

**POWER RELATION AND NEGATIVE POLITENESS IN *THE  
IRISHMAN* MOVIE**

**THESIS**



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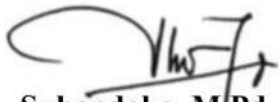
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## ABSTRACT

Albab, M. U. (2021). *Power Relation and Negative Politeness in "The Irishman" Movie*. English Department, Faculty Arts and Humanities. UIN Sunan Ampel Surabaya. Advisor: Suhandoko, M.Pd.

Keywords: politeness strategies, negative politeness, power, The Irishman movie

This research investigates the negative politeness strategies performed by Russell Bufalino, Jimmy Hoffa, and Frank Sheeran in *The Irishman* movie. The researcher uses two theoretical frameworks based on Brown and Levinson's politeness strategies theory (1987) and five bases of power theory by French and Raven (1968). This research has two research problems that must be answered: (1) How are negative politeness strategies performed by the main characters in *The Irishman* movie. (2) How is power exercised by the main characters in *The Irishman* movie.

The researcher examines the types of negative politeness strategies before describing the main characters' kind of power. Using the descriptive qualitative method, the researcher reveals the fact in investigating negative politeness strategies performed by the main characters through their utterances. First, identify, classify, analyze the data, and find the prominent strategy used often.

The results reveal that the researcher got 8 out of 10 kinds of negative politeness strategies performed by Russell Bufalino, Jimmy Hoffa, Frank Sheeran. This research found 36 times the use of negative politeness strategy. Russell Bufalino used negative politeness strategies 12 times. Jimmy Hoffa used 13 times, and Frank Sheeran used 11 times. The researcher found that strategy 1, being conventionally indirect, is the prominent strategy performed by the characters in *The Irishman* movie a total of 13 times. Most of the choices of negative politeness strategies used by the main characters are affected by social position level, social distance, and the circumstances that affect the main characters using negative politeness strategies in communication. Besides, the researcher also found power exercised interplays with negative politeness performed by the main characters. Based on the five bases power theory, the findings revealed there are 4 out of 5 power exercised. Legitimate power is the prominent power in the movie. The negative politeness, strategy 2, hedges, is the highest strategy in applying legitimate power with a total of 4 times. The main characters used their power by applying negative politeness to give instruction, transmitting their knowledge, showing closeness, and threatening.

## ABSTRAK

Albab, M.U. (2021). *Hubungan Kekuasaan dan Kesantunan Negatif dalam Film “The Irishman”*. Sastra Inggris, Fakultas Adab dan Humaniora. UIN Sunan Ampel Surabaya. Dosen Pembimbing: Suhandoko, M.Pd.

Kata Kunci: strategi kesopanan, kesopanan negatif, kekuasaan, film The Irishman

Penelitian ini menyelidiki strategi kesantunan negatif yang digunakan oleh Russell Bufalino, Jimmy Hoffa dan Frank Sheeran dalam film The Irishman. Peneliti menggunakan dua kerangka teori berdasarkan teori strategi kesantunan Brown dan Levinson (1987) dan lima landasan teori kekuasaan oleh French dan Raven (1968). Penelitian ini memiliki dua masalah penelitian yang harus dijawab: (1) Bagaimana strategi kesantunan negatif yang digunakan oleh karakter utama dalam film The Irishman. (2) Bagaimana kekuasaan dijalankan oleh karakter utama dalam film The Irishman.

Peneliti meneliti jenis-jenis strategi kesantunan negatif sebelum menggambarkan jenis kekuasaan yang dilakukan oleh karakter utama. Dengan menggunakan metode deskriptif kualitatif, peneliti mengungkapkan fakta dalam menyelidiki strategi kesantunan negatif yang dilakukan oleh karakter utama melalui ucapan mereka. Pertama, mengidentifikasi, mengklasifikasikan, menganalisis data, dan menemukan strategi menonjol yang sering digunakan.

Hasil penelitian mengungkapkan bahwa peneliti mendapatkan 8 dari 10 jenis strategi kesantunan negatif yang dilakukan oleh ketiga karakter utama. Penelitian ini menemukan 36 kali penggunaan strategi kesantunan negatif. Russell Bufalino menggunakan strategi kesantunan negatif sebanyak 12 kali. Jimmy Hoffa menggunakan 13 kali, dan Frank Sheeran menggunakan 11 kali. Peneliti menemukan bahwa strategi 1, secara konvensional tidak langsung, adalah strategi menonjol yang dilakukan oleh karakter sebanyak 13 kali. Sebagian besar pilihan strategi kesantunan negatif yang digunakan oleh tokoh utama dipengaruhi oleh tingkat kedudukan sosial, jarak sosial, dan keadaan yang mempengaruhi tokoh utama yang menggunakan strategi kesantunan negatif dalam berkomunikasi. Di samping itu, peneliti juga menemukan interaksi kekuasaan yang dilakukan dengan kesantunan negatif oleh karakter utama. Berdasarkan teori kekuasaan lima basis, temuan mengungkapkan ada 4 dari 5 kekuatan yang digunakan. Kekuasaan yang sah adalah kekuasaan yang menonjol dalam film. Kesantunan negatif, strategi 2, lindung nilai, merupakan strategi tertinggi dalam menerapkan kekuasaan legitimasi dengan jumlah sebanyak 4 kali. Karakter utama menggunakan kekuasaan mereka melalui kesantunan negatif untuk memberi instruksi, menyampaikan pengetahuan mereka, menunjukkan kedekatan, dan mengancam.

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# CHAPTER I

## INTRODUCTION

This chapter presents the background of the study, research question, research objective, limitation of the study, significances of the study and definition of the key terms which explain this research.

### **1.1 Background of the Study**

Politeness in communication is commonly used to socialize in order to build good relationships when communicating with others. The element of politeness is an important aspect that is needed because it is able to show respect to others (Mills, 2003). Sometimes we often hear people use language that is not polite and often provokes someone's emotions, causing a scene or dispute. Having an understanding of politeness can avoid conflict between speaker and listener. In this case, politeness is a reflection of the culture of a society. There is always a social hierarchy imposed on groups of members in a society, for example, students and lecturers, parents and children, leaders and subordinates, employers and laborers, and other statuses. Understanding the purpose and meaning of a speech and understanding context factors is also important to apply politeness properly. If a speech appears in a different context, the purpose and meaning of the speech will be different. Politeness is actually used by the speaker in the way of communicating to make the listener feel secure, not pressured, or offended. According to Holmes (1992), politeness strategies are universal elements that can be found in daily life or culture. The essential thing about politeness is that everyone should know about politeness in language use. It is used to respect other

people feeling. Politeness is the manner to communicate when talking with each other. In other words, politeness is a tool for communication that happens in our life to recognize courtesy when interacting or conversing with others. According to Brown (1997), politeness is the way or attempt to respect the feelings of the people addressed. According to Brown and Levinson (1987), politeness strategies are used to develop how to save the listener's "face". Indeed, when we were making conversation with others, we need to be polite and consider the interlocutor's face. Yule (1996) states that face refers to social sense and emotion from self that someone has or what everyone expects. Rosari (2016) states that people who study other languages need to understand different cultures because culture and language are inseparable. Nevertheless, many aspects or activities in our life involve communicating with other people, such as social life, culture, religion, politics, and so on.

Brown and Levinson (1987) mention four kinds of politeness strategies: positive politeness, bald on record, negative politeness, and off-record, where each is used differently depends on different situations. According to Brown and Levinson (1987) there are differences between having a conversation with a friend and a stranger. People tend to have a closer or intimate relationship with their friends, while an intimate relationship does not apply to strangers. Somebody can directly say, "Hey, how are you, Bro?" to a friend, but you cannot do the same thing to others because it can be considered rude behavior or impolite. Conversely, when someone says to other people, "would you please take a pen for me?" it can be regarded as being too polite or make a joke.

Politeness strategy is a study that shows concern about people's face. The face here is not in the true sense that refers to physical appearance but face as public's self-esteem or can be understood as a public image for someone (Brown & Levinson, 1987). Despite the politeness and polite expression level varies in each culture and group, the principle of politeness in communication remains universal.

Politeness strategies are categorized into four strategies: negative politeness, positive politeness, bald on-record, and off-record (Brown & Levinson, 1987). Negative politeness is a strategy used to reduce or minimize the listener's negative face and is usually used to show respect to listeners who usually have social classes or different backgrounds. The meaning of negative face here is someone's desire not to be forced or disturbed. Positive politeness is the speaker utilizes this strategy to keep up the listener's positive face by thinking about them as companions or community. This strategy is typically used to underline the closeness among the speaker and listener, who is a group. In a group or community whose participants have the same goals and desires, positive politeness strategies occur. Bald on record strategy is a direct way of saying things to state something, without minimizing threats toward the listener's face, in a straightforward, clear, and unambiguous, with the aim that the listener is not confused. Usually, this strategy is used in an emergency situation. Bald off record is strategy uses indirect speech acts without saying the meaning directly, conveyed vaguely and does not describe a clear communicative intent. This strategy will make the listener amazed, humiliated, and uncomfortable. Brown



and Levinson (1987) explain that positive politeness occurs in groups or environments in which members share the same desires, goals, or background knowledge. Positive politeness strategies are often used to demonstrate a close relationship between speaker and listener. They look like a group of friends who know each other well. Negative politeness is corrective action for the interlocutor's negative face: his desire for freedom of movement is not hindered, and his attention is not limited. The fundamental difference between positive politeness and negative politeness can be seen from the social distance between the speaker and the listener. Usually, positive politeness occurs between those who already have a reasonably close relationship. Meanwhile, negative politeness appears if the social distance is not too tight.

Lots of scholars have widely scrutinized politeness strategies, and currently, the discussion has shifted from the study of politeness itself into the study of politeness and its interplay with other aspects, such as power (Herujiyanto, 2015; Saad & Mohammadi, 2014), gender (Asyarani, 2018; Denana, 2019; Lestari et al, 2017; May, 2015; Ramadhani, 2013), and identity (Obana, 2012; Aisah 2019). Apart from these studies, many scholars have also studied politeness strategies using various subjects. The first research related to politeness strategies was conducted by Kurniawan (2015) about the politeness strategies performed by Desi Anwar and Mark Rutte in an interview on Metro TV. In his study, Kurniawan found that the politeness strategies used aim to reduce or attempt to ease the possible face's threat on listener's face in conversation based on sociological variables such as distance, relative power, and rank of imposition.

Second, Fadilah (2018) have investigated the main character's negative politeness strategy in *The Nightcrawler* movie. This research only investigated negative politeness strategies and why the main character used specific negative politeness strategies in communication based on Brown and Levinson's theory. Through his study, the researcher shows how we treat others through interactions using appropriate politeness and appropriate attention based on the main character's social status and social relationships.

Third, Sholikhatin (2019) used Brown and Levinson's theory to identify the positive politeness that men and women use in response to Bill Gates' caption on Instagram. Her study's use of positive politeness shows that there are differences between men and women on social media that showed through their comments, especially on Instagram.

Fourth, Alhamasy (2020) identifies the types of positive and negative politeness strategies applied by Judy Hopps and Nick Walde as the main characters in "Zootopia" movie. On the other hand, the researcher also found factors that affect the main character in using positive politeness and negative politeness.

Furthermore, Aisah (2019) investigated the identity obtained from the politeness strategies performed by Rachel Chu as by the main character in "Crazy Rich Asians. It can be concluded that the main character in the movie "Crazy Rich Asians" tends to apply dominant positive politeness and the identity reflected through politeness expression mainly uses affective commitments to people in the movie who have close relationships and intensive communication with other

individuals. Because it is related to status, reputation, respect, honor, and ability, the reflection of self is more emotional.

In the movie, many situations have related to politeness. To observe how the use of politeness does not mean to observe the actual society. In the present era, everything can be clearly illustrated through various media, one of which is the movie. As a popular medium among the public, the movie can be used as a means to increase understanding of social life. That is why movies can be used as a viable research subject in the context of politeness strategies. The implementation of politeness strategies can be identified from several scenes that occur in the film, so the audience can learn and also apply politeness strategies in their lives.

Several studies have been conducted to shed light on how politeness interplays with power. First, Agustina and Cahyono's study (2016) aims to emphasize the lecturer and student relationship as defining factors for students' success in the classroom. The aim of her study is to raise awareness to the lecturers in teaching the students with mannered and foster effective communication through the use of politeness strategies.

