncompleted sentence on his utterance.

Example : How about a drink? (p. 111-112)

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

5. *Seek agreement*

According to Brown and Levinson (1987), in communication process the speaker seeks ways to agree with the hearer. When the speaker shows his agreement to the hearer means that the speaker tries to satisfy the hearer's positive face. The speaker can repeat part or all of the preceding hearer has said, in conversation (p.112).

Example :

A: "I got a flat tire on the way home."

B: Oh God, a flat tire! (Brown and Levinson, 1987: p.113)

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

## 6. *Avoid disagreement*

### a. Pseudo- agreement

According to Brown and Levinson (1987; p.115) the speaker uses *then* as a conclusory marker. It becomes an indication that the speaker is drawing a conclusion to a line of reasoning carried out cooperatively with the addressee.

Example ; Take this radio off my hands for 5 quid then?

### b. White lies

A further output of positive politeness desire to avoid disagreement is the social “white lie”. Here, the speaker is better to say the lie to his hearer than damage the positive face of his hearer in hiding the disagreement. (Brown and Levinson, 1987; p. 116).

Example : Oh I can’t. The batteries are dead.

It is for responding to a request of borrowing a radio.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### c. Hedging opinion

Brown and Levinson (1987;p. 116) argued that the speaker can choose to be vague about his own opinion, so as not to be seen to disagree. The unclear opinion of the speaker is marked by *sort of, kind of, or in a way*.

Example : I kind of want Florin to win the race, since I’ve bet on him.

## 7. *Presuppose/ raise/ assert common ground*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

This is where the speaker speaks as if he was the hearer or his knowledge is same as the hearer's. An example is the use of question tag question with falling intonation. Another example can be seen in cases where, in giving empathy or someone asserts what only the hearer can know. It is for showing that the hearer is a central of the conversation.

Example : A. "Oh this cut hurts awfully, Mom!"

B. "I know". (Brown and Levinson, 1987: p. 119)

#### 8. *Joke*

According to Brown and Levinson (1987), since jokes are based on mutual shared background knowledge and values, they can be used to stress that shared background or those shared values. They attempt to redefine the size of the FTA.

Example : OK if I tackle those cookies now? (p. 124)

9. *Assert : presuppose speaker's knowledge of and concern for hearer's intention*  
digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Brown and Levinson (1987) argued that to indicate that the speaker and hearer are cooperation is by putting pressure on the hearer. The speaker may put other utterance that the speaker knows before asking for request and offering something to the hearer in order to make the hearer accept that request.

Example : I know you can't bear parties, but this one will really be good- do come! (p. 125)

#### 10. *Offer, promise*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id



digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

The speaker can claim whatever the hearer wants; he will help to obtain it. This strategy is used by the speaker to redress to potential threat of some FTAs on his hearer. (Brown and Levinson, 1987)

Example : I'll drop by sometime next week. (p. 125)

#### *11. Be optimistic*

This strategy that the speaker can assume that the hearer wants the speaker's intention for the speaker to redress (for speaker and hearer) and will help to obtain them.

Example : I'll just help myself to a cookie then, thanks!

(Brown and Levinson, 1987: p. 126)

#### *12. Include both speaker and hearer in the activity*

According to Brown and Levinson (1987), the speaker uses the term we while actually the speaker intention is 'you' or 'me'. It is to show his cooperation and redress the hearer's FTA.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

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

The speaker's intention is actually you. (p. 127)

#### *13. Give or ask for reason*

According to Brown and Levinson (1987), the other way for the speaker to include the hearer in the activity is by showing his reason as to why he wants what his intention.

Example : Why not lend me your cottage for the weekend? (p. 128)

#### *14. Assume or assert reciprocity*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Brown and Levinson (1987) stated, "The existence of cooperation between the speaker and hearer may also be claimed or urged by giving evidence of reciprocal rights." It means the speaker promises to do something as long as the hearer does something for the speaker too for cooperation.

Example : I'll give you bonus if you can sell these shoes.(p. 129)

#### 15. Give gifts to the hearer (goods, sympathy, understanding, cooperation)

According to Brown and Levinson (1987), the speaker can satisfy the hearer by giving gifts, human relation wants such as desire of being liked, admired, cared about, understood, and listened to.

Example : I'm sorry to hear that. (p. 129)

### 2.1.4 Negative Politeness

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

According to Brown and Levinson (1987), "Negative politeness is repressive action addressed to the addressee' negative face. Negative face itself is the want that every member wants to be respected (p. 129)".

In other words, it is used by the speaker to show his respect to his hearers. There are ten strategies here. They are:

#### 1. Be conventionally indirect

The speaker uses phrases or sentences that have contextually unambiguous meaning that are different from their literal meaning.

Example :

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

a. I need a comb

The utterance above means that the speaker wants the hearer to give him a comb although without any final *please* as the mark of request.

b. Can you pass me the salt?

The utterance above does mean that the speaker really ask the hearer and needs an answer from the hearer. It becomes an understandable request of the speaker to the hearer. (Brown and Levinson, 1987: p.132-134).

2. *Question, hedges*

Hedge is a particle, word, or phrase that modifies the force of speech act. It is marked by *sort of, pretty, quite, or rather*.

Example : I'm *pretty* sure it is hopeless.

