

**PERSUASIVE RHETORIC USED BY HERCULE POIROT IN
HERCULE POIROT: MURDER ON THE ORIENT EXPRESS MOVIE
THESIS**



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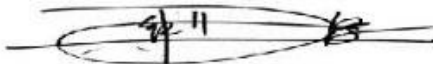
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ABSTRACT

Armasta. A (2022). *Persuasive Rhetoric Used In “ Hercule Poirot: Murder On The Orient Express ” Movie*. English Department, UIN Sunan Ampel Surabaya. Advisor: Dr. Wahyu Kusumajanti, M.Hum
Keywords: Rhetoric, Persuasive, Movie, Hercule Poirot, Discourse Analysis.

This research aim to reveal the usage of rhetorical strategy in the movie *Murder on the orient express* by Agatha Christie and directed by Kenneth Brannagh. This research has two main problems, first is what are the rhetorical strategy used by the characters during investigation scene and the second is what are the most used rhetorical strategy used in the movie.

This research using descriptive qualitative and quantitative methods. The researcher used rhetoric theory from discourse analysis combined with body language and way of speaking teori. This research showing the usage of rhetoric strategy by the detective and the potential suspect during interrogation process in the movie with lies identification theory.

The result of this study is both of the detective and the suspect are using rhetorical strategies. The differences is while the detective using rhetorical strategy to make the suspect telling the truth or their unconscious reaction to see their lies based on their body gesture. Otherwise, the suspect used rhetorical strategy to strengthen their argument so it would make confidence impression that they are confidence with their answer.



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ABSTRAK

Armasta. A. (2022). *Kajian Retorika persuasive dalam film Murder on The Orient Express* Karangan Agatha Christie. Program Studi Sastra Inggris, UIN Sunan Ampel Surabaya. Pembimbing: Dr. Wahyu Kusumajanti, M.Hum

Kata Kunci: Retorika, Persuasif, Movie, Hercule Poirot, Analisis Diskursive

Penelitian ini bertujuan untuk mengungkap strategi retorika dalam film *Murder on the orient express* karangan Agatha Christie dan disutradarai oleh Kenneth Branagh. Penelitian ini memiliki dua masalah penelitian yang pertama adalah tipe retorika yang di gunakan dalam film oleh para karakter dan yang kedua adalah strategi retorik yang paling sering di gunakan dalam film.

Penelitian ini menggunakan metode deskriptif Kualitatif dan kuantitatif. Peneliti menggunakan Teori Retorika dari ilmu Discursive analisis di lengkapi dengan penelitian gesture dan cara bicara. Penelitian ini menunjukkan penggunaan Retorika oleh karakter utama dan terduga pelaku selama proses interogasi di dalam film maupun teori identifikasi kebohongan berdasarkan teori gestur tubuh.

Hasil dari penelitian ini adalah kedua belah pihak baik detektif dan terduga sama-sama menggunakan streategi Retorika. Perbedaannya adalah detektif menggunakan retorika sebagai alat untuk membuat terduga berkata jujur atau memancing reaksi dari terduga untuk melihat kebohongan dibalik reaksi mereka. Sedangkan, para terduga menggunakan strategi Retorika untuk memperkuat argumentasi mereka maupun untuk membuat lawan bicara mereka memiliki kesan bahwa mereka percaya diri dengan jawaban mereka

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CHAPTER I

INTRODUCTION

In this chapter, the researcher presents some sub-chapters such as background of the study, problems of the study, significance of the study, scope and limitation of the study, and definition of the key terms.

1.1 Background of the study

Language is the most significant not component of collaborating with others; it is utilized for specialized devices in public activity. Language can not be isolated from society since language is an instrument of correspondence used to make associations and correspondence by specific individuals throughout their life in the public eye. As Wardhaugh (2006), language empowers individuals to advise things to one another and express correspondence requirements. For instance, Language is used as a medium to persuade people, whether in politics or marketing. In this thesis, the researcher discusses the interrogation used in *Hercule Poirot: Murder on the orient express* movie by Agatha Christie. There are theories that especially focus on the meaning of the utterances instead of focusing on the meaning of the utterances instead of each word. The topic called Discourse analysis.

Discourse Analysis emphasizes more about language as a whole rather than just focusing on individual words, phrases, and sentences. Stubbs (1983, p.1) claimed that discourse analysis is an effort to examine language more than

sentences or clauses and consequently to investigate deeper linguistic units, such as conversations or written texts. Based on Kinneavy (Cited in Richard. 1984, 51) categorized discourse analysis into four parts which are; expressive, referential, literary, and persuasive. Hence, the researcher mainly focused on persuasive discourse to analyze the utterances in the interrogation. Moreover, Kinneavy stated that Persuasion discourse is an utterance that is purposed to invite or persuade other people to accept the idea of the speaker, and the researcher uses the body language theory to identify the emotion of the speaker interlocutor.