Another study on politeness strategies was conducted by Oktriana (2014) the research focused to explore the politeness strategies performed by superiors with organizational power when giving instructions or making requests to subordinates with social power. The research was done in a religious organization PHMJ GPIB. In this case, the age difference between the superior and the subordinate will be the leading case of this study, when the superior is younger than the subordinate. The researcher found that of the three recordings of staff

meetings, the organization's head commonly used positive politeness strategies to instruct or request subordinates. The superiors desire a closer relationship with the subordinates while maintaining their position of authority. The findings show that superiors are more concerned with maintaining social power than with maintaining organizational power.

From the previous research, it can be concluded that the previous researchers already used various media such as interviews, movies, social media, organization, and community as the subject. The similarities between this study and the previous study are that they use the same topic, namely politeness strategies, and used the same theory by Brown and Levinson. Overall, this study tries to fulfill the gap from the previous study that has been done before. Despite the fact that many experts have researched politeness strategies, it is infrequent to link the theory of politeness strategies with the concept of power in films. This study has a clear distinction from previous studies in a different focus area of analysis. In this study, the present researcher used negative politeness as the subject matter. The researcher tries to focus only on negative politeness because this film offers portraits in the work environment, competition, and connections to politics where some interactions in the work environment prioritize attention and respect for others so that even in competitions, we must respect each other even with opponents, and to build connections we also need to maintain good ethics in order to be accepted by others. The relationship between superiors and subordinates which is also required in the political environment, as well as between people who have same power with others. So the relationship between

superiors and subordinates or people who have more power with people who have less power is needed in the work environment and the political sphere because it builds connections. There is a distance between them that supports the theory and is able to increase understanding of the use of negative politeness strategies in the political field by adding the concept of power by French and Raven (1968). They are five kinds, legitimate power, referent power, expert power, reward power, and coercive power. This theory is very suitable to be applied in the world of politics, where each individual has a different position and power. Fairclough (1989) stated that politeness focuses on understanding the differences in various power levels within the social sphere and is committed to making such differences without any change. Social context involves language and power theory, which is composed of the relationship between language and society under the emphasis on power and ideology.

In this study, the researcher only focused on analyzing the main characters' negative politeness strategies, namely Frank Sheeran, Jimmy Hoffa, and Russel Bufalino. The researcher chooses "The Irishman" film as the subject because this film has supporting elements for this study where each character has differences in social class, position, and power. The researcher also focuses on negative politeness to find out the functions and types applied or conveyed by a drama film. This case is related to the theory of negative politeness and power. The sentences uttered by each character have the concept of politeness and power, which affects the context of the conversation. This research is essential to develop our understanding of politeness strategies. This movie is based on a true story

which the film was adapted from the book *I Heard You Paint Houses* by Charles Brandt. The story in the book is taken from the true story of Frank Sheeran after his discharge from the military in 1945. The story's point of view comes from Frank Sheeran, a World War II veteran. Sheeran is a cheater and assassin who works with several other colleagues. His colleagues also have their respective expertise and are classified as proficient. The movie directed by Martin Scorsese has been nominated and won various awards at the film festival and academy award for best picture.

### **1.2 Research Questions**

1. What kind of negative politeness strategies performed by the main characters in “The Irishman” movie?
2. How is power exercised by the main characters in “The Irishman” movie?

### **1.3 Significance of Study**

The results of this study are expected to increase knowledge to readers so they can explore the fields of language and education. The result of this research about politeness strategies and power relations is hoped to raise awareness and help the readers recognize the negative politeness strategies and power relations produced by Jimmy Hoffa, Russell Bufalino, and Frank Sheeran in *The Irishman* movie. This research also explains how important it is to communicate without making the other person feel pressured or uncomfortable. Through this research, it is hoped that it will provide useful information to readers regarding how to apply



power relations through negative politeness in order to enrich their understanding of politeness and apply them appropriately.

#### **1.4 Scope and Limitation**

The researcher focuses on negative politeness strategies used by the main characters in “*The Irishman*” movie. Besides, the researcher also analyzed the factor that affected the main characters using negative politeness strategies. The limitation of this study is that the politeness strategies, as suggested by Brown and Levinson, have four types: Bald on record, Off Record, Positive politeness, and Negative politeness. But the researcher only concerns with negative politeness strategies and is supported by French and Raven concept of power.

#### **1.5 Key Terms**

- a. *Politeness* is a rule in society that can be useful in a social environment between people. There are a sense of intimacy, mutual understanding, and understanding of respect when making conversation.
- b. *Politeness strategies* are used to respect the other person's feelings, so they don't feel humiliated or keep the interlocutor's feelings comfortable while talking.
- c. *Negative politeness strategy* is the behavior of the speaker to minimize the threat to the listener's negative face, usually used to show respect.
- d. *Face-threatening act* is the condition when the speaker presents the conversation in an impolite way to the listener.

- e. *Movie* is one of the commercial media to show visualized literary work, human life, or retell an old story that hype and entertain the people nowadays.
- f. *The Irishman* is an epic drama crime movie adapted based on the nonfiction book “I Heard You Paint Houses” by Charles Brandt.



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## CHAPTER II

### REVIEW OF LITERATURE

This chapter presents several theories related to this study. The theory includes politeness, face threatening-act, positive and negative face, politeness strategies, and power-politeness relationship.

#### 2.1 Politeness

Speaking in a polite manner is a form of the speaker's desire to reduce the threat to the listener's face. By saying polite sentences, the speaker can avoid facial actions that threaten the face of the listener (Mills, 2003). Politeness is a way of showing respect towards the interlocutor and avoiding offending them (Holmes, 1995). This theory cannot be separated from social interactions in daily activities to strengthen social relationships between individuals with one another. Yule (1996) defines politeness as an idea of 'polite social behavior.' Politeness is needed to build good relationships with other individuals in order to be able to avoid impolite words or actions so that the listener does not feel threatened. Because it could be that every word or action could potentially threaten the face of the listener. According to Holmes (1995), we must understand the differences in social groups that influence language use as a social group. The difference in the use of language in behaving politely is very clear if they have the knowledge of how to choose the right speech in interacting.

Language and communication are the most essential principles of politeness. Three essential rules must be obeyed in being polite to the listener: equality, hesitancy, and formality. Formality means humble or does not impose.

Hesitancy means give options to the listener. Equality means acting as if the speaker and listener are equal and make people feel good. The three rules are designed to reduce friction in the interaction.

Polite speech is when the speaker is not pushy or arrogant towards the listener by giving the listener space to make their own choices without feeling intimidated or making the listener feel appreciated when listening to the speaker's speech (Chaer, 2010). In building interactions, it is vital to use language as a strategic way to maintain interpersonal relationships to support achieving a goal. Applying politeness makes people feel more pleasant when they feel valued, recognized, and respected in communicating.

## **2.2 Face-Threatening Act**

Brown and Levinson (1987) face-threatening acts (FTA) are certain actions that threaten the listener's "face" or the self-esteem of a person. Whether the act constitutes a threat depends not only on the speaker's intention but also on the listener's perception. Yule (1996) says that people can threaten the face of others through an expression, a look, or non-verbal communication. For example, people can be said to be threatening someone's negative face simply by instructing the person to close the door with an offensive tone or threatening someone's positive face simply for not responding to a greeting.

Holtgraves (2002) affirms that some people sometimes do actions that threaten the face without them knowing it or not. Therefore, people should pay attention to the way they speak. The speaker should pay attention to the words they want to say or utter to save the listener's face.

### **2.3 Positive Face**

Positive face is a term that aims to show the desire and want that someone refers to the situation of being recognized and avowed. According to Brown and Levinson (1987), a positive face is a situation when a person wants her or his urge to be respected and appreciated by others. This means that person wants to be respected, approved, recognized, and loved by others. For example, “You and I have the same problem” or “Let’s do this together.” This influences areas such as avoiding imposing on others, wishing to take full action without disturbing others, expressing respect for others, and expecting deference from others. On the other hand, the positive face is the act that communicates warmth to the listener.

### **2.4 Negative Face**

A negative face is the freedom of action or desire that cannot be hindered. The speaker reveals because he has to do so, for example, “I know you’re busy” or “I’m sorry to bother you.” A negative face is more focused on and specific to reduce or minimize certain burdens on listeners that cannot be avoided by FTA, which is considered negative politeness. According to Brown and Levinson (1987), negative politeness is a form of basic claim or personal protection by having the right not to no-distraction.

### **2.5 Politeness Strategy**

In communication, people use politeness strategies to redress the threat to each other’s faces (Yuka, 2009). According to Yule (1996), politeness is an interaction that can be interpreted to show awareness of other people’s faces. It

means that politeness can be achieved in social distance situations, showing consciousness for another person's face that is frequently described in terms of appreciating or respect and showing the equivalent awareness or usually referred to as hospitality or solidarity. Fasold (1996) states that face means something emotionally invested, and it may be lost, enhanced, or maintained and have to be continuously attended to interaction. Moreover, Brown and Levinson (1987) said that positive politeness strategies have two kinds of the face; positive and negative.

A positive face is that of must be acknowledged or respected as a member of society. Politeness strategy is known as the definition of the face, is the public self-image that every people of the community wants to claim for itself (Brown & Levinson, 1987). Brown and Levinson (1987) stated that certain acts of speech might damage or threaten another person's face, for example, FTA. The negative face indicates the liberty of action and feel of not being enforced on other people linked to negative politeness. In other words, the listener is independent to do acts that can show negative politeness. Negative face is the basic claim to territories, non-distraction, personal preserves, liberty of action, and independence from being imposition (Brown & Levinson, 1987). In short, a negative face is the want to keep one's own liberty of action, and a positive face means the desire to be accepted or liked by others.

The act of rescuing the interlocutor is an act of politeness which, in principle, can be proven to reduce unpleasant impacts on the face of the other person, both positive and negative. Basically, a certain type of action can threaten



the listener, and it creates displeasure on the listener's face and thus requires softening. Therefore, to avoid the speaker's face-threatening action, the speaker should know what is meant by politeness strategy. Politeness strategies are a strategy used to reduce or avoid the FTA implied by the speaker (Brown & Levinson, 1987). Moreover, Brown and Levinson specified there are four kinds of politeness strategies. Those four strategies such as positive politeness strategy, negative politeness strategy, bald on-record, and off-record.

The speaker uses positive politeness strategies to keep the listener's positive face. This strategy is applied by showing approval, appreciation, interest, as well as emphasize intimacy. The speaker and the listener usually know each other well as a group or as a friend. By using this strategy, the speaker wants to show familiarity and a good impression so that he can strengthen social relations through the same opinion and purpose with the listeners.

Negative politeness strategies are the speaker's action or ability to redress the listener's negative face in order to be free to act, not to be forced or restricted. This strategy serves to minimize FTA by showing respect for the listener. The use of this strategy is due to the existence of social distance or different backgrounds so that the speaker applies negative politeness strategies in his interaction.

Bald-on record politeness strategies are the strategies that do not make any effort to reduce or minimize the impact of the threat on the listener's face. In using this strategy, the speaker's desire to maximize efficiency in communication must be greater than the speaker's desire to respect the listener. This means that people must tell the truth, not say something that is less or more than what is

needed, be relevant to the topic being discussed, and avoid ambiguity as much as possible. This is the best way to avoid misunderstanding but has the greatest risk of threatening the listener's face. This strategy is commonly used by people who have close relationships such as family, relatives, or close friends.

Off-record politeness strategies are described as indirect speech. This strategy does not represent clear communication intentions and has an ambiguous nature that allows one message to have many interpretations. When the speaker uses this strategy, the listener must interpret what the message is meant. This strategy is carried out through indirect speech so that context and situation are important elements in understanding the message intended by the speaker.

### **2.5.1 Negative Politeness**

Negative politeness strategies are actions or abilities that aim to minimize the negative face of the listener to be free to act, not to be forced, not to be obstructed, or to be limited (Brown & Levinson, 1987). The speaker usually uses negative politeness to give or show respect for the listener. The use of this strategy is due to social distance or different backgrounds, which result in the speaker using negative politeness strategies in his interactions with the listener. Negative face as freedom in action or autonomy of the listener so that the speaker cannot enter the listener's territory. There are ten types of negative politeness strategies to be considered, as follow:

### 2.5.1.1 Being Conventionally Indirect

In this strategy, the speaker says something indirectly, but at the same time, the speaker wants to go on record in order to avoid misinterpretation of the listeners. The speaker must modify direct speech with words that are not ambiguous and protect certain values so that utterance appears indirect. For instance:

- “Can you please pass the salt?”
- “Can you turn on the light, please?”