I *guess* Henry is coming. (Brown and Levinson, 1987:p.145)

3. *Be pessimistic*

According to Brown and Levinson (1987), it is the opposite of being optimistic. Here, the speaker show his doubt to the hearer by asking the hearer's possibility.

Example: Will there be a cigarette on you? (Brown and Levinson, 1987: p. 173-176).

4. *Minimize the imposition*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Brown and Levinson (1987) stated, the speaker uses expression such as *a tiny little, a bit, or a taste* to minimize the imposition.

Example : Could I have a taste of this cake?

It means that the speaker ask for a slice of cake to his hearer. He just Change's a slice' into 'a taste' in order to minimize the request. (p. 176-177).

### 5. *Give difference*

Brown and Levinson (1987) stated, there are two ways to give deference. First, the speaker lowers himself to shows that he humbles the hearer. Second, the speaker raises the hearer in satisfying his wants to treat as superior.

Example : We look forward very much eating with you. (The speaker lowers himself).

Excuse me, sir but would you mind if I close the window? (The speaker rises the hearer) (p. 178-183)

### 6. *Apologize*

According to Brown and Levinson (1987), by apologizing for doing FTAs such as asking a request, the speaker can indicate his reluctance to impinge in the hearer.

Example : I'm sure you must be very busy, but....

Sorry for interrupt (p.187-189).

### 7. *Impersonalize*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

According to Brown and Levinson (1987), the speaker ask for request to the hearer by avoiding the word “you and I” because the avoidance of both “you and I” in English is aggressively rude.

Example :

- a. Take that out! (It is better than you take that out)
- b. Someone should not do things like that.(It is better than you should not do

Things like that). (p. 190-197)

#### 8. *State the FTA as a general rule*

Brown and Levinson (1987) argued that the speaker can use pronoun avoidance in order to state the FTA as an instance of some general social rule, regulation or obligation.

Example : We don’t sit on tables, we sit on the chair, Johny! (p. 206-207)

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

#### 9. *Nominalize*

Brown and Levinson (1987) said that the speaker can show the formality which is associated with the noun end of the continuous.

Example : You good performance on the examinations impressed as favorably. (It is better than you performed well on the examination and we were favorably impressed) (p. 207)

#### 10. *Go on record as incurring a debt, or as not indebteding the hearer*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

According to Brown and Levinson (1987), the speaker redresses the FTAs by explicitly claiming his indebtedness to the hearer or disclaiming any indebtedness of the hearer.

**Example** : I would be eternally grateful if you would. (p. 210)

## **2.2 The Difference Between Positive Politeness and Negative Politeness Strategies**

- a) According to Leech politeness was seen in every interpersonal a speech.
- b) According to Brown and Levinson politeness was determined by differences in age, distance, gender and socio-cultural background.
- c) According to Robin Lakoff politeness can be judged from the speaker comfortably in speaking, speech that is used should not be pitched to force or seem arrogant.

Positive politeness strategies seek to minimize the threat to the hearer's positive face. They are used to make the hearer feel good about himself, his interest or possessions, and are most usually used in situations where the audience knows each other fairly well. Whereas, negative politeness strategies are oriented towards the hearer's negative face and emphasize avoidance of imposition on the hearer. So that, the differences between positive and negative politeness is lay on the manner of conveying a sentence that used by speaker to the interlocutor.

### **Example:**

- a) Positive “ How about letting me use your pen?”
- b) Negative “ Sorry to brother you, but may I borrow your pen?”

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

## 2.3 Previous Studies

There are some researchers conducting analysis about politeness strategies usage. Three of them can be seen below:

### 2.2.1 Politeness Strategies Used by the Main Character *Walk to Remember* Movie by Siti Masluha

In this research, the writer wanted to know the use of politeness strategies by Jamie as the main female character in *Walk to Remember* movie and Jamie's intention of using those politeness strategies. In analyzing that movie, the writer used Brown and Levinson's politeness strategies theory. The writer used all politeness strategies, bald on record, positive politeness, negative politeness, and off-record. It is different from Yuliana Wijaya's study which took only two kinds of politeness strategies.

In this study, the writer used qualitative approach. The data were collected, analyzed and described in the form of words or utterances rather than numerical scores or statistics. The data source of this research was the movie script of *Walk to Remember* taken from internet. After getting the script, the writer watched the movie and listened to Jamie's conversation. Then, the writer arranged the data which are appropriate with the statement of problems.

The result of this research showed that Jamie used three types of politeness strategies, namely positive politeness, negative politeness, and

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id  
 off-record. Positive politeness was the most strategies she used. Jamie had some reason of using those politeness strategies. She intended to express her affection and faith to others by using positive politeness and off-record strategies in communication. Meanwhile, she used negative politeness strategies because she intended to save her hearer's negative face.

### **2.2.2 The Positive and Negative Politeness Strategies Used by Andrew toward Margaret Before and After the Marriage Contract in the Proposal Movie by Yuliana Wijaya**

In this study, the writer wanted to know the use of positive and negative politeness strategies by Andrew toward Margaret before and after their marriage contract. In analyzing the movie, she used Brown and Levinson's positive and negative politeness strategies theory.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id  
 The writer used the qualitative approach in her research. The data were Andrew's utterances toward Margaret in The proposal Movie. The writer found the script of movie on internet. After getting the script, she watched and reread the script for several time to cross check the script and movie.