Persuasion is used in many aspects, such as education, health, security, and sermon. The example of effectiveness is everywhere among us and used in daily life. Like how the seller tries to persuade the potential buyer to buy the thing from them or the teacher tries to convince their student to use the correct formula or way of thinking. The purpose of persuasion is to influence the other person to act as you wish. (Ross. 1994, p.168)

Furthermore, Keraf (2010) stated that persuasion is an art of verbal that is used to make someone do something in line with the speaker's intentions for this moment or later. Aristotle divides persuasion theories into three categories, which are: Ethos (speaker nature and credibility), pathos (emotional approach from the speaker to affect the subject's emotion), and Logos (the speaker's arguments or facts that happen related to the cases).

The statement above proves that persuasiveness is an essential aspect of many occupations. Because it is applicable in many parts of marketing and

education, this research aims to help people know that persuasive theory is important. Furthermore, to apply persuasiveness, a speaker should have the ability to speak anyway to induce their interlocutors (Sari, 2012). In addition, the speakers should make people agree with the speaker so that they must not talk effortlessly. One of the methodical approaches to persuasion is rhetoric; with rhetoric, people can determine their next step of conversation whether they would reduce the conflict between them and the interlocutor or intimidate the interlocutor with the speaker's choice of word.

Furthermore, rhetoric is an art of persuasion that contains a figure of speech, attraction, and showing personal appeal and body language (Aristotle, 1954). The term rhetoric itself was first stated by Aristotle; he categorized the rhetoric into three types: Ethos, which is the appeal of the speaker that focuses on the credibility of the speaker. Pathos, which is an appeal to emotion that focuses on the audience's emotion and experiences, and Logos, which is the message or proof, usually contains the truth that the audience can prove. The term rhetorical triangle later knows these three appeals of rhetoric. Thus, the researcher uses persuasive rhetoric to analyze the persuasion used throughout the interrogation in the movie. However, Aristotle stated that utterances is lacking in identifying the emotion, which is why body language theory is essential as an additional theory to emphasize the identification of emotion.

Moreover, according to Burke, Aristotle's theory is a tool to show goodwill, gain attention or reduce the audience's attention. Rhetoric is a persuasion yet also dissuasion tool that exists in one theory. Moreover, rhetoric can be used to reveal the truth behind an opinion. In comparison, Aristotle defined the three parts of rhetoric as a different segments. Burke (1969) described rhetoric as steps that start with securing the intent of goodwill, gaining the position, and pointing up the nature of the dispute to make the audience think that the speaker is reliable. After gaining the audience's trust, the next step is building the problem that the speaker wants to say to the audience. The last is asking the audience a favour. The idea of making other person follow the speaker's idea and intention through utterances means that rhetoric also helps people convey the person's intentions to another person.

The necessity of interrogation is somewhat essential; the resurgence of the human right makes official officers can not use the carrot and stick theory. It is no longer acceptable to hurt the suspect. Moreover, suppose they are proven innocent after getting harmed in the interrogation process instead of using violence to force the suspect to tell the truth. In that case, it is better if the Police use a verbal approach to persuade the suspect. Even if it is not guaranteed, it decreases the chance of unnecessary violence done by officers. This statement is encouraged by several theorists such as Barrister Sir William Garrow (Cited From Rembar, Charles. 1980.). He claimed that a suspect is not to be judged if their crime is not proven the certainty. Moreover, from Islam perspective, Abu Hurairah stated, "Beware of suspicion, for suspicion is the worst of false tales" (Al-Bukhari

and Muslim, Hadith 1573), which means that suspicion is highly condemned in Islamic law.

According to Michael McConville (1982. P.165), the use of interrogation itself, more or less, often or rarely, is used in daily life. Many things around us are related to interrogation, starting from parents who try to persuade the child who makes mistakes to the; Police or army officers interrogating their suspect. Many cases involve how the professionals distinguish between the truth and deceptive words from the suspect's statements, what methods they use in verbal interrogation to extract the suspect or witness's explanation is how the Police are confident with their judgments to distinguish whether the suspect needs to be held or released home. Otherwise, numerous studies showed that the Police's ability to detect deceptions is slightly better than ordinary civilians. This is why the reason why Police start using violence to interrogate even though the cases are only minor issues. This study emphasizes giving the police or related agencies another option and way to approach the suspect or witness through communication without violence.