### 2.5.1.2 Questioning and Hedging

The speaker uses Hedges to avoid direct statements and soften statements by modifying the strength of the speech act in interactions. Implementing this strategy usually uses the words just, if, rather, really, might be intended as a hedge to prevent negative faces of listeners. The purpose of using hedges in interactions is to create polite communication. For instance:

- “I **rather** think it’s hopeless.”
- “He **might** be proud of what you have done today”

### 2.5.1.3 Being Pessimistic

The speaker uses this strategy to show doubt in asking questions. Usually, the speaker applies this strategy to minimize the negative face of the listener by asking questions or indirect requests. For instance:

- “I want to ask for help, but I’m afraid you can’t right now”
- “You couldn’t possibly lend me your chainsaw machine, could you?”

### 2.5.1.4 Minimizing the Imposition

In implementing this strategy, speakers can force the listener to do something by expecting that the listener is sensitive to his wishes. In this case, the

listener may defend. The speaker must adjust the weight of coercion by considering social factors as distance and strength so that the listener can accept pressure well. This strategy typically uses phrases like a tiny bit, a little, a taste, a bit. For instance:

- Could I meet you for a minute after the meeting is over? (in fact, the speaker wants to talk may take several hours).
- I just wanna ask you, maybe you lend me some money? (in fact, the speaker actually wants to borrow a lot of money to pay the bill).

#### 2.5.1.5 Giving Deference

There are two ways to implement this strategy. First, the speaker's tendency to be humble. Second, the speaker treats the listener as superior or high-class. The use of this strategy is used to show respect to the listener. For instance:

- "It is such an honor to have a chance to work with you, **Mr. Kimber.**"
- "I'm sorry, **sir.**"
- "I don't think you ought to do that, **Mr. President.**"

#### 2.5.1.6 Apologizing

In this strategy, the speaker apologizes in order to minimize the negative faces of the listeners. The speaker implements this strategy by indicating reluctance and apology after threatening the negative face of the listener. For instance:

- "**I am really sorry for disturbing you**, but only you can help me now?"
- "Previously **I apologize** for the events here."
- "**Sorry, I may be wrong.** But I did not mean it."

#### 2.5.1.7 Impersonalizing Speaker and Listener

The speaker tries to avoid using the words "I" and "you" to disguise and hide who the speaker and the listener are. This strategy indicates that the speaker is

unwilling to force the listener by not using actions or sentences to threaten the listener's face. For instance:

- “Finish it right now for me” (from: “I require you to do this”)
- “One shouldn’t do things like that.” (from: “you shouldn’t thingslike that”)
- “Do this for me.” (from: “I ask you to do this for me”)

#### **2.5.1.8 State the FTA as a General Rule**

The speaker applies this strategy with no intention to impinge or impose on the listener. However, the speaker is only forced by circumstances to declare FTAs as general social rules, regulations, or obligations. For instance:

- “Passengers will please refrain from flushing toilets on the train”
- “Smoking is prohibited in this place.”

#### **2.5.1.9 Nominalizing**

The speaker uses this strategy to replace or nominalizes the subject, predicate, object, or even complement to make the sentence more formal. By applying this strategy, the speaker can save face and avoid threats to the listener.

For instance:

- “Your **good performance** in the examinations amazed us.” (from: “Your **performance** in the examinations amazed us.”)

#### **2.5.1.10 Go on Record as Incurring Debt, or Not Indebting Listener**

The speaker applies this strategy to restore the FTA by explicitly claiming his indebtedness to the listener. The speaker promises to return the favor and does not force the listener to accept his offer or request. For instance:

- I’d be very happy if you do this for me...( request)
- I’ll be never repay you if you would...(request)
- I could easily do it for you (offer)
- It’s a book for me (offer)

### **2.5.2 Bald on-Record**

The speaker uses bald on record strategy to show efficiency, it shows that the speaker expresses that they have different motives or more important things than face or doing FTA. This strategy is known as the most direct strategy, which is it can shock the listener to feel uncomfortable or embarrass them. Nevertheless, this type of strategy is commonly found with people who know each other very well and are very comfortable in their environments, such as family members or close friends. There are many advantages to using this strategy, as follows:

- The speaker can get praise for honesty
- The listener can feel trusted by the speaker
- The listener may be easy to understand what the speaker means to avoid misinterpretation

### **2.5.3. Off Record**

Off record is usually called as the indirect strategy that has the main goal to remove some pressures of the listener. In fact, the speaker is more comfortable doing an act in an obscure manner; even sometimes, they try to pretend to speak by themselves or feel cannot be heard by others. Off record, the speaker usually uses indirect speech that develops more common utterances or really has a very different purpose from what he or she means. Based on Brown and Levinson's (1987) off record strategy, the speaker can have one interpretation of their actions.

## 2.6 Politeness and Power

Talking about power cannot be separated from one's domination or control over others, and other ones try to maintain their position. The depiction of power can be found from various sectors, for example, dialogue between commander and soldiers, boss and subordinates, doctor and patients, the mass media and audiences of government and citizen, and so forth. Lakoff (1989) argues that politeness is closely related to power. According to Brown and Levinson (1987), power is one of the important elements in politeness theory. When proposing the politeness model, Brown and Levinson (1987) used three determinants of politeness: power, social distance, and the size of imposition. Power is one of these three determinants. They state that every individual is a creature capable of performing actions correctly, or they are called rational agents. Therefore, if they interact with someone who has different strengths, they are able to adapt. The speaker who has less power than the listener tries to avoid threats to the listener's face using different politeness strategies. Brown and Levinson (1987) pointed out that "power is a vital component. It indicates that the farther the power hierarchy is, the weaker the members will use more strategies, especially in terms of 'imposition'". The "request" as a speech act is particularly related to politeness, especially power in institutional contexts.

Power is one of the decisive factors in politeness theory, so it is very suitable for analyzing how the relative power of superiors and subordinates is embedded in interactions. Grundy (2000) explains that politeness is a major factor in universal linguistic behavior, which has descriptive power related to language



use. In terms of language, politeness refers to the use of indirect speech acts, respecting others when communicating by adding the words please, sorry, thank you (Watts, 2003).

Dahl (1957) asserts that the superiors are not limited in the use of politeness to subordinates, in contrast to subordinates who are advised to use a more varied variety of politeness. Logically, organizational members who have low power will be more careful in choosing their words when greeting or speaking to their superiors. Subordinates will try not to threaten or offend those who are their superiors; power relations, by definition, means dependence.

Furthermore, Van Dijk (2001) believes that power involves controlling members of a group who have influence over others in the form of action. Therefore, power groups can restrict the freedom of other groups that affect their thinking. This means that people with power can control the behavior of the controlled person.

Moreover, Austin (1962) regards power as a variable that allows the speaker (addresser) to attack the face of the listener (addressee's). However, when an individual has less power than the receiver, it is very unlikely that the speaker will attack the listener's face. Austin believes that the power possessed between individuals is not about the presence or absence, but the level of power possessed between individuals. Personal strength comes from many foundations. Brown and Gilman (1960) determined that "body strength, age, gender, wealth, and institutionalization within the church, family, army, or state" are the source of power. They assert, for example, that "The relations called the parent of, richer

than, employer of, older than, stronger than, and nobler than are all asymmetrical.” Therefore, an asymmetrical relationship in which the superior has more power thanks to his position, status, wealth or other factors than subordinates or workers, which wants his/her face to be maintained by the worker.

In relation to politeness, Brown and Levinson (1987) mention some factors which affect people to use politeness strategies or face-saving acts when communicating in society, such as social distance (D), relative power (P), and absolute ranking (R). With these factors, speech acts can be categorized as polite or impolite based on the status of the interlocutor and in what situation (Song, 2012). French and Raven (1968) categorized power based on how it works in a relationship. They are five kinds: legitimate power, referent power, expert power, reward power, and coercive power.

### **2.6.1 Legitimate Power**

Legitimate power is a person's ability to control the interlocutor, for example, the president as the message's sender and the minister as the recipient of the message. In this case, the president has the right to give instruction to his minister, for example, “I want you to finish this job immediately.” The president has the legitimate power to command their minister to do something. Therefore, the superior must be aware of his role as the owner of legitimate power in order to emphasize his leadership role to his subordinate.

In another case, Agustina and Cahyono (2016) explain that legitimate power can be applied by the lecturer who is authorized to give instructions to students. The lecturer has the authority to give orders, while the students view the

lecturer as a person who has a higher position, so that it is a blessing to give orders and determine behavior (Tauber).

### **2.6.2 Referent Power**

Referent power is the existence of interpersonal relationships between people, for example, the relationship between the shop owner and his employees. In this case, the employees admire and respect the shop owner personally. The shop owner shows his heedfulness through his actions by listening more to his employees. Applying referent power usually begins with asking a question or request. For instance: “why didn't you come to work yesterday? someone said that you are sick?”

In another case, Tauber (2007) explained that the greater the attraction between students and lecturers, the wider the reach of referent power, which creates a feeling of warmth and proximity between those people. Tauber (2007) said that lecturers who show concern for their students are a form of reference power. They are neutral when dealing with students, do not include their rights or the rights of students. They do not solve problems but only become facilitators by respecting students, leaving the responsibility to see changes in students' attitudes. They communicate with their students by listening more than speaking without seeing it as a weakness.

### **2.6.3 Expert Power**

Expert power is an idea that refers to someone competent or experienced in a particular subject, in this case, the doctors. It can be seen that doctors have

more understanding and special skills than their patients. The doctor has expertise in performing general physical examinations to diagnose and determine a treatment that suits the patient's needs. Traits of expert power usually contain a statement or confirmation. For instance, “take this medicine after meals three times a day.”

In another case, Tauber (2007) states that with expert power, lecturers are able to convey their special knowledge or expertise without hindrance, and students see their lecturers as professionals. Because basically, people can receive influence from individuals whose expertise is recognized. On the other hand, lecturers are required to have higher knowledge so that teaching can run effectively.

#### **2.6.4 Reward Power**

Reward power is a person's ability to give a gift to the interlocutor. Suppose the rewards given are greater, the greater the power. The characteristics of the reward power usually relate to things that have not been realized, such as respect, praise, and goods, money, and services. For example, the lecturer promises to give an A score to students who are active in organizational activities. This reward can be in the form of value, praise, gifts, etc. Based on Tauber (2007), it is explained that there are many supporting vocabularies related to reward power, including words such as response, stimulus, cue, and consequence. The application of reward power is usually indicated by using a clause such as “if you can ..., i will repay you ..” reward power can be obtained when a person can

obey, which is related to legitimate power. For example, a boss promises to give a salary increase or promotion to his subordinates.

Reward power can be obtained from someone having obedience. Reward power is used to support legitimate power. For example, the boss promises to give a salary increase or promotion to his subordinates who are working well so that subordinates can respond in kind by carrying out directions, orders and requests by increasing a good work ethic.

#### **2.6.5 Coercive Power**

Unlike reward power, coercive power is the opposite. Coercive power is a person's ability to threaten the interlocutor who cannot meet expectations. This power makes it possible to punish those who disobey or fail to live up to expectations. For example, the party leader threatens that members who do not comply with organizational rules will be subject to consequences such as demotion, salary cuts, or dismissal.

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## **CHAPTER III**

### **RESEARCH METHODS**

This section presents the method consisting of a research design, data collection, and data analysis. Data collection is divided into three steps: data and data sources, research instruments, and data collection techniques.

#### **3.1 Research Design**

In investigating the data, a qualitative descriptive design was applied because the researcher wants to reveal the truth and provide an accurate picture in examining the utterances uttered by Jimmy Hoffa, Russell Bufalino, and Frank Sheeran in the "Irishman" movie, primarily how negative politeness is used in their conversation. Qualitative research methods involve subjective assessment of attitudes, opinions, and behaviors (Kothari, 2004). This method focuses on understanding the social issues from the point of view of the human being in a society (Ary, 2010). This method is related to this research because it analyzes human behavior like negative politeness in the work environment. Therefore, to explain the types of negative politeness strategies and power relations in the main character's utterances, a qualitative research approach is needed to analyze the types of negative politeness and describe how the main characters exercise power relations in their utterances.

## **3.2 Data Collection**

This section explains the aspects and steps needed in data collection in this study, which consists of research data, data source, instrument, and data collection technique.

### **3.2.1 Data and Data Sources**

Data obtained based on the subject as a reference source of data (Arikunto, 2002). Subroto (1992) states that data can be found in various words, phrases, clauses, and sentences that can be seen in multiple media such as manuscripts, books, newspapers, and others. This study takes data from utterances produced by Jimmy Hoffa, Russell Bufalino, and Frank Sheeran in a drama film. The primary data source is based on the drama film titled "Irishman" produced by Martin Scorsese in 2019, while the film transcript is used as secondary data. Since this research is an analysis of utterance, the researcher needs to understand both the stated words and the conditions of the speaker's words.