As the result, the writer found that strategy 10 of positive politeness (offer and promise) is more used by Andrew before their marriage contract. Other strategies of positive politeness used by Andrew are strategy 5 (seek agreement), strategy 6 (avoid disagreement), and



## **CHAPTER III**

### **RESEARCH OF METHODOLOGY**

#### **3.1 Theoretical Approach**

According to what have been explained in previous chapter, this research is about positive and negative politeness strategies in utterances of Julie Grigio in Warm Bodies movie. Because this research is talking about communication, then the researcher uses pragmatic approach to understand the intended meaning context of communication. Yule stated that there are four areas that pragmatics concerns. Those are the study of speaker's meaning, the study of contextual meaning, the study of how to get more communicated meaning than what it said, and the study of the expression of relatives distance.

This research is a qualitative research. The qualitative research is research procedure that produce descriptive data in the form of written or oral words of the people and behaviors that can be observed (Lexy, 1983:3). This research also is a descriptive research since the finding data will be describable. The analysis will be in form of an explanation in paragraph, not in the statistic data.

From the statements above, it can be concluded that a qualitative-descriptive research observes the written or spoken object by collecting the data, organizing them, classifying and making interpretation on the data then for the last, writing conclusion based on the data analyzed.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### **3.2 Source of data**

This research focuses on dialogue used by Julie Grigio in Warm Bodies movie and analyzes using positive and negative politeness strategies of Brown and Levinson theory.

In conducting this research, the writer employs the film entitled “Warm Bodies” directed by Jonathan Levine and the transcript of the film as the source of the data. The film is chosen since the characters employ many kinds of positive and negative 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 of this research contain the positive and negative politeness strategies expressions spoken by Julie Grigio in the film entitled “Warm Bodies”.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### **3.3 Technique of collecting data**

The technique of collecting data which was used in this research is observation. The writer observes the movie based on Sudaryanto’s explanation (1993:133). Next, the writer uses Uninvolved Conversation Observation Technique or Simak Bebas Libat Cakap (SBLC), because the writer does not get involved in the dialogue (Sudaryanto, 1993:134).

In this technique of collecting data , the selection of sample is from the source of data which have connection with the problem analyzed. The samples are chosen based on certain criteria set up by the writer. The criteria of choosing the

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

samples are based on Brown and Levinson’s classification of positive politeness strategy. The samples of this research are the character’s dialogues that employ positive and negative politeness strategies in the film entitled “Warm Bodies”.

3.4 Technique of Analyzing data

After collecting the data, the writer analyzes the data using these steps below:

- 1. Classify the data according to the types of positive and negative politeness strategies based on Brown and Levinson theory. As the writer applied below:

Formulation of table :  $\frac{\text{Frequency} \times 100\%}{\text{Total frequency}} = \text{Precentages.}$

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

a) Table 3.1 Data classification of types of positive politeness strategies

No.	Kind of Positive Politeness Strategies	Frequency	Precentages
Total			

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

**Table 3.2 Data Data classification of types of negative politeness strategies**

No	Kind of Negative Politeness Strategy	Frequency	Precentages
Total			

- 2. Analyze the positive and negative politeness strategies based on the situation happen at that time by Julie in Warm Bodies movie.
- 3. Explain the intention of positive and negative politeness by Julie in Warm Bodies movie based on Brown and Levinson theory.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

CHAPTER IV

FINDING AND DISCUSSION

This chapter contains the findings and analysis of politeness strategies used by Julie’s in Warm Bodies movie. In this research, the writer only uses the theory of positive and negative politeness strategies because Julie’s utterances in Warm Bodies movie represent the use of positive and negative politeness strategies.

4.1 Findings

In this part, the writer focuses on kinds of strategies politeness. They are positive and negative politeness strategies. First, the writer focuses on positive politeness strategies. There are 24 utterances that containing 11 strategies. Second, the writer focuses on negative politeness strategies. There are 7 utterances that containing 3 strategies. In this section, the writer analyzes positive and negative politeness strategies based on Brown and Levinson’s theory. Here is a table of total number of politeness strategies:

Kinds of Politeness Strategies	Frequency	Percentages
Positive politeness	24	77,4 %
Negative politeness	7	22,5 %
Total	31	100 %

#### 4.1.1 Positive Politeness Strategies Used by Julie

Eleven positive politeness strategies appear on Julie utterances in Warm Bodies movie. Those strategies are data strategy 1 (Notice, attend to hearer's interest, wants, needs, goods), strategy 3 (Intensify interest to hearer), strategy 4 (Use in-group identity markers), strategy 6 (Avoid disagreement), strategy 9 (Assert or presuppose speaker's knowledge of and concern of hearer's wants), strategy 10 (Offer promise), strategy 11 (Be optimistic), strategy 12 (Include both speaker and hearer in the activity), strategy 13 (Give or ask for reason), strategy 14 (Assume or assert reciprocity) and strategy 15 (Give gifts to hearer (goods, sympathy, understanding, cooperation) ). Here is a table of total number of Positive Politeness Strategies:

No.	Kind of Positive Politeness Strategies	Frequency	Precentages
1.	Notice, attend to hearer (his or her wants, interest, needs, and goods)	1	4,1 %
2.	Exaggerate (interest, approval, sympathy with hearer)	--	--
3.	Intensify interest to the hearer	2	8,3 %
4.	Use in-group identity markers	2	8,3 %
5.	Seek agreement	--	--
6.	Avoid disagreement	3	12,5 %
7.	Presuppose/raise/assert common ground	--	--
8.	Joke	--	--
9.	Assert / presuppose speaker's knowledge of and Concern for hearer's	2	8,3 %
10.	Offer, promise	2	8,3 %
11.	Be optimistic	3	16,6 %



digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

12.	Include both speaker and hearer in the activity	2	8,3 %
13.	Give or ask for reason	3	12,5 %
14.	Assume or assert reciprocity	1	4,1 %
15.	Give gifts to the hearer (goods, sympathy, understanding, Cooperation)	3	8,3 %
<b>Total</b>		<b>24</b>	<b>100 %</b>

### **Strategy 1: Notice (interest, approval, sympathy, with the hearer)**

In this type, the writer found some data concerned with the type of strategy

1: Notice (interest, approval, sympathy, with the hearer).

#### **Datum 1:**

*Julie: Hey, It's gonna be okay.*

*Perry: hmm okey....*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

The participant above is a conversation between Julie and Perry. It

happens in the road to the Perry's father workplace. Julie knows the circumstances of Perry that worries about his father. She also ensures Perry that everything will be fine. Julie uses positive politeness strategy 1: Notice (sympathy with the hearer).

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### **Strategy 3: Intensify interest to hearer**

In this type, the writer finds some data that concern in the Positive Politeness Strategy 3.

#### **Datum 2:**

*Julie: You, my friend, are a hoarder. Man, there's this awesome record store on Main and Ivy. You would love it. It's so cool. Was so cool. Al righty?*

The participant above is a dialogue between Julie and R. It occurs when Julie looks at a collection of vinyl in R's house. Then, Julie tells R that there is a cool record store, a very interesting place to visit by R. Julie uses positive politeness strategy 3: Intensify interest to the hearer, she tells R about a cool and nice vinyl record collection to visit.

#### **Datum 3:**

*Julie : Or you'll die? But you didn't eat me. You rescued me. Like, a bunch. It must be hard being stuck in there. You know, I can see you trying. Maybe that's what people do. You know, we try to be better. Sometimes we kind of suck at it. But I look at you and you try so much harder than any human in my city. You're a good person.*

*R : Anyway. It was me.*

The participant above is a dialogue between Julie and R. It occurs when they begin to close each other in R's house. Julie assumes that R is very different from the other zombies. In her opinion, R is very good and not harmful. Moreover, R helps Julie not to eat but to protect her from the other zombies. Julie



digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

uses Positive Politeness Strategy 3: intensify interest to the hearer, she tells R how Julie can be different from the other zombies.

#### **Strategy 4: Use in- group identity markers**

In this type, the writer finds some data that concern with positive politeness strategy 4:

##### **Datum 4:**

*Julie : (COCKING GUN) Per, let's bail. Perry?*

*Perry : We have orders, Jules. It was nothing anyway. You're being paranoid, okay?*

The participant above is a conversation between Julie and Perry. Julie asks Perry to go, because they are in an unsafe and anxious situation. It occurs in the laboratory, they are anxious to hear the sound of moaning zombies. Julie uses positive politeness strategy 4: Use in-group identity markers when Julie sees a zombie in front of her and says go "Perry". It shows that there is a close relation between Julie and Perry. Besides, it also shows the identity of the group.

##### **Datum 5:**

*Julie : You have a name? What is your name?*

*R : Rrrrrrrrrrrrrrr*

The participant above is a conversation between Julie and R. Julie asks the name of the zombie. It occurs in R's house. Julie begins to be closer to R. She applies positive politeness strategy 4: use in-group identity markers. By using word "R" shows that Julie wants to be closer to R. She also assumes R was belonging to her group.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### **Strategy 6: Avoid disagreement**

In this type, the writer finds some data that concern in Positive Politeness Strategy 6.

#### **Datum 6:**

*Julie : I did. We should bail.*

*Perry : Oh, hey, we can't just bail. We have orders. Do you have any idea how much medicine? The City goes through a month? We need pharm a salvage to survive.*

The participant above is a conversation between Julie and Perry. It takes place in the laboratory. When Julie hears a sound of approaching zombies to the laboratory and she is panicked. Then, she invites Perry to leave the scene quickly to save themselves from the zombies. However, Perry refuses Julie's invitation, because Perry runs the ideas to save the world from zombie's virus. Perry uses a strategy 6 (Avoid disagreement) to indicate that she disagrees with Julie's invitation to leave the lab.

#### **Datum 7:**

*Julie: Yeah. That's true. Lot more trouble, though. There you go again. Shrugging. Stop shrugging, shrugged. It's a very non-committal gesture. Really?*

The participant dialogue is a conversation between Julie and R. It happens in R's house. Julie uses positive politeness strategy 6 (Avoid disagreement). Julie does not like the R's irresponsive behavior which is indicated by shrugging. So, Julie does not like the attitude of the R.

