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:

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

| 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 ingroup 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:

Formulation of table : <u>Frequency x 100%</u> = Precentages. Total frequency

| No. | Kind of Positive Politeness Strategies | Frequency | Precentages |
|-----|---|-----------|-------------|
| 1. | Notice, attend to hearer (his or her wants, interest, | 1 | 4,1 % |
| | needs, and goods) | | |
| 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 commond ground | | |
| 8. | Joke | | |
| 9. | Assert / presuppose speaker's knowledge of and | 2 | 8,3 % |
| | Concern for hearer's | | |
| | Offer, promise | 2 | 8,3 % |
| 10. | | | |
| | Be optimistic | 3 | 16,6 % |
| 11. | | | |

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

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 gonn<mark>a b</mark>e o<mark>kay.</mark>

Perry: hmm okey....

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 strategy1: Notice (sympathy with the hearer).

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 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:

: You have a name? What is your name?

R

: Rrrrrrrrrrrrrrrrr

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.

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.

<u>Datum 8</u>

Grigio: (GUN FIRES) (GASPS) Next one's the head. Move away fromhim, 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 herfather 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

to release herbecauseshe 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

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.

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 optimistics

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... l think I love you. Say something. Don't just say nothing.

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

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 Strategy11: be optimistic, because she is optimistic that R, Mr. Zombieis a kind person.

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.

<u>Datum 17:</u>

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 howJulie's father passesthe way.

Datum 18:

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.

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. Sosheasks the question why he should save her. By asking the reason, the

speaker is optimistic that opponent cando 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 strategy13. 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.

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.

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:

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!'.

<u>Datum 23:</u>

Iulie: 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.

4.1.2 Negative Politeness

Three negative politeness strategies are uttered by Julie 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:

Formulation of table : <u>Frequency x 100%</u> = Precentages. Total frequency

| 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 | и - К | |
| 8. | State the FTA as a general rule | 4 - | |
| 9. | Nominalize |) | |
| 10. | Go on record as incurring a debt, or as not indecting 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?

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?

: 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.

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.

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.

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 getsan 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 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 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

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 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.