### **3.2.2 Instrument**

The research instrument is the researcher himself. As the main instrument, the researcher will collect the data in the form of negative politeness strategies used by the main characters in the movie.

### **3.2.3 Data Collection Techniques**

The data in this research were taken from the utterances in *The Irishman* movie, which consist of negative politeness strategies that are performed by the main characters, for collecting the data, the researcher did several steps:



### 1. Downloading the film

The researcher downloaded the movie from the website [www.yts.mx](http://www.yts.mx) to get the movie from the internet. The film is available on the official website [www.netflix.com](http://www.netflix.com) and can only be played online without being able to be downloaded. To make it easier for the researcher analyzed the subject, the researcher uses another alternative via the unofficial website [www.yts.mx](http://www.yts.mx) so that the movie can be downloaded to make it easier for the researcher to access and play the movie via the media player.

### 2. Downloading the transcript

In order to make it easier for the researcher to understand the conversations that occur in the movie, the researcher used a transcript to help understand the dialogue in the film. The researcher looks for the transcript of the movie from the website [www.subdl.com](http://www.subdl.com). The researcher has chosen the site because it is easily accessible and provides many transcripts with various language options available on the site.

### 3. The researcher watching the movie and reading the transcription

The researcher watched the film *The Irishman*. In addition to watching it themselves, the researcher involved three participants in being involved and helped the researcher ensure the correspondence between the dialogue and the transcript in the

movie to reduce mistakes and avoid some things that might be missed. The movie's duration is 3 hours and 30 minutes, so the researchers divided it into 70 minutes for each participant. Then the researcher listened attentively to the conversations of Frank Sheeran, Russell Bufalino, and Jimmy Hoffa and paying attention to the subtitle. The researcher can know the context expressed by the main characters when they were speaking so that the researcher can find out how they say it in a polite tone or not. The researcher watched and read the transcript of the movie repeatedly to get valid data from the conversations of the main characters.

#### 4. Collecting the data

After watching the movie and read the transcription, the researcher takes more concern and close-reading the transcript to find the sentence, phrase, or word containing negative politeness or the element of power exercised by the main characters. Then, the researcher marked or highlighted the utterances of the main characters on the data transcript, which contained various negative politeness strategies and kinds of power. The researcher gives codes such as RB, JH, FS to mark utterances of Russell Bufalino, Jimmy Hoffa, and Frank Sheeran in the movie *The Irishman*. The researcher gave a number as a sequence of data, and a code for data contains negative politeness strategies. After obtaining the data, the

researcher highlighted the utterances that contained elements of five bases of power performed by the main characters.

### 3.3 Data Analysis

After data collection, the researcher took several actions to classify and analyzed the data after completing data collection. The following steps were applied by the researcher as methods of analyzed data, as follows:

#### 1. Developing the Codes

**Table 3.1 Codes for Negative Politeness Strategy**

Negative Politeness Strategies	Code	f
a. Being conventionally indirect	BCI	
b. Questioning, hedging	QH	
c. Being pessimistic	BP	
d. Minimizing imposition on the other person	MI	
e. Giving deference	GD	
f. Apologizing to the other person	APO	
g. Impersonalizing things	IMP	
h. State the FTA as a general rule	STAFTA	
i. Nominalizing	NOM	
j. Going 'on' record as incurring a debt, or not 'indebting' to the other person	GOR	

#### 2. Identifying

In identifying the data, the researcher tried to observe the negative politeness strategies following Brown and Levinson's theory in the movie to determine whether the sentence included negative politeness or not. In order to simplify the analysis process, the researcher has given highlights, signs (number), and codes to the sentences that contain negative politeness strategies spoken by Frank Sheeran, Russell Bufalino, and Jimmy Hoffa.

4. **Frank Sheeran:** I don't know. I thought you would've said no.

Negative 3 (Being Pessimistic)

**Figure 3.1: The Example of Identifying Data**

The researcher identification the sentence or utterance by adding the sign (number) and 'yellow' highlight. After adding the highlight, the researcher enters the predetermined codes into data cards to analyze the data.

**P.115/FS/N3/BP**

**Frank Sheeran:** I don't know. I thought you would've said no.

**Figure 3.2: The Example of Applying the Coding into Data**

### 3. Classifying

Through this process, the researcher categorized the marked conversations or codes to be grouped according to categories. Because negative politeness strategies have several types, the researcher classifies data containing certain types of negative politeness to answer the first and second questions in this study by making tables. Then, the researcher determined the number of the kinds of negative politeness strategies found in "The Irishman" film based on the utterances of the main characters. The researcher calculated the percentage amount in the following way:

$$\text{Formulation: } \frac{\text{Frequency} \times 100\%}{\text{Total frequency}} = \text{Percentages}$$

After classifying the kind of negative politeness, the researcher classifying power that exercised by the main characters through negative politeness.

#### **4. Interpreting**

The researcher interpreted each of Frank Sheeran, Russell Bufalino, and Jimmy Hoffa's utterance data to answer the research questions. The researcher also analyzed the power relations exercised in the main characters' utterances. Because each character has different power, the researcher must understand each character's background to analyze it properly.

#### **5. Drawing the Conclusion**

Lastly, the researcher presents the findings types and the power relations that exercised Russell, Jimmy, and Frank in negative politeness as described in Chapter IV. The researcher concluded the results of the analysis in accordance with the analysis obtained.

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## CHAPTER IV

### FINDINGS AND DISCUSSION

This section provides the research findings of the negative politeness strategies performed by Jimmy Hoffa, Russell Bufalino, and Frank Sheeran in The Irishman movie. The researcher categorized and classified the data based on the type of strategy and power relation. All of the results are discussed by relating the politeness theory interplays with the concept of power.

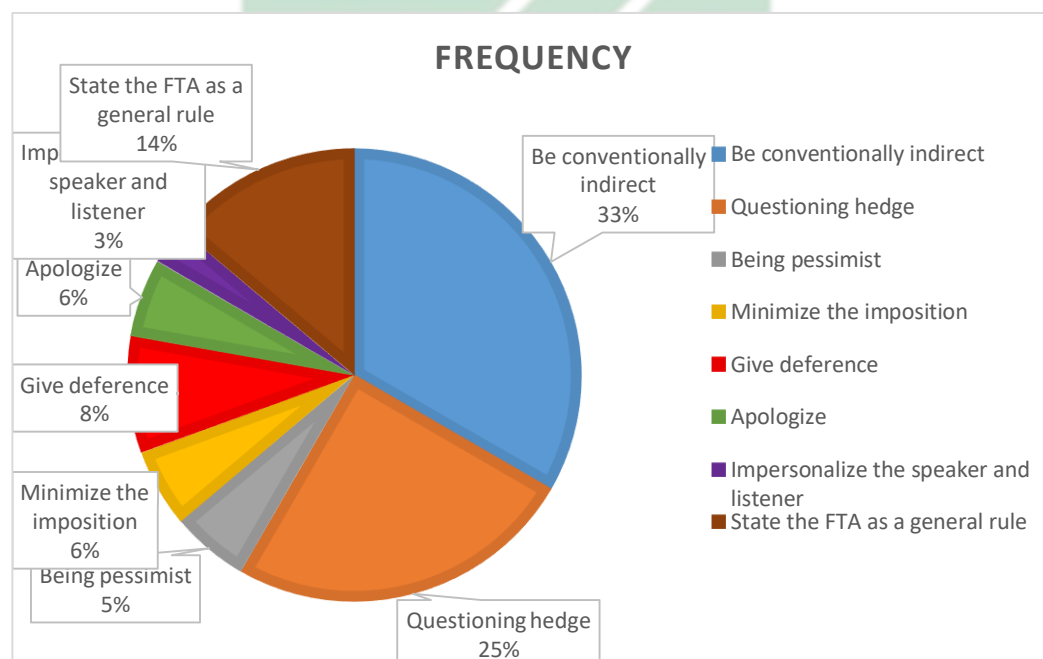
#### 4.1 Findings

In this section, the researcher wants to associate negative politeness with the social status that a person has in an environment. Furthermore, whether a person's power can be used as a reflection of how that person behaves towards others is in line with the object of this study. There are several characters with different social statuses. Therefore, the researcher wants to analyze how the role of power on one's politeness. Politeness strategy is a strategy as polite actions used in order to reduce or avoid the FTA implied by the speaker, otherwise known as the listener's face-saving act. Negative politeness fundamentally is corrective actions to prevent the listener's negative face who feels threatened by the speaker's action by showing respect to the listener's negative face. Giving freedom of movement is not hindered, not to be forced, or limited. The linkages between negative politeness and power are due to the difference between the three main characters who have differences in social class, position, and power.

The research result of data analysis is discussed in this chapter according to the research problems. In this study, the researcher divided it into two parts to explain the findings based on the research problems. The first section is about the kinds of negative politeness strategy performed by Jimmy Hoffa, Russell Bufalino, Frank Sheeran as the main characters in *The Irishman* movie used theory by Brown and Levinson (1987). Moreover, in the second section, the researcher applied the theory by French and Raven (1968), which discusses the negative politeness strategies interplays with the concept of power in the main characters' utterances.

#### 4.1.1 Negative Politeness in “The Irishman” Movie

The figure below indicates the negative politeness strategies data are divided into ten strategies. The researcher only found eight out of ten strategies. It shows the percentage of each strategy that appears in the total data.



**Figure 4.1 Negative Politeness Strategies Performed by Main Characters**



Based on data analysis, 36 data are containing negative politeness strategies. Figure 4.1 shows the negative politeness strategies used by the main characters are being conventionally indirect 33%, hedge 25%, being pessimistic 5%, minimize the imposition 6%, give deference 8%, apologize 6% impersonalizing the speaker and hearer 3%, stat FTA as a general rule 14%. Thus, it can be concluded that strategy 1, being conventionally indirect, is the strategy most often used by the main characters because they do not want to put pressure on the listener. So the speaker tends to use polite words when making requests and orders to listeners. In line with Brown & Levinson (1987), negative politeness strategies are actions or abilities that aim to minimize the negative face of the listener to be free to act, not to be forced, not to be obstructed, or to be limited.

#### **4.1.1.1 Being Conventionally Indirect**

This strategy is used by the speaker to say indirectly to the listener. The speaker uses polite sentences by giving an indirect request in order not to put pressure on the listener, and the speaker still wants the listener to fulfill their wishes. For more details, the researcher found (12) utterances that included this strategy as seen below:

##### **Data 1 (01:52:00 - 01:52:04/JH)**

Jimmy Hoffa : **If I sat down with him, would you come along?**

Frank Sheeran : What are you talking about? Of course.

The above statement was stated by Jimmy Hoffa when talking to Frank Sheeran at his home. Frank suggests Jimmy Hoffa apologize to Tony for the mistakes he had made so that Jimmy could build good relations with Tony and get political support. Because Jimmy had insulted Tony so that the two of them got

into an argument while serving time in prison. Jimmy's utterance "**If I sat down with him, would you come along?**" From the conversation, Jimmy didn't directly ask Frank to attend but instead used the sentence "**would you come along?**" which can be categorized as negative politeness strategy 1, being conventionally indirect, the speaker expresses his desire indirectly to the listener to take action for him. In his speech, the speaker wants the listener to participate in a meeting with someone by asking Frank about his willingness to participate in the meeting by using indirect sentences.

**Data 2 (02:03:43 - 02:03:59/FS)**

Frank Sheeran: **I just wanna say... I don't want you to take this the wrong way.** But there I was with some people, and they were saying.

Based on the data above, when Salerno warned Frank to warn Jimmy not to take wrong actions in politics. Then Frank goes to Jimmy's house with a warning message from his other superior. From the conversation, Frank indirectly requested Jimmy to not make the wrong decision by using the utterances "I just wanna say... I don't want you to take this the wrong way", which this utterance included strategy 1, being conventionally indirect. In this speech, Frank performed an action that could potentially threaten the listener's negative face by telling his wants. It is proven when the speaker utters the sentence indirectly with the intention that the listener is willing to listen to his wants.

**Data 3 (00:49:14 - 00:49:18/JH)**

Jimmy Hoffa : **Can you come to Chicago tomorrow?**

Frank Sheeran : Yes, I can, sir.

Jimmy Hoffa : All right, then. See you then.