**Datum 8**

*Grigio : (GUN FIRES) (GASPS) Next one's the head. Move away from him, Julie*

*Julie : No!! Dad, you have to listen to me. I know we lost everybody. I know you lost Mom. But you and me, we are still here. We can fix all this. We can start over. They need our help. Please, Dad! Look at him. He's different. He's...Bleeding. He's bleeding, Dad. Corpses don't bleed! Oh, God. You're alive. He's alive! (JULIE LAUGHS) You're alive.*

The participant above is a conversation between Julie and her father. It occurs when her father will shoot R. Julie worries about her father's attitude which will kill R. She convinces her father by explaining that R is different from her father thought. Julie uses positive politeness strategy 6 (Avoid disagreement) because Julie disagree with her father thought about R.

**Strategy 9 Assert / presuppose speaker's knowledge of and concern for hearer's intention.**

In this type, the writer finds a data that concern with Positive Politeness Strategy 9.

**Datum 9:**

*Julie :( SIGHS) I'm hungry. Just let me go!*

*R: (STAMMERING) not safe.*

The participant above is the utterance of Julie. It happens in R's house. In this case, Julie applies Positive Politeness Strategy 9. Julie is panicked and asks R

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

to release her because she is hungry. However, R does not approve it, because R knows that the circumstance is unsafe for Julie.

**Datum 10:**

*Julie : This is the only way pass the wall. Otherwise we get stopped. Okay...Come on. It's not that bad. Come on.*

The participant above is the utterances of Julie. It happens in front of the gate to pass the wall between humans and zombies. Julie used positive politeness Strategy 9 (Assert of presuppose speaker's knowledge and concern of the hearer's wants). Julie knows how to pass the wall through. He says that if they cannot pass they will get stopped. However, Julie believes that the way is not too bad for the path.

**Strategy 10 offer promise**

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

In this type, the writer finds some examples of data that concern with Positive Politeness strategy 10.

**Datum 11:**

*Grigio: I thought I lost you.*

*Julie: Well, you didn't, Dad. I'm here.*

The participant is a conversation between Julie and Grigio (her father). It happens in front of the entrance gate to the Julie's house. Grigio concerns with Julie's safety and he is afraid of losing his daughter. However, Julie convinces his father that she will always be with him and promise will not leave his father.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

**Datum 12:**

*R: No matter what, we stay together. We're changing everything. Promise.  
Julie: I know. Stay together. I promise*

The participant above is a conversation between R and Julie. It takes place in army quarter. Julie promises R to stay together no matter what. In this case, Julie uses Positive Politeness Strategy 10 (Offer promise).

**Strategy 11: Be optimistic**

In this type, the writer finds some data that concern with positive politeness strategy 11: Be optimistic.

**Datum 13:**

*Julie : I get that. And look... I know that you saved my life. And I'm grateful for that. But you walked me into this place. So I know that you can walk me out again.*

*R : H-h-have to wait. They... They'll notice.*

The participant above is a conversation between Julie and R. Julie says that she wants to leave R's house, although Julie knows that R is a good person and feels grateful for R's help. It occurs in R's house. Julie says that she wants to go home. Julie's statement shows a sense of optimism. Julie is very optimistic that she can go out if R allows her.

**Datum 14:**

*Julie: Perry... I think I love you. Say something. Don't just say nothing.*

*Perry: No, I, um... I think I love you too, Julie.*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

In the participant above, Julie expresses her feeling that she loves Perry. Then Perry shows positive face that he also loves Julie. In the Perry's car, Julie expresses feelings of love toward Perry. The speaker shows her optimism to increase the intensity of the opponent toward the speaker statement. The speaker assumes that the opponent does not mind with her feeling and he agrees to work together to achieve it.

**Datum 15:**

*Julie : That's good, I guess. Something happened to him. A lot of things happened to him. But I guess there just came a point where he couldn't absorb any more. It's just, in my world, people die all the time. So... You know, it's not like I'm not sad that he's gone. Because I am. But I think I've been preparing for it for a really long time.*

The participant above is a conversation between Julie and R. It occurs in R's house. Julie tells R that she loses her lover, but Julie is optimistic that she is ready to face all that. She applies Positive Politeness Strategy 11: be optimistic to express her statement.

**Datum 16:**

*Julie : Thank you. Oh, my God. Mmm! Oh, man. I can't remember the last time I had a beer. I guess you can't be all that bad, Mr. Zombie.*

The participant is the utterances of Julie. It occurs in R's house. Julie thanks to R and she is happy, because R has brought her food. Julie uses Positive Politeness Strategy 11: be optimistic, because she is optimistic that R, Mr. Zombie is a kind person.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

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

In this type, the writer finds some examples of data that concern with positive politeness strategy 12.

#### **Datum 17:**

*Perry : I haven't heard from him in two days, Jules.*

*Julie : He's on construction detail, Perry. He's working. My dad goes weeks without checking in. Okay. This way.*

The participant above is a conversation between Julie and Perry. It occurs in the room that leads Perry to father's workplace. Julie's utterances apply Positive Politeness Strategy 12: Include both speaker and hearer in the activity. Julie tells Perry that her father works in construction. She takes Perry to the place because they want to find how Julie's father passes the way.