The need for an alternative option for interrogation strategies is essential instead of directly intimidating the suspect or even using physical torture to get a confession. According to Tim Phillips (2000, p.481), Along with the increased percentage of police or related agencies, violence counts in the interrogation process. Violence is allowed on some occasions; violence is too much than the verbal approach during the interrogation. In 2020, In addition, human nature

rejected violence instead of agreeing that some people tend to rebel instead of going along with the abusers, while the verbal approach, on the other side, is not guaranteed to get the exact answer that the interrogator does needs. But it is still a proper way to approach another human, especially if they are still suspect or not yet deemed guilty or doing some light criminal.

The researcher believes that persuasive discourse can be used to analyze people's utterances and actions with minimal consequences. In this research, the researcher believes that persuasive can be used as a medium to interrogate criminal suspect, especially when there are no clear evidence or eyewitness. Instead of using intimidation from the beginning and being exposed to the possibilities of wrong accusation and conflict, a verbal approach with correct strategy is an essential skill to have Kinneavy adapts the classical theory from Aristotle's triangle of persuasion it is also called the triangle of rhetoric that first stated in Aristotle oratory journal. Moreover, based on the development of cinemas and movies, there are a lot of works that resemble the situation in the interrogation or investigation works; one of them is a novel which adapted into a movie entitled *Hercule Poirot: Murder on the orient express*.

Hercule Poirot: Murder On The Orient Express (2017) is a remake based on Agatha Christie's novel, written in 1934. The film was directed by Kenneth Branagh, who also plays the world's most renowned detective Hercule Poirot. This novel had it was its first film adaptation in 1974. This movie is set in 1934 and tells the story of the world's most famous Belgian detective named, Hercule

Poirot. He has obsessive-compulsive disorder to seek balance in his life and see his ability to see other people's lies as a curse instead of blessings. The plot of the movie takes place on the luxury train called orient express; the detective and the other 15 passengers and some train crew members aboard the train to return to London. The problem started when a passenger on the train was found killed in his room simultaneously with an avalanche that delayed the train journey. The issue did not stop there; the one found dead is Cassety, who happens to have a problem with the Italian mafia for a fraud case. The main character is forced to solve the issues not to stain- the orient train's reputation.

The researcher determined that this movie is suitable for persuasions studies, especially to broaden the function of rhetorical strategies into interrogation aspects. This movie contains dialogue in sequence. The first is showing the approaching phase of dialogue and then followed by the intimidation phase dialogue based on evidence. Thus, this movie helps the researcher to easily distinguish the element of rhetoric contained in each dialogue. There are several previous studies that use the Rhetoric strategies approach to examine person utterances, whether its used in political campaigns, sermons, or movies.

Persuasion theory is usually used either for advertisements or political and social campaigns. There are several research that used rhetoric as the main theories of the research. First, Fauzan (2013) investigated the persuasion theory used in cigarette advertisements. The result of this study is that because of regulations, the advertisement of cigarettes is forced to be more creative. The

other consequence is on slogans. It usually uses only one kind of rhetoric without combining it with a different type of rhetoric. The ethos means the product's facts, the pathos is how the slogans induce the subject's emotion, and the logos is the credibility of the products or giving evidence and consumers review.

Second, it comes from Izzah Shabrina's (2016) research that researched persuasive strategies used by Hillary Clinton during the speech of her presidential campaign in 2016. The result of this research is that the object mainly uses ethos and pathos, the object pronouns "we" to regard the audience as part of her to get closer with her audience to attract their emotion and sense of cohesivity.

Moreover, the object is also stated in the name of God; to show her consistency as a good leader. While logos are the least used according to the research result.

Third, research comes from Su Hie-ting (2018) researched informal requests university students use. The object of this research is collected from 99 student requests from various universities in Malaysia. The result of this study is that the students tend to use pathos and logos. A 55% used pathos, and 41.67% used symbols in their sentences while asking informal requests. At the same time, the rest of the percentage is going to ethos.

Fourth is research from Haider (2014) he examined the speech of Malala Yousaf Zai. the focus of the research is ethos, pathos, and logos used by Malala Yousaf Zai. In order to analyze Malala Yousaf Zai's speech, Haider employed critical discourse analysis. In the face of terrorism, Malala's speech conveys a message of hope, courage, and power. Attracting pathos from her audience,

Malala used the tactic of synonymies, which involves using many synonyms to emphasize and define her point. It's sometimes referred to as a "rehash" to emphasize the speaker's expertise. Malala made use of the logos of Adinoeta during her address. To put her ethos into action, Malala demonstrated that she was determined to become the hero in her own nation rather than the victim by demonstrating how hard she worked to improve her abilities, character, and self-worth. Because he employed the same theory as Alvi and Baseer's research, his study is lacking.