The above conversation took place via telephone. That has happened because Jimmy was looking for someone who could help him solve problems within his union organization. Then Russell introduced Frank to Jimmy. Frank is considered the right person because he has high loyalty and has the capacity to manage an organization. Jimmy expected Frank to come to discuss the problems that occurred in the union by asking him indirectly, “Can you come to Chicago tomorrow?” which is the sentence that contains negative politeness strategy 1, being conventionally indirect. This is evident when the speaker asks the listener’s willingness to meet, indirectly. The speaker intends to tell the listener to see him tomorrow morning.

**Data 4 (00:42:28 - 00:42:41/RB)**

Russel Bufalino: He's a wild kid. Maybe you have to control him. And if you don't, nobody's gonna want to shop here anymore. **If it's not good for you, it's not good for me.** You understand what I'm saying.

Business Partner: I want to apologize, Russell, for the aggravation.

The conversation occurred when Russell visited a business partner at a jewelry store, Russell ran with a business partner. Russell reminded his business partner to advise his son as a shopkeeper to be friendly with customers who visit the store. Russell’s utterances, “If it's not good for you, it's not good for me”, contains strategy 1, being conventionally indirect, with the intention that if the business is not able to run well, it will be a bad impact on both of them as business partners. The speaker intends the listener to listen and carry out the suggestions given by the speaker. The speaker uses this strategy in the sentence because he wants to preserve the negative face of the listener.

**Data 5 (00:25:00 - 00:25:06/RB)**

Colleague : We know what happened. We can't change it. It is what it is.  
 Russel Bufalino : **Please tell my friend I'm happy to help.**

Conversation occurs when there is a murder incident involving one group with another. Russell, who has the power capacity here, was asked to act as a mediator in order to reconcile the two parties. Russell's utterances "Please tell my friend I'm happy to help" to his colleague is considered negative politeness that supports strategy 1, being conventionally indirect. Russell uses this strategy because he wants to show respect and readiness to help his colleague.

**Data 6 (02:06:14 - 02:06:44/FS)**

Jimmy Hoffa : What do you mean it ain't the right time? It is the right time.  
 What isn't the right time? Say it.  
 Frank Sheeran : Uh, the local's putting together a testimonial dinner for me and..  
 Jimmy Hoffa : a testimonial dinner for you, that's good.  
 Frank Sheeran : Yeah. But later... later, when..  
 Jimmy Hoffa : What's the matter?  
 Frank Sheeran : **Uh, I was gonna ask you if you would... Present the award to me.**  
 Jimmy Hoffa : Well... That's nice of you, frank.

The above conversation takes place at Jimmy's house. Frank visits Jimmy's house to discuss problems that occur in the organization. Then Jimmy sees Frank that he seemed to have something to say, but he seems to hold back from saying it. But Jimmy was a bit insistent that Frank wants to say what he wanted to say. Frank apparently wants Jimmy to attend and give a speech at the ceremony addressed to Frank due to his hard work as local president of 326. Frank utterances, "Uh, I was gonna ask you if you would... Present the award to me" support strategy 1, as being conventionally indirect. Frank wants to deliver his desire without pressuring Jimmy's negative face.

**Data 7 (00:23:03 - 00:23:12/RB)**

Russell Bufalino : **Could you go** with Steve down to his place? Take Vito with you. And just hang around for a while. These guys keep coming around, so straighten them out.

Bruno : Okey, I'll take care of it, Russ.

Russell Bufalino : Okay.

Vito : Thank you.

Russell Bufalino : No problem.

The above conversation took place in a fabric shop owned by Russell. Vito as Russell's colleague, asks for a promotion in the political landscape. Russell, who has tremendous political power and has good relations with Vito, tries to help Vito get a promotion. However, several problems approached Vito, like terror from his political rivals, who often watched his movements around the house. Russell says, “**Could you go** with Steve down to his place?” contains strategy 1, being conventionally indirect. Russell politely asked his man to accompany Vito from any threats.

**4.1.1.2 Questioning and Hedge**

Hedge serves to refine the statement's meaning as if the speaker is not assuming something to the listener. The speaker uses this strategy to show negative politeness by avoiding direct statements or questions that sound offensive. Usually, the speaker expresses words like might, really, quite, sort of, and instead. The researcher found (9) the utterances made by the main characters as seen below:

**Data 8 (02:12:02 - 02:12:17/RB)**

Russell Bufalino : Some people, not me, **they think that you might...**

Jimmy Hoffa : I might...

Russell Bufalino : **You might be** demonstrating a failure to show appreciation.

Jimmy Hoffa : I'm not showing appreciation?

Russell Bufalino : According to, you know, some people.

From the text above, the conversation takes place in a ceremonial event for Frank Sheeran. Russell tries to tell Jimmy that according to some higher-up, Jimmy is considered to have acted disrespectfully against his political partner. Russell's utterances "You might be demonstrating a failure to show appreciation" instead of "you demonstrating a failure to show appreciation." Russell uses "might" in his statement that the speaker uses hedges in such a way to show respect to Jimmy as an American labor union leader.

**Data 9 (02:18:18 - 02:18:52/RB)**

Russell Bufalino : Listen, frank. Things have gotten out of hand with our friend again. And some people are having serious problems with him. And, uh, it's at a point where you're gonna have to talk to him and tell him... It's what it is.

Frank Sheeran : What it is?

Russell Bufalino : Yes. It's what they want. It's where it's gotten. You're close to him. **Maybe he'll listen to you.**

Frank Sheeran : You know I talked to him. He's a tough guy to talk to. You know him.

The above conversation took place at a ceremony for Frank Sheeran.

Russell asks Frank to advise Jimmy not to overreact in the running for the trade union leader. Some of the higher-ups are annoyed by the way Jimmy runs the union and is eager to tell Frank as Jimmy's right hand and the closest person to warn him. If Jimmy doesn't want to listen to Frank's advice, then several high-ups who feel disturbed by his existence will have to drop his power. Russell utterances, "maybe he'll listen to you" Russell uses "maybe" in his statement as a hedge to reduce the threat to the listener's face. This strategy can minimize the negative face of the listener.

**Data 10 (02:58:32 - 02:58:54/RB)**

Russell Bufalino : There's a... a pork store up in, uh... Northern California. Uh, right around... Walnut creek. You're from up there, ain't you?

Jimmy Weasel : Yeah.

Russell Bufalino : Yeah. **And you might even know the guy that runs it.**  
Actually, I'm looking for a little favor... For him, not for me.

From the text above, the conversation occurs when Russell and Jimmy have a meeting at a restaurant. Russell Bufalino tries to find information and asks Jimmy Weasel for help to deliver a message to the owner of a pork shop in Northern California to solve an unresolved problem. Russell's utterances contain strategy 2, hedge. The word "might" indicates that Russell Bufalino uses this strategy to avoid direct statements by express his utterance to the listener politely and softer.

**Data 11 (01:56:39 - 01:56:52/FS)**

Frank Sheeran : Was this the altercation you had in the can?

Jimmy Hoffa : Yeah, it was something like this. We... we got to arm wrestling. He lost.

Tony Pro : I lost. You should see his ribs.

**Frank Sheeran** : Why don't you **just** talk about what you need to talk about.

The above conversation occurred when Jimmy and Tony held a meeting at a cafe in Florida to get support from Tony to be able to re-run for President in a union organization where he had served there. Jimmy invites Frank to the meeting to accompany him. Frank's utterances contain strategy 2, hedge. The word "just" indicates that Frank uses this strategy to expresses his utterance politely to the listener. The use of the word "just" as a hedge can reduce the threat to the listener's face. This strategy can minimize the negative face of the listener.



**Data 12 (02:22:52 - 02:23:06/JH)**

- Jimmy Hoffa** : **Maybe you could** tell him how much I respect him. I have nothing but respect for this guy. I would never hurt him, no matter what I do with files, or whatever I do with anything.
- Frank Sheeran : But you should tell him. Yourself.
- Jimmy Hoffa : No, I'm not gonna tell him myself.

Based on the dialogue above, Frank tries to warn Jimmy for the last time, but he still ignores Frank's advice as the higher-ups are worried about what Jimmy will do in managing the Union. Then Jimmy wanted to convey a message through Frank to convey to Russell as a person who contributed to his life. Jimmy's utterances "maybe you could tell him how much I respect him" contains strategy 2, hedges. The word "maybe" indicates that Jimmy uses this strategy to avoid coercing and minimizing the listener's negative face.

**Data 13 (02:03:43 - 02:03:59/FS)**

- Frank Sheeran: **I just wanna say...** I don't want you to take this the wrong way. But there I was with some people and they were saying, and you know who they are... They were saying... "Please tell Jimmy we love the guy. We don't want any problem.

Based on the data above, when Salerno warned Frank to warn Jimmy not to take wrong actions in politics, Frank was forced to meet Jimmy for the umpteenth time on orders from Salerno to deliver the message that Salerno previously said. Frank's utterance, "I just wanna say... I don't want you to take this the wrong way." This utterance included strategy 2, Hedges. In this speech, Frank performed an action that could potentially threaten the listeners' negative face by telling his wants. the word "just" can reduce the speaker's threat towards the listener. It is proven when the speaker utters the sentence indirectly with the intention that the listener is willing to listen to his wants.

**Data 14 (02:28:10- 02:28:12/FS)**

Frank Sheeran: Jimmy, **I think I should be there.**

Jimmy Hoffa: Oh, yeah, I want you there. That's why I asked when you're coming in.

This scene occurs over the phone. Frank calls Jimmy to set a meeting between Jimmy and the higher-ups to discuss Jimmy and Tony's issues. Jimmy, who initially did not want to meet Tony, eventually changed his mind after being persuaded and negotiating with Tony's cousin, whom Jimmy knew well. Frank decided to join the meeting. Frank's utterances "I think I should be there" included strategy 2, hedges. The speaker tries to redress the listener's negative face with his suggestion which the listener also wants.

**Data 16 (02:27:00,437 - 02:27:18/RB)**

Russel Bufalino : What time you got, frank?

Frank Sheeran : Uh, about 5:00.

Russell Bufalino : 5:00, huh? **Maybe you should give Jimmy a call.** I mean, he said he was gonna think about it, right?

Frank Sheeran : Okay.

The above dialogue takes place in a hotel when Russell and Frank are relaxing by the pool. Russell asks Frank what time it is in order to remind him about Jimmy. Russell wants Frank to contact Jimmy again about the decision Jimmy will make. Russell's utterances "maybe you should give Jimmy a call" contains strategy 2, hedges. The speaker employs a negative politeness strategy by using the word "maybe" to minimize FTA and show hedges to make the command sound polite to the listener.

**Data 17 (00:42:28 - 00:42:41/RB)**

Russel Bufalino : He's a wild kid. **Maybe you have to control him.** And if you don't, nobody's gonna want to shop here anymore. If it's not good for you, it's not good for me. You understand what I'm saying.

Bussiness Partner : I want to apologize, Russell, for the aggravation.

The conversation occurred when Russell visited a business partner at a jewelry store, Russell ran with a business partner. Russell reminded his business partner to advise his son as a shopkeeper to be friendly towards customers who visit the store. To make the business run well and mutually benefit both parties. Russell's utterances "Maybe you have to control him" support strategy 2, hedges. Russell says the word "maybe" as hedges to his colleague because he would like to describe his opinion on how his colleague should do to run the business well.

#### 4.1.1.3 Being Pessimistic

The speaker uses this strategy to show doubts about the listener. The speaker usually shows doubt by expressing an indirect question or request. This strategy is usually characterized by the use of words such as can, could, might, would, and will. The researcher found (2) utterances included in this strategy as seen below:

##### **Data 18 (00:18:30 - 00:18:30/RB)**

Russell Bufalino : **Were you afraid of dying?**

Frank Sheeran : And don't let anybody tell you that they weren't afraid. That's a lot of bullshit. You know?

Russell Bufalino : Yeah.

The above conversation occurs when Frank accidentally runs into Russell at a bar. They talk to each other, and Russell enjoys talking to Frank and is increasingly interested in Frank's past stories. Frank tells of his past experiences as a soldier. Then Russell is intrigued by Frank's experiences as a soldier. Russell's utterances "Were you afraid of dying?" support strategy 3, namely being pessimistic. Russell becomes pessimistic about Frank's story about his past

experiences as a soldier. Russell wants to know whether a soldier has a fear of death or not.

**Data 19 (01:20:23 - 01:20:37/JH)**

Jimmy Hoffa : **I don't know. I thought you would've said no.**

Frank Sheeran : Oh, um...

Jimmy Hoffa : I'm glad you said yes. I mean... Frank... You never reveal how you feel, you know. It's hard to tell.