#### **Datum 18:**

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

*Julie : (ALARM BLARING) Shit! Come on! Get on the subway! (GASPS)*

The participant above is a conversation between Julie and R. It occurs on their way to subway. They head to subway to hide from the armies attack. Julie uses positive politeness strategy 12 (Include both the speaker and hearer in the activity). Julie ask R to hide together on the subway.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

### **Strategy 13: Give or ask for reason**

In this type, the writer finds some examples of data that concern with positive politeness strategy 13:

#### **Datum 19:**

*Julie : What are you doing? Please leave me alone. Why me? Why did you save me?*

*R : Don't c-cry. Safe. Keep you safe.*

In the participant above Julie is nervous and afraid when R begins to approach her. R approaches Julie because R wants to show that he is not like the other zombies. In the R's house, Julie is frightened because the R's behaviour is creepy. So she asks the question why he should save her. By asking the reason, the speaker is optimistic that opponent can do a good cooperator. Speaker chooses this strategy because she wants to conduct FTA through criticism.

#### **Datum 20:**

*Julie : What's with all the vinyl? Couldn't figure out how to work an iPod?*

*R : Better s-sound.*

In the participant above is Julie and R starts to be close each other. Julie uses strategy 13. It occurs in R's house. Julie can inquire the reason why R likes collecting vinyl. R replies that he like the vinyl is not because he cannot use his iPod. According to R, vinyl is nice and has clear voice to be heard.

#### **Datum 21**

*Julie: What do you mean?*

*R: Boney's chasing me. They're chasing us.*



digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

The participant above is a conversation between Julie and R. It occurs in Julie's bed room. After R gives an explanation to Julie that they have changed, Julie uses Positive Politeness Strategy 13 (Give or ask) reasons i.e the sentence "What do you mean?" R say the reason why they changes because boney chases them.

#### **Strategy 14: Assume or assert reciprocity**

In this type, the writer finds a data that concern with Positive Politeness Strategy 14.

##### **Datum 21:**

Julie : Huh. Not bad. How long?

R : F-f-few d-days. Th-they'll f-forget. Y-y-you'll be o-kay.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

The participant above is a conversation between Julie and R. After Julie is assisted by R from zombies' attack, Julie applies Strategy14: (Assume). At that time, Julie is sad because she cannot escape from the R's house that make him cannot meet her family and friends.

#### **Strategy 15: Give gifts to the hearer (good, sympathy, understanding, cooperation)**

In this type, the writer gives some of the examples of data that concern with positive politeness strategy 15:

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

**Datum 22:**

*NORA : Grigio, shut up! I'm trying to sleep!*

*Julie : Uh, sorry!*

This is a conversation between Nora and Julie. In this conversation, Nora shouts "*shut up! I'm trying to sleep*" She says this because Nora was disturbed by Julie's voice who talks to R. Understanding that Nora is annoyed with his voice, so Julie says '*Uh, sorry!*'.

**Datum 23:**

*Julie : Well, then you're just gonna have to go and get me some food. Because I'm starved. Please? I'd be very grateful for some food.*

*R : O-okay.*

The participant above are the conversation between Julie and R. It occurs in R's house. Julie is not allowed to go by R and eventually she request R to find food for her, because she is very hungry. Julie applies positive politeness strategy 15: Give gifts to hearer (grateful) to her partner, because R approves the request happily and he understands what Julie want.

**Datum 24:**

*R: Don't r-run.(SNIFFING)Come. S-safe.*

*Julie: Thank you.*

This is a conversaton between R and Julie. It occurs in front of the plane. R saves Julie from zombies' attack dan asks Julie not to run. Julie uses Positive Politeness Strategy 15 ( Give gifts to hearer (goods)) to R by saying "Thank you". The gifts can be used to express gratitude because someone's goodness.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

4.1.2 Negative Politeness

Three negative politeness strategies are uttered byJulie in Warm Bodies movie. Those strategies are strategy 2 (Question hedges), strategy 3 (Be pessimistic), strategy 4 Minimize the imposition. Here is a table of total number of Negative Politeness Strategies:

No	Kind of Negative Politeness Strategy	Frequency	Precentages
1.	Be conventionally indirect	--	--
2.	Question, hedges	1	14,2 %
3.	Be pessimistic	4	57,1 %
4.	Minimize the imposition	2	28,5 %
5.	Give deference	--	--
6.	Apologize	--	--
7.	Impersonalize	--	--
8.	State the FTA as a general rule	--	--
9.	Nominalize	--	--
10.	Go on record as incurring a debt, or as not inducting the hearer	--	--
Total		7	100 %

Strategy 2: Question hedge.

In this type, the writer finds the data that concern with Negative Politeness Strategy 2: Question hedge

Datum 25:

Grigio : Are you sure nothing bit you?

Julie : Do I look infected to you, Dad?

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

The participant above is a conversation between Julie and her father. It occurs in front of her father's quarter. After Julie's father asks her if she is infected or not. But then, Julie also asks a question to her father if she seems infected. She uses Negative politeness strategy 2 (Question hedge).