The above conversation occurs when Jimmy and Frank are staying at a hotel.

When Frank started to get Jimmy's trust to be his right-hand man, Jimmy asked Frank to step forward as president of local 326. Jimmy's utterances, "I don't know. I thought you would've said no." included strategy 3, namely being pessimistic. The speaker aims to reduce the threat of negative face by not forcing the listener to do something and the speaker tries to show a polite attitude to the listener in communication.

**4.1.1.4 Minimizing the Imposition**

The speaker wants the listener to be sensitive to what he wants; in other words, the speaker does not want to appear coercive and reduce FTA to the listeners. There are (2) utterances obtained by researchers, which can be seen below:

**Data 20 (01:52:15 - 01:52:20/FS)**

Jimmy Hoffa : Fuck it. Let's go.

Frank Sheeran : Ah, Jimmy, Jimmy. **Give it a chance. Give it a chance. Give it a few more minutes.**

The utterance above was expressed by Frank when he was with Jimmy to attend a meeting with Tony at a cafe in Florida. Jimmy is not happy when Tony arrives late for the appointment and wants to leave the cafe. Frank's utterances,

“Give it a chance. Give it a chance. Give it a few more minutes.” show negative politeness to the listener that supports strategy 4, minimizing the imposition.

Frank tries to keep Jimmy from leaving and asks to wait a few more minutes. This strategy can minimize and reduce the threat to the negative face of the listener.

**Data 25 (02:58:50 - 02:59:06/RB)**

Russel Bufalino : Actually, **I'm looking for a little favor...** For him, not for me. But if you can get him a ticket, like, to Australia... You know what I mean.

Jimmy Weasel : Yeah.

The conversation occurs when Russell and Jimmy are at a restaurant. Russell would like to ask Jimmy for a little help to deliver a message to one of his business partners with the aim of solving a problem between Russell and his business partner. Russell’s utterances “I'm looking for a little favor” show negative politeness to the listener that supports strategy 4, minimizing the imposition. Russell tries to minimize the imposition by softening.

**4.1.1.5 Giving Deference**

Give deference is applied by the speaker as a form of respect and humility to the listeners. Usually, speakers apply this strategy to people who have higher status or people who are considered older. In this strategy, the researcher obtained

(3) data which have been discussed below:

**Data 21 (00:46:48 - 00:46:48/FS)**

Jimmy Hoffa : Hello.Is that Frank?

Frank Sheeran : Yes.

Jimmy Hoffa : Hiya, frank. This is Jimmy hoffa.

Frank Sheeran : Yeah, yeah. **Glad to meet you.**

Jimmy Hoffa : Well, glad to meet you, too, even if it's over the phone. I heard you paint houses.

Frank Sheeran : **Yes. Yes, sir**, I... I do. I do. And I, uh... I also do my own carpentry.

The conversation above takes place between Frank and Jimmy on the phone. Starting from Russell introducing Frank to Jimmy, where Jimmy is in need of someone experienced and loyal to help him solve problems in the union he leads. The action of Jimmy by saying “Glad to meet you.” And “Yes. Yes, sir, I... I do. I do” to Frank that contains strategy 5, giving deference. Frank uses the word “sir” to honor Jimmy's position as union president of IBT. Frank Sheeran would like to treat Jimmy Hoffa as superior.

**Data 22 (02:14:21 - 02:14:30/JH)**

Jimmy Hoffa : And so, **it is an honor for me to be here tonight** to present this award to my dear friend, **Mr. Frank Sheeran!**

The text above occurs when Jimmy gives a speech and presents an award to Frank in a ceremonial event dedicated to him for his good performance in managing the local 326. Jimmy utterances contain strategy 5, giving deference. The action of Jimmy using the word “honor” and “Mr.” as a form of respect to Frank for his achievements and a token of appreciation for Frank's loyalty as Jimmy's right-hand man. In addition, by using the word, the speaker can avoid the negative face of the listener.

**Data 23 (02:22:52 - 02:23:06/JH)**

**Jimmy Hoffa** : Maybe you could tell him **how much I respect him**. I have nothing but **respect for this guy**. I would never hurt him, no matter what I do with files, or whatever I do with anything.

Frank Sheeran : But you should tell him. Yourself.

Jimmy Hoffa : No, I'm not gonna tell him myself.

Based on the dialogue above, Frank tries to warn Jimmy for the last time, but he still ignores Frank's advice as the higher-ups are worried about what Jimmy will do in managing the Union. Then Jimmy wanted to convey a message through Frank to convey to Russell as a person who contributed to his life. Jimmy's utterances, "maybe you could tell him how much I respect him" support strategy 5, give deference. Jimmy uses the word "respect" to give higher respect to his political colleague who has been instrumental in helping him. Although he did not convey it directly to the intended person, Jimmy had so much respect for his relationship with Russell that he wanted Frank to convey his respect to Russell.

#### 4.1.1.6 Apologizing

The speaker applies this strategy when they feel regret for a mistake they made or feel threatened by the negative face of the listener. In other words, the speaker apologizes in order to correct the mistake or offense they have committed. The researcher found (2) utterances made by the main characters, which can be seen below:

##### Data 24 (00:36:46 - 00:37:49/FS)

- Angelo : Jew washerwomen. What else he say? I bet he said keep it to yourself. Don't say nothing to nobody downtown.
- Frank Sheeran : He did. I didn't check. **I'm sorry. I should've checked. Can I give him his money back?**
- Angelo : He won't need it. You can keep it.
- Frank Sheeran : I... I don't want no trouble. I'll just give it back to him and I'm okay.
- Angelo : He won't need it.
- Frank Sheeran : Okay. Thanks.

The conversation above took place between Frank and Angelo at a bar.

Angelo tells Frank to come over to discuss the events that have hurt his business.



Frank does not know if the factory he destroyed was partly owned by Angelo as his superior. Frank's utterances, "I'm sorry. I should've checked. Can I give him his money back?" contains strategy 6, namely Apologizing. Frank's statements are indicating a feeling of remorse. Frank responds to Angelo by regretting his action and wanting to end the problem caused by misunderstanding. Frank made his apology in a low voice because he felt guilty for his mistake. In this conversation, Frank used strategy 6 to prove that his implementation damaged Angelo's negative face.

**Data 25 (02:11:13 - 02:11:53/RB)**

Russell Bufalino : **Well, listen. I still think... I can't help but think, I'm sorry, but is there another reason or something?**

Jimmy Hoffa : This is my union! What do you mean, "another reason"? This is my union. All right? Let's start with that and then try to understand things.

The dialogue above describes a conversation that occurred between Jimmy Hoffa and Russel Bufalino while attending a ceremony for Frank Sheeran. When the higher-ups are worried about Jimmy's decision which is considered to have a bad impact on the political shutter, Russell, as someone close to Jimmy, tries to find out the reason why Jimmy is cross the line in running the union. Russell's utterances, "I can't help but think, I'm sorry, but is there another reason or something?" contains strategy 6, namely apologizing. It proves when Russell apologizes to Jimmy before asking the question. Russell realization that his apology has damaged Jimmy's negative face.

#### 4.1.1.7 Impersonalizing the speaker and the listener

This strategy is simply changing and avoiding the words ‘I’ and ‘you’ with other words. There is (1) data that contain impersonalize S and H strategy, which is one of negative politeness strategy made by the main characters, which can be seen below:

##### Data 26

Frank Sheeran : I mean, I don't know how Jimmy is running the fucking union. Between Bobby and the FBI up his ass all the time, he's going fucking crazy.  
 Russell Bufalino : **Tell Jimmy** I'm sorry for his troubles.

The dialogue above takes place in a bar involving Russell and Frank. Frank feels sorry for Jimmy for being stalked by his opponent Bobby with the help of the FBI, which makes him feel not free. Russell says, “Tell Jimmy I'm sorry for his troubles” instead of “I want you to tell Jimmy I'm sorry for his troubles” to avoid FTA on the listener's face by not using the words “I” and “you” which could threaten the listener's negative face.

#### 4.1.1.8 State the FTA as General Rule

When forced by circumstances to declare an FTA due to certain rules such as general social rules, obligations, and regulations, the application of this strategy is used by the speaker. The researcher obtained (5) words that contain into this strategy which can be seen below:

##### Data 27 (01:36:39 - 01:36:48/JH)

Jimmy Hoffa : It is what it is.  
 Tony Pro : Well, what is it?  
 Jimmy Hoffa : You lost it. **You forfeited it when you came in here.** That's it.

The above conversation takes place between Jimmy and Tony in prison who are serving their criminal sentence. Tony asks about his pension fund, which he can't get by asking Jimmy to cash out his pension fund. Jimmy's utterances, "you forfeited it when you came in here" support strategy 8. . Jimmy tells Tony that his pension funds have been forfeited when he goes to prison on charges of extortion of money. Jimmy uses to state the FTA as a general rule strategy in his statement because Jimmy wants to inform Tony that it is all based on the regulation.

**Data 28 (01:43:02 - 01:43:18/FS)**

Joey : You really believe in that bullshit league?  
 Russell Bufalino : Well, it's not that. It's Italian.  
 Frank Sheeran : Joey. Joey.  
 Joey : What did I say?  
 Russell Bufalino : Oh, no, no.  
 Joey : What did I say?  
 Frank Sheeran : Joey, Joey. Joey. Joey. Now, listen. **You can't say that stuff like that here. Okay? You can't do that.**

The above conversation took place at a dinner party. Then Joey meets Russell while recklessly holding his Italian-American Civil Rights League badge stuck to Russell's shirt. Frank, who realized this was impolite, swiftly separated Joey from Russell so that there was no fight between the two. Frank's utterances, "You can't say that stuff like that here. Okay? You can't do that." Contains strategy 8. Frank tried to warn Joey not to say anything rude to his fellow friend. It can minimize the imposition to the negative face of the listener.

**Data 29 (02:12:43 - 02:13:00/JH)**

Jimmy Hoffa : This cocksucker shows up at a meeting 15 minutes late, wearing fucking shorts! **Who wears shorts to a meeting?**

Russell Bufalino : Nobody.

The dialogue above took place at an event involving high-ranking officials and important people such as Jimmy and Russell. Russell suggested to Jimmy to step down from his position as president of the union and still be able to run the union even though he did not hold the highest position as president, but Jimmy refused his advice. Jimmy feels disappointed because he was considered not showing appreciation to the higher-ups by some people involved in managing the union. Jimmy's utterances, "Who wears shorts to a meeting?" Contains strategy 8. Jimmy uses FTA as a general rule to emphasize that he denies being considered disrespectful to his colleagues. He is fairly sure that what he is doing is on the right path and based on the general rule. He assumed that his colleagues did not appreciate him.

**Data 30 (01:53:20 - 01:53:33/JH)**

Jimmy Hoffa: Is that how you dress for a meeting?

Tony Pro : This is how you dress in Florida? In a suit?

Jimmy Hoffa: **For a meeting? Anywhere. Florida, timbuktu, I dress in a suit. For a meetin'.**

The above conversation happened when Jimmy and Tony had a meeting at a cafe in Florida. Jimmy warns Tony, who is considered rude by arriving late and not dressed formally at a meeting. Jimmy's statement, "For a meeting? Anywhere. Florida, Timbuktu, I dress in a suit. For a meetin'" supports strategy 8. Russell uses FTA as a general rule in such a form to Tony to emphasize that what the speaker is doing is on the right track and in accordance with the prevailing norms.

**Data 31 (01:53:34 - 01:53:46/JH)**

Jimmy Hoffa : **And you're late.**

Tony Pro : "What?"

Jimmy Hoffa : You're late.  
 Tony Pro : Yeah, there was traffic.  
 Jimmy Hoffa : Yes, traffic.  
 Tony Pro : Wasn't there traffic?  
 Tony Jack : You give me traffic? There was traffic.

The above conversation happened when Jimmy and Tony had a meeting at a cafe in Florida. Jimmy felt disrespected because Tony arrived late as if he felt innocent by giving reasons that did not make sense and could not be accepted. Jimmy utterances “And you're late” support strategy 8. Jimmy uses FTA as a general rule in such a form to Tony to assert that what the speakers express is in accordance with the general rules.