### **Strategy 3: Be pessimistic**

In this type, the writer finds the data that concern with Negative Politeness Strategy 3: be pessimistic

#### **Datum 26:**

*Julie : You think we're getting this stuff for the cure?*

*Perry : since we erected this wall... No one believes in a cure anymore,  
Jules*

The participant above is a conversation between Julie and Perry. It occurs in the middle of a crowded city, when they stand in a line listening to the explanation of Julie's father to save humanity from the zombie's virus. Julie's utterances apply Negative Politeness Strategy 3: Be pessimistic. Julie is pessimistic that they will not trust again with the cure of the zombie's outbreak.

#### **Datum 27:**

*Julie: Are there others like you?*

*R: Mmmm.....*

The participant above is Julie's utterances. It occurs in the R's house. Julie uses negative politeness strategy 3: Be pessimistic, because she is pessimistic that nothing else is as good as zombie R that saves her life.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

**Datum 28:**

*Julie: It will be okay's? R, please? You okay?*

*R: Yeah.*

The participant above is a conversation between R and Julie. It occurs when they fall into water. Julie worries about R who is sink and he is in unconscious condition. Julie uses negative politeness strategy 3 (Be optimistic). Julie is pessimistic that R will not be safe because he is sink in the water.

**Datum 29:**

*Julie: Um...Don't mind him, Per. Dad's idea of saving humanity is to build guns until we grow old and die.*

*Grigio: Well, Julie, without the wall, we would be eating brains now.*

The Participant above is a conversation between Julie and Grigio (her father). It occurs at dinner time in their house. Julie applies Strategy3: Be pessimistic. Because Julie is very unsure with her father's plan to save the world from the zombie's virus that currently spreads in the city.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

**Strategy 4: Minimize the imposition**

In this type, the writer finds an example that concern with Negative Politeness Strategy 4: Minimize the imposition.

**Datum 30:**

*Kevin: Identify yourself?*

*Julie: It's just me, Kevin.*

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

The participant above is Julie's utterance to Kevin. It occurs in front of the gate to pass the wall. After Julie freed from the bondage of zombies, she heads the parapet to enter the headquarters and meet with her father. When the speaker says "*It's just me*", FTA automatically occurs. This strategy is used by the speaker because the speaker wants to minimize loading. The speaker considers that opponent has more power than the speaker. The speaker uses the word "*just*" because she wants to save Kevin's face negative as an entrance guard who checks the condition of the zombies' virus.

**Datum 31:**

*Julie: We could put on a little bit of foundation, maybe a little blush.*

*Probably a lot of blush.*

*R: No way.*

The participant above is a conversation between Julie and R. It occurs in Julie's house. After Julie meet with R at her home, Julie gets an idea to dress R with little foundation so R does not look like a zombie. But R is confused and afraid to be dressed. Julie uses Negative Politeness Strategy 4: minimize the imposition, because the speaker wants to minimize loading.

#### **4.1 Discussion**

In the case of communication, maintaining other's face is needed in order to make the communication runs well and smoothly. One way to maintain other's face is by applying politeness. Politeness is a communication strategy that people use to maintain and develop relationships (related goal) and a technical term in

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

language study to signify the strategies we use to achieve our goals without threatening the self-respect of others. There are four politeness strategies, namely bald on record, positive politeness, negative politeness, and off record.

In this research, the writer analyzed only with the two strategies of politeness by Julie in the film Warm Bodies. From the findings above, it can be formulated that Julie in the film warm bodies. Strategy used are positive and negative politeness strategy during conversations Julie in its dialogue with the interlocutor. Although it does not address all the politeness strategy, to determine further strategy discussed. The writers describe the dialogs used by Julie in Warm Bodies Movie.

In this conversation, Julie as the main character in Warm Bodies Movie uses "positive and negative politeness strategy", Based on the theory of Brown and Levinson. From the above analysis, it can be seen that the use of positive digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id politeness in conversation with the opposite Julie her said as the conversation focused on the positive face threatening act an opponent her said. Julie while only a few are using negative politeness, because the negative face used it just to not approve desire opponent her said.

In communicating speakers will try to keep the 'face' opponents said. According to Brown and Levinson (1987: 61) 'advance' is a self-owned image by each individual. There are two types of 'face' as explained Brown and Levinson (1987: 61) is a positive advance which is the desire of every individual to

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

understood, and negative face is the desire of every individual to be free from interference.

According to Brown and Levinson (1987: 65-68) in the concept of 'face' There are a variety of speech that tends to an act that is not fun, or so-called face threatening acts. Brown and Levinson (1987: 60) calls threatening action to face with the FTA (Face Threatening Act). There are two types of FTA according to Brown and Levinson (1987: 65), namely threatening the positive face and negative face. Acts threatening the negative face include: command and requests, suggestions, advice, warnings, threats, challenges, offer, promise, praise, and the expression of negative feelings such as hatred and anger (Brown and Levinson, 1987: 65-66).

From this research, the writer hopes to provide inspiration for further research are interested in this theory. And for further research would be better for digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id you to look for other types of literature. You also can differentiate your discussions as you focus on one type of politeness another strategy such as bald on record or off record, or if possible, you can combine with other theories. Next, the writer also hopes that this research can provide knowledge and understanding of the Positive and Negative politeness strategy. Because we know about it in order to avoid misinterpretations when we are communicating and can also make us easier to understand what the other person said.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id



## **CHAPTER V**

### **CONCLUSION AND SUGGESTION**

In this chapter the writer presents the conclusion and suggestion for this study. It is included what have been discussed in the previous chapter.