#### **4.1.2 Power Exercised by the Main Characters in “The Irishman” Movie**

In this chapter, the researcher wants to investigate the power exercised by the main characters through negative politeness. In an environment, one cannot be separated from a class or status attached to the individual. This creates the difference between one another, for example, differences in the social status among a superior and his subordinate or social distance between peers. The less class distance they have, sometimes the less polite they are given. The analysis is grounded on French and Raven (1968) theory based on five power bases: legitimate power, referent power, expert power, reward power, and coercive power. The analysis of each power and how it relates to the negative politeness strategies is arranged orderly based on five bases of power. Usually, a boss or person who has a high position in an environment is not limited by the use of politeness in exercising power. However, in this study, the researcher wanted to show that there is a relationship between politeness and power applied by people

who have higher power than their interlocutors. Legitimate power as one of the most prominent types of power appears eight times. For more details, see below:

#### 4.1.2.1 Legitimate Power

Legitimate power used by the main characters is related to the power in order to manage and control the situation. The main characters have the authority to permit over the people. The researcher found (8) data on Jimmy Hoffa, Russell Bufalino, Frank Sheeran as seen below:

##### 4.1.2.1.1 Russell Bufalino's Negative Politeness to Show His Superiority to His Subordinates

Russell as a person who has high power and position in the scope of the organization and business, exercised legitimate power combined with negative politeness to give instructions politely and build good communication with subordinates or co-workers. The speaker has the ability to control the interlocutor through polite utterances.

#### Data 32 (00:42:28 - 00:42:41/RB)

Russel Bufalino : He's a wild kid. **Maybe you have to control him.** And if you don't, nobody's gonna want to shop here anymore. If it's not good for you, it's not good for me. You understand what I'm saying.

Based on the dialogue above, Russell, who has power in the area, tries to advise the shop owner to try to control his son who acts disrespectfully to customers, which negatively affects the business. Russell applies his instructions using "maybe" as a hedge and "have to" as an auxiliary verb to show his instructions as a must for his colleagues. The sentence above is included in legitimate power and has elements of negative politeness. Russell politely advised

an action that must be performed by his colleague over which Russell had the higher possible authority to give instruct his colleague. Thus Russell's colleagues can receive the instruction by carrying them out as order.

**Data 33 (00:25:00 - 00:25:06/RB)**

Colleague : We know what happened. We can't change it. It is what it is.  
 Russell Bufalino : **Please tell my friend I'm happy to help.**

Based on this statement, Russell, who has a large capacity of power, was asked to act as a mediator in order to reconcile the two parties in dispute. Russell implied his instructions by indirectly telling his colleagues to tell his boss that Russell was willing to help him. Russell used the word “please” and “tell” in order to denote the action his colleague should take. Thus, the above statement belongs to the type of legitimate power and negative politeness, being conventionally indirect, because Russell politely instructed his colleague and the colleague did what Russell ordered.

**Data 34 (00:23:03 - 00:23:12/RB)**

Russel Bufalino : **Could you go** with Steve down to his place. Take vito with you. And just hang around for a while. These guys keep coming around, so straighten them out.  
 Bruno : I'll take care of it, Russ.  
 Russell Bufalino : Okay.  
 Vito : Thank you.  
 Russell Bufalino : No problem.

The above conversation took place in a fabric shop owned by Russell. Vito as Russell's colleague, asks for a promotion in the political landscape. Russell, who has great political power and has good relations with Vito, tries to help Vito get a promotion. However, several problems approached Vito, like terror from his political rivals, who often watched his movements around the house. Russell, who



has a high position, shows his power indirectly to his men by using the word "could you go" to instruct his men to take Vito home. Thus, the use of the word above refers to the use of legitimate power and contains elements of negative politeness because Russell politely gives instructions to his subordinates, and then his subordinates carry out what Russell ordered.

**Data 35 (02:18:18 - 02:18:49/RB)**

Russell Bufalino : Listen, frank. Things have gotten out of hand with our friend again. And some people are having serious problems with him. And, uh, **it's at a point where you're gonna have to talk to him and tell him...** It's what it is.

Frank Sheeran : What it is?

Russell Bufalino : Yes. It's what they want. It's where it's gotten. You're close to him. **Maybe he'll listen to you.**

The above conversation involves Russell and Frank at a ceremony. Russell tells Frank to talk and tell Jimmy about the consequences of his actions. Russell, who had the authority to give orders, made it possible to command Frank using the word "have to" as a must. Russell then gave an opinion using the word "maybe" as a hedge used to show doubt or uncertainty about what he was saying. Thus, using these words refers to legitimate power and negative politeness because Russell gave instructions by adding an element of negative politeness to his sentences. Frank, as a subordinate, accepted his words as an order.

**Data 36 (02:27:00,437 - 02:27:18/RB)**

Russell Bufalino : What time you got, frank?

Frank Sheeran : Uh, about 5:00.

Russell Bufalino : 5:00, huh? **Maybe you should** give Jimmy a call. I mean, he said he was gonna think about it, right?

Frank Sheeran : Okay.

The above dialogue takes place in a hotel when Russell and Frank are relaxing by the pool. Russell asks Frank what time it is in order to remind him about Jimmy. Russell wants Frank to contact Jimmy again about the decision Jimmy will make. Russell here has the status of Frank's boss, who has the right to give orders to Frank. Russell's utterances “maybe you should” as a must to do by Frank. The word “maybe” is a hedge to make the command sound polite. Thus, using the sentence above is categorized as a practice of legitimate power and negative politeness.

#### **4.1.2.1.2 Jimmy Hoffa’s Negative Politeness to Show His Superiority to His Partner**

Jimmy Hoffa as a president of a trade union organization, is an important figure who has the Superiority to give orders to his subordinates to carry out orders. He exercises legitimate power with negative politeness as the ability of the speaker to control the interlocutor through polite utterances.

#### **Data 37 (02:22:52 - 02:23:06/JH)**

Jimmy Hoffa : **Maybe you could tell him how much I respect him.** I have nothing but respect for this guy. I would never hurt him, no matter what I do with files, or whatever I do with anything.

Frank Sheeran : But you should tell him. Yourself.

Jimmy Hoffa : No, I'm not gonna tell him myself.

The dialogue above occurs when Jimmy argues with Frank. For the last time, Frank warns Jimmy with a little force to listen to his advice. But Jimmy thought that whatever Frank said about the consequences of the higher-ups was nothing but nonsense. Jimmy thought that he was the one who had the highest position and no one would dare to knock him down. Jimmy said, "Maybe you

could tell him how much I respect him" to Frank to convey his message to Russell because Jimmy felt he was very much indebted to Russell. Russell used the word "maybe" as a hedge to apply negative politeness, which is used to show polite communication and prevent negative faces to listeners. The word "Could tell" is indirectly mandatory because Jimmy is the boss. Frank accepted Jimmy's words as an order to deliver. Thus, the use of the above sentence refers to legitimate power and negative politeness.

**Data 38 ((00:49:14 - 00:49:18/JH)**

Jimmy Hoffa : **Can you come to Chicago tomorrow?**

Frank Sheeran : Yes, I can, sir.

Jimmy Hoffa : All right, then. See you then.

The dialogue above happened by telephone involving Jimmy and Frank. Jimmy needs Frank to help him solve the problems that occur within the organization. Jimmy, who has a higher position than Frank, allows giving a request or order. Jimmy says, "can you come" as negative politeness and also legitimate power, which implies an order for Frank to come to Chicago where Jimmy is staying at the hotel. Frank takes Jimmy's words as an order so that the sentence above can be categorized as legitimate power interplays with negative politeness.

**4.1.2.1.3 Frank Sheeran's Negative Politeness to Show His Authority to His Fellow**

Frank as a subordinate or right-hand man of Russell and Jimmy, applies legitimate power with negative politeness to show his authority as a person appointed to carry out the task of guarding his superiors or receiving orders from his superiors.

**Data 39 (01:43:02 - 01:43:18/FS)**

Joe : You really believe in that bullshit league?  
 Russell Bufalino : Well, it's not that. It's Italian.  
 Frank Sheeran : Joey. Joey.  
 Joe : What did I say?  
 Russell Bufalino : Oh, no, no.  
 Joe : What did I say?  
 Frank Sheeran : **Joey, Joey. Joey. Joey. Now, listen. You can't say that stuff like that here. Okay? You can't do that.**

The conversation above took place at a performance event. After the engagement was over, Joey accidentally walked past Russell who was sitting at a table with Frank. Joey insolently held The Italian-American Civil Rights League pin on Russell's shirt in a mocking tone. Frank, who felt that this act insulted Russell's pride as his boss, immediately warned Joey by saying, "You can't say that stuff like that here" as an order which was related to the strategy of State the FTA as a General Rule. Frank pronounced the sentence as an obligation that must be conveyed because circumstances forced him. Frank has the right to warn Joey despite having a lower status. But Frank has the power that allows him to warn Joey of the right to defend Russell as his boss who also has a high position. Furthermore, the use of the above sentence is categorized as a practice of legitimate power and negative politeness.

**4.1.2.2 Referent Power**

Referent power refers to the closeness between the speaker and the listener because they have known one another. The researcher found (1) applied by Jimmy Hoffa utterances:

#### 4.1.2.2.1 Jimmy Hoffa's Negative Politeness to Show His Closeness to His Subordinate

Jimmy Hoffa shows his friendliness to Frank by exercised referent power to create a sense of closeness between them by using special terms that only certain people know.

##### Data 40 (00:46:48 - 00:46:48/FS)

Jimmy Hoffa : Hiya, frank. This is Jimmy Hoffa.

Frank Sheeran : Yeah, yeah. Glad to meet you.

Jimmy Hoffa : Well, **glad to meet you**, too, even if it's over the phone. **I heard you paint houses.**

Frank Sheeran : Yes. Yes, sir, I... I do. I do. And I, uh... I also do my own carpentry.

The conversation above takes place between Frank and Jimmy on the phone. Starting from Russell introducing Frank to Jimmy, where Jimmy is in need of someone experienced and loyal to help him solve problems in the union he leads. Jimmy utterances “glad to meet you too” to give deference and respect to the listener and “I heard you paint houses” as referent power. The sentence “I heard you paint houses” does not refer to a literal meaning but rather refers to a term which means “hitman,” in which the meaning is only known by certain people who have special interests in Frank so that term can foster a feeling of closeness between the two. Thus, the sentence above can be categorized as negative politeness interplay with referent power.

#### 4.1.2.3 Expert Power

Expert power refers to the main character as a knowledgeable person at certain things. The researcher found (1) data on Russell Bufalino utterances, for instance:

#### 4.1.2.3.1 Russell Bufalino's Negative Politeness to Show His Competent in Business Experiences

Russell shows that he is knowledgeable and competent by exercised expert power to his colleague in order to give direction or advice, which is a form of experience that Russell has in the business field.

##### Data 41 (00:42:28 - 00:42:41/RB)

Russel Bufalino: He's a wild kid. **Maybe you have to control him. And if you don't, nobody's gonna want to shop here anymore.** If it's not good for you, it's not good for me. You understand what I'm saying.

The conversation occurred when Russell visited a business partner at a jewelry store that Russell ran with a business partner. Russell reminded his business partner to advise his son as a shopkeeper to be friendly towards customers who visit the store. To make the business run well and mutually benefit both parties. Russell says, "maybe you have to control him" as expert power because Russell has more experience and is more adept at managing business affairs than his colleague. The word "maybe" is a hedge to minimize the FTA of the listener's negative face and make sentences sound polite. Thus it can be said that the example above is included in the expert power interplay with negative politeness.

#### 4.1.2.4 Coercive Power

Coercive power is a person's ability to threaten the interlocutor who cannot meet expectations. This power makes it possible to punish those who disobey or fail to live up to expectations. The researcher found (1) data on Jimmy Hoffa utterances, for instance:

#### 4.1.2.4.1 Jimmy Hoffa's Negative Politeness to Give Punishment to His Colleague

Jimmy Hoffa as a person who has great power and great influence in the world of politics uses his power to regulate the law where there are some things that the law cannot touch unless it happens to other people. So he can give sanctions as if it was based on regulations.

##### Data 42 (01:36:39 - 01:36:48/JH)

Jimmy Hoffa: It is what it is.

Tony Pro: Well, what is it?

Jimmy Hoffa: **You lost it. You forfeited it when you came in here.**

That's it.

The above conversation takes place between Jimmy and Tony in prison who are serving their criminal sentence. Tony asks about his pension fund which he can't get by asking Jimmy to try to cash out his pension fund. Jimmy Hoffa says, "you lost it. You forfeited it when you came in here" as coercive power and state the FTA as a general rule. Jimmy tells Tony that his pension funds have been forfeited when he goes to prison on charges of extortion of money. This is a form of punishment that can apply to anyone who commits an offense. The reason why Jimmy uses state the FTA as a general rule strategy in his statement is that Jimmy wants to inform Tony that it is all based on the regulation.