#### **5.1 Conclusion**

After analyzing, presenting and discussing the data, the writer finds some conclusions to answer the research problems. First, the writer finds that there are eleven kinds of positive politeness strategies apply by Julie in Warm Bodies movie. They are; strategy 1 (Notice, attend to hearer's interest, wants, needs, goods), strategy 3 (Intensify interest to hearer), strategy 4 (Use in-group identity markers), strategy 6 (Avoid disagreement), strategy 9 (Assert or presuppose speaker's knowledge of and concern of hearer's wants), strategy 10 (Offer promise), strategy 11 (Be optimistic), strategy 12 (Include both speaker and hearer in the activity), strategy 13 (Give or ask for reason), strategy 14 (Assume or assert reciprocity) and strategy 15 (Give gifts to hearer (goods, sympathy, understanding, cooperation) ). Besides, the writer finds that there are three kinds of negative politeness strategy used by Julie in Warm Bodies movie. They are; strategy 2 (Question hedges), strategy 3 (Be pessimistic), strategy 4 (Minimize the imposition). From the eleven kinds of positive politeness and three negative

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

politeness strategies, Julie uses positive rather than negative politeness strategies in almost all conversations.

The second is the use of any positive politeness does not determine the result absolutely. In some occasions, the response gives by the hearer is not deal with the strategies use. It means that the use of strategy does not always produce what the speaker expect. When hearer considers the substance of speaker's request is too much, it is possible that hearer does not fulfill speaker's want. However, the use of speaker's politeness strategy may effect the choice of hearer's politeness strategy in responding speaker's request.

Based on the analysis, the writer also finds that Julie uses more positive than negative politeness strategies. Because Julie applies more negative politeness theory to influence the interlocutor, so this interlocutor always responds and pays attention to every word issued by Julie in Warm Bodies movie. After all, it can be concluded that the theory of positive and negative politeness strategies proposed by Brown and Levinson are used in real communication. The uses of the strategies are based on the expectation and perception of the speakers.

## 5.2 Suggestion

In this study the writer exposes two statements of problems for the use of politeness strategy, kind of positive politeness and negative politeness strategies. The writer would like to give some suggestions about the analysis of dialogues in the movie. Since there are many writers use politeness strategy as their theory,

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

especially positive politeness, therefore, the writer recommends to the future research which conduct the same topic will try to analyze the different field or different angle, such as focusing on negative politeness strategy, bald on record strategy or off record strategy. This will make much variation findings.

The writer analyzes positive and negative politeness in a movie based on Brown and Levinson's theory and intention positive and negative politeness strategy. There are a lot of politeness theories. Thus, the writer hopes to the future research will take another principal such as theory from Leech, Grice, Scollon or Lakoff. This will enrich and also expand our knowledge about politeness strategy.

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

## REFERENCES

Brown, Penelope & Levinson, Stephen. C. (1987). *Politeness: Some universal in language usage*. Cambridge: Cambridge University Press.

Hornby, A.S. 2000. *Oxford Advanced Learner's Dictionary*. Oxford: Oxford University Press.

Halliday, M.A.K & Hasan, R. (1985). *Language, Context, and Text: Aspects of Language in Social-Semiotic Perspective*. Oxford: Oxford University Press.

Leech, Geoffrey. (1983). *Principles of Pragmatics*. London: Longman Group Limited.

Lexy, M. J. (1983). *Metodologi Penelitian Kualitatif*. Bandung: Remadja Karya. pp. 3.

Masluha, S. (2011). *Politeness strategies used by the main character walk to remember movie*. Retrieved from [http://lib.uin-malang.ac.id/?mod=th\\_detail&id=03720090](http://lib.uin-malang.ac.id/?mod=th_detail&id=03720090)

Moleong, L. J. 2001. *Metode Penelitian Kualitatif*. Bandung: C.V. Remaja Rosdakarya.

Nurhajanti, G.E. 2005. Thesis : The Use Of Compliments as a Positive Politeness Strategy in Speeches of Men and Women's Characters in the Film *Notting Hill*.  
digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id

Wijaya, Y. (2011). *The positive and negative politeness strategies used by Andrew Toward Margaret Before and After the Marriage Contract in the proposal Movie*. Retrieved from <http://dewey.petra.ac.id/catalog/lib.php>

Steinberg, S. (1994). *Introduction to communication course book 1: the basics*. South Africa: University of South Africa.

Sudaryanto. 1993. *Metode dan Aneka Teknik Analisis Bahasa*. Yogyakarta: Duta Wacana University Press.

<http://en.wikipedia.org/wiki/pragmatics>.

[http://en.wikipedia.org/wiki/Warm\\_Bodies](http://en.wikipedia.org/wiki/Warm_Bodies)

<http://ismailedia.blogspot.com/2013/01/etika-berbicara-menurut.islam.html?m=1>

[http://www.springfieldspringfield.co.uk/movie\\_script.php?movie=warm-bodies](http://www.springfieldspringfield.co.uk/movie_script.php?movie=warm-bodies)

Yule, George, 1996, *Pragmatics*. New York: Oxford University Press.