## 4.2 Discussion

Politeness strategy is a strategy as polite actions used in order to reduce or avoid the FTA implied by the speaker, otherwise known as the listener's face-saving act (Brown & Levinson, 1987). In this study, the researcher concern about negative politeness. This study investigated the type of negative politeness



strategy used by the main characters in “*The Irishman*” movie. Negative politeness is the strategy used to reduce or minimize the face of the listener. This study investigated the type of negative politeness strategy used by the main characters in “*The Irishman*” movie. In addition to examining the types of strategies used, the researcher also discusses how the main characters exercised power over their interlocutor through negative politeness. According to Van Dijk (2001), power involves the control of members of a group who have influence over others in the form of action. Power is one of the decisive factors in politeness theory, so the researcher wanted to show that there is a relationship between politeness and power applied by the main characters.

In this section, the researcher describes the results that have been obtained from the overall analysis taken from the study. The researcher found several uses of negative politeness strategies implemented by the main characters in the film *The Irishman*. The film chosen as the subject of analysis is very supportive as a data source because it has the elements needed because it contains dialogue, character, and context.

In the negative politeness strategies, there are ten types of strategies based on Brown and Levinson (1987). This research found eight types of negative politeness strategies used by the main character in the film *The Irishman*. Strategy 1, “being conventionally indirect” is the most frequent strategy performed by Jimmy Hoffa. The number of uses of strategy 1, “being conventionally indirect” by Jimmy is five times show that the speaker wants to convey an indirect request and attempt to redress the listener’s negative face. As an example, when Jimmy

indirectly asks Frank to go to Chicago to help him solve problems in the organization. Strategy 2, “hedges,” is the most frequent strategy performed by Russell Bufalino. The number of uses strategy 2 by Russell is four times. The speaker uses this strategy to avoid direct statements or questions that sound offensive by softening the statement's meaning as if the speaker is not assuming something. As an example, when Russell adds hedges in his utterances when talking to Frank to soften the commands and redress the listener's negative face. Strategy 1, “being conventionally indirect,” is the most strategy performed by Frank Sheeran. The amount of uses strategy 1 by Frank is fourth times show that the speaker wants to convey an indirect request and attempt to redress the listener's negative face. As an example, when Frank asks Jimmy to give a speech at a ceremony to be held as a token of respect for Frank's good work and contribution to the organization.

As explained above, the researcher concludes that the three main characters know each other well, but there is a difference in power authority and the situation that affects the way of communicating. Some situations make the main characters tend to be formal by applying it through negative politeness. Furthermore, being conventionally indirect (strategy 1) is the strategy with the greatest number of appearances with a total of eleven times used by the three main characters than other strategies. The frequent use of this strategy indicates that the main characters have a different social status so that there is a distance between one character and another character. They want to be polite by trying to communicate indirectly. Because in the film “*The Irishman*” there are different

positions or social ranks that both the speaker and the listener have. Moreover, this movie tells about the world of politics, which we know that many people have different levels of position and power in politics. That means the speaker will be faced with many people who have high or low power levels.

This finding is different from Alhamasy's (2020) research findings. In her research investigated positive politeness and negative politeness. Alhamasy's did found 7 out of 10 strategies. She did not found strategy 7 (impersonalize speaker and listener), strategy 9 (nominalize), and strategy 10 (Go on Record as Inuring a Debt). Meanwhile, in this current study, the researcher did not found strategy 9 (nominalize) and strategy 10 (go on record as inuring a debt). In addition, there are differences in the findings between previous research and current research. The findings from Alhamasy show strategy 5 (apologizing) as the prominent strategy. Meanwhile, in current research, the researcher show strategy 1 (being conventionally indirect) as the highest strategy.

Although there are differences in the types of strategies that are most often used and the intensity in using negative politeness strategies, the researcher concludes both in Alhamasy's research in *"Zootopia"* animated movie and this research in *"The Irishman"* drama movie that there is a reason that supports the main character applying negative politeness in both studies because of differences in social status and social distance that allows the characters to use the strategy. Judy Hopps and Nick Wilde in the film *"Zootopia"* use strategy 5 (Apologizing) as a form of caution in communicating so as not to offend the interlocutor. Meanwhile, Russell, Jimmy, and Frank in the film *"The Irishman"* use strategy 1

(Being conventionally indirect) to be respectful to the listener and be aware of the social distance and differences in social status also awkwardness that occurs in the situation. Thus, maintaining a relationship with the interlocutor requires the main characters to apply the strategy in communicating.

Despite the fact that this study and Alhamasy's study used Brown and Levinson's theory, Alhamasy's prefer to analyze the factor that affected the main characters in used positive and negative politeness as the second research problem. Therefore, this study can complement previous studies.

Furthermore, this finding is in line with Fadilah's (2018) research finding. His research concluded that he obtained 9 out of 10 strategies. But in this current research, the researcher attempts to compare Fadilah's negative politeness finding. His research concluded that strategy 1 (Being conventionally indirect) is the most frequently used than other strategies. In line with the current research, the researcher also found out that strategy 1 is dominantly used by the main character. It can be concluded that the main character in the movie tends to apply strategy 1 (Being conventionally indirect) when asking or ordering something. The current research has similarities with previous research in that both researchers also could not find all types of strategies on the research subject.

Based on Fadilah's research, Louis Bloom as the main character uses strategy 1, "be conventionally indirect" strategy to convey his wishes indirectly and shows his respect through the use of polite sentences to his interlocutor by considering social factors such as distance, status, and power. Fadilah knows if the main character did not have a close relationship with certain characters, so it

causes Louis Bloom to interact with polite utterances. Another important finding in his research is to find the reason the main character uses strategy 1. Louis Bloom uses this strategy to build a relationship with his interlocutor so that other characters can feel comfortable when interacting. Similar to the case in current research, in “*The Irishman*” the main characters have differences in distance, status, and power which causes them to apply negative politeness and strategy 1 is the prominent strategy in their interactions. However, the researcher can conclude that the main characters' application in using negative politeness strategies because the existence of social status and different power levels make the characters tend to use strategy 1. It proves that the character is aware of the social distance. The case of politeness is also closely related to one's social status. However, the previous study did not focus on the use of power in the application of politeness strategies. The researcher found some data in the film “*The Irishman*” that strategy 1 as the prominent strategy used by the main characters to run power when the speaker gives instructions or orders to control the interlocutor, which is related to authority.

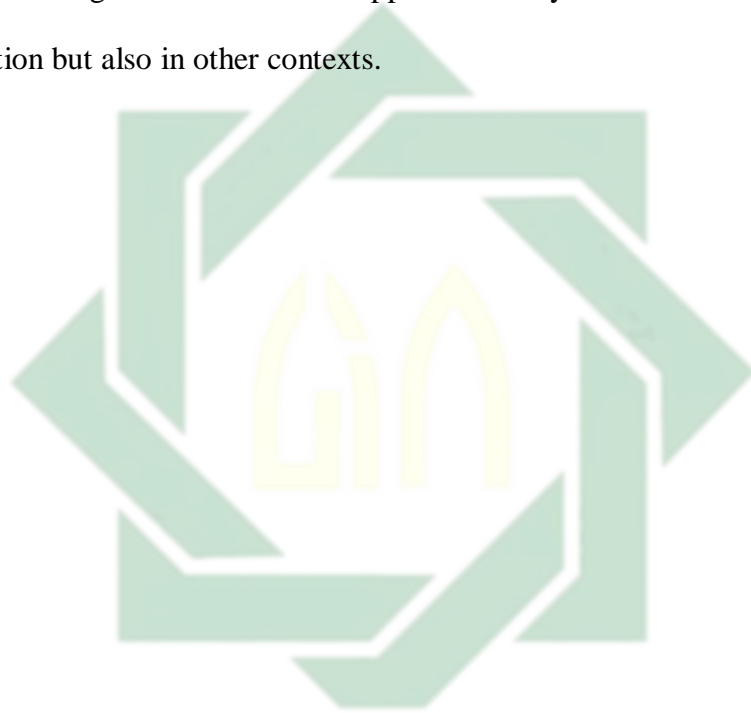
This study's findings corroborate that of Agustina and Cahyono (2016) they used theory from French and Raven (1968) about five bases of power and Brown and Levinson (1987) face-threatening acts (FTA) and face-saving acts (FSA). In the result, they found four kinds, legitimate power, expert power, referent power, and reward power. Agustina and Cahyono show in their findings that legitimate power was the most prominent power applied by the lecturers. As an example, when the lecturer instructs students to submit their assignments.

Meanwhile, in the current research, the researcher also found four kinds, legitimate power, expert power, referent power, and coercive power. Like the previous research, this current research findings show that legitimate power was the highest power performed by the main characters. As an example, when Jimmy ordered Frank to meet him in the morning. This kind of strength allows a superior who has a higher status or position to provide instructions to subordinates in an organizational context. It can be concluded that the speaker who has higher power than his interlocutor in a certain scope tends to exercise legitimate power in which the two research subjects dominantly produce instructional utterances.

Even though there are sentences of politeness in Agustina and Cahyono's research, they do not classify the lecturers' utterances into each strategy in the politeness strategies. The researchers only concluded that the utterances made by lecturers to their students most of the lecturers tended to apply indirect utterances by using modality to save the students' face when exercised their power which is closely related to strategy 1 (being conventionally indirect) negative politeness. So, it can be said that strategy 1 is the most frequent strategy used in the classroom by lecturers. For example, in the classroom, legitimate power is used to give instructions to students. Meanwhile, in current research, the researcher combines negative politeness with the concept of power. The results obtained by the researcher state that strategy 2 (hedges) is the most prominent strategy in implementing legitimate power. For example, in an organization, it is possible for superiors to give instructions to their members. The researcher also argues that in applying this type of concept power also depends on the environment and the

power possessed by the speaker. So that future researchers can examine more deeply how power is applied in other environments.

Knowing the exercise of power that is often used by the main character increases understanding of how to apply power exercise combined with negative politeness strategies so that it can be applied not only in the realm of politics and organization but also in other contexts.



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## CHAPTER V

### CONCLUSIONS AND SUGGESTIONS

This section describes the conclusion and suggestion of this study. The conclusion summarizes the finding and discussion which discussed previously and delivers some recommendations as guidelines for the future researcher.

#### 5.1 Conclusions

This study investigates the phenomenon of negative politeness strategies and power relations in “The Irishman” a drama movie to reveal the use of power exercised by the main character. Before revealing the type of power exercised by the main character, the researcher first investigates the type of negative politeness used by the main character.

Based on data obtained from the analysis, there are 36 data that considered negative politeness strategies. The researcher did found 8 out of 10 strategies. The percentage of negative politeness strategies performed by main characters are 31% for being conventionally indirect, 22% questioning hedges, 11% being pessimistic, 5% minimize the imposition, 8% give deference, 5% apologize, 3% impersonalizing the speaker and listener, 14% state FTA as general rule. Thus, the prominent negative politeness strategy in the movie is strategy 1, being conventionally indirect, appears 12 times.

The prominent strategy used by the main characters in “*The Irishman*” movie is strategy 1, being conventionally indirect. The main characters performed negative politeness strategy 1 dominantly because of differences in social status

and social distance between one character and another character. The main characters want to be polite by trying to communicate indirectly.

Besides, this research also investigated the power exercised interplay with negative politeness performed by the main characters. The researcher found 4 out of 5 kinds of power, one type of power that did not found in this study is reward power. The main characters have awareness in applying power through their utterances with polite expressions to give orders, instructions, and requests which were successfully implemented by the main characters. The researcher believes that the main characters can manage their own power over others through polite utterances. Positively, the application of power with politeness in the scope of organization and politics can produce a good relationship between one character and another.

## **5.2 Suggestion**

This study has revealed the politeness phenomenon, especially on negative politeness strategies used by the main characters in “The Irishman” a drama movie. Despite the researcher not using real life situations as the subject, a drama film was chosen to represent the real-life situations because it has an atmosphere close to daily activities, so the researcher chose the film as a good example to study the implementation of politeness strategies well.

For future researchers who are willing to conduct similar research can expand to other data sources such as newspapers, magazines, and others. To make politeness discussions more interesting, the future researchers can combine various theories or branches in linguistics that can be used to expand

understanding using media such as newspaper, magazine, podcast, social media, and other wider subject to link with another aspect such as social institutions, culture, government, race relations, and others to expand the field and obtain the varied data with a different subject. Besides, by giving the suggestion in different aspects, the researcher hopes that this research can improve the politeness paradigm and the understanding in politeness strategies, specifically on negative politeness strategies.



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