The last researcher Setiawan (2014), studied Obama's 2012 address for persuasive methods. The findings showed that Barack Obama delivered his important information in three key ways. There are three types of proofs: logos, ethos, and emotive (pathos). Powerful and captivating speeches can be produced by employing these techniques. Pathos was revealed to be Barack Obama's most often employed rhetorical strategy. Barack Obama employed pathos more than any other technique to elicit an emotional response from his listeners and persuade them to accept his arguments. He also noticed that President Obama's speech was aimed at gaining the listener's confidence in his ability to solve the political issues in the United States of America. As part of his analysis of Barack Obama's speech, he looked into the aim of the type of persuasive tactic used in the address. Analyzing the compelling strategy's goal, he connected metaphor and repetition. In spite of this, he did not investigate the manner in which Barack Obama spoke. Here we look at how Hillary Clinton delivers her speeches.

David Blakesley (2003) states that rhetoric studies to analyze movies said that rhetoric is a tool that helps people grasp and understand the motives and purposes in the film. Moreover, he stated that rhetoric's function is to help the audience connect the internal conflict of the movie with external conflict by linking them with the external world of the viewer and critics. Rhetoric focused on revealing the communicative act, and symbolic gesture and concentrated on the broad problem of the movie.

Moreover, the researcher used Body language to identify the response of the Speaker and Interlocutor. Body language theory is essential to differentiate the change of demeanour of the speaker and interlocutor while they are speaking with another person James (2020). Moreover, To differentiate between lies and truth, utterances are considered to lack in this aspect. This is why Aristotle adds that delivery and body language are important aspects (1984).

The researcher found the gaps from the previous research that it is investigated over; the source and object of the previous researcher only involved advertising and political election. While this research uses interrogation, which is the object that was never used by the previous studies for persuasive research and also this research considers the feedback of the suspect. The gap of this research is combining the rhetoric by that developed by Kinneavy and focusing on both the speaker and audiences.

The researcher watched scripted movies to fill the hole that existed in the past analyst to get the persuasive data. It is planned to understand the use and

advantage of research. The previous researcher has not used the respective object and categorized it according to Kinneavy theories of ethos, pathos, and logos. The result of the research is that the effect of the rhetoric slogans and the excellent design plays a substantial role. At the same time, it makes it a catchier phrase. It also has some hidden meaning, making other people interested. Or even feel challenged about the product to be interested in trying it.

In this investigation, the researcher concentrated on identifying the rhetorical persuasion by Kinneavy's theory as a sort of language variety. The researcher uses different data, objects, and focus from the previous researcher. This research only focused on the rhetoric approach used in the dialogues and action between characters in the movies. The researcher chose Kinneavy's theory as the main focus of this research because it helps the researcher comprehend the data. The theory has clear yet broad categorization of the types of rhetoric. It is a challenge because this theory is usually used to identify advertisement slogans and campaigns speech. At the same time, this subject's purpose is to make the issue confess or state what they witness verbally.

The researcher will explore the rhetoric that existed in the movie's dialogues. The focus of the study is the main character named, Hercule Poirot and his suspect named McQueen, Mary Debenham, Princess Dragomiroff, Helena Andrenyi, Count Andrenyi, Edward Henry Masterman, and Dr Arbuthnot. In this research, the researcher believes that persuasive can be used as a medium to interrogate criminal suspect especially when there are no clear evidence and

eyewitness. Instead of using intimidation from the beginning and being exposed to the possibilities of wrong accusation and conflict, a verbal approach with the correct strategy is an essential skill to have. Furthermore, it is can be used to increase the function of rhetoric in the linguistics field.

1.2 Research Questions

Based on the background of the study explained above, this study undertakes to answer the following questions related to the above explanation:

1. What are rhetorical persuasive used by the interogattor?
2. What is the most used rhetorical strategy?

1.3 Research Objectives

From the formulation of the research problem above, the writer can construct the research objectives below:

1. To figure out and categorize rhetoric used in the movie
2. To comprehend the most used rhetorical strategy in interrogation

1.4 Significance of the study

The researcher expected both practical and theoretical benefits that can be gained from this study. The researcher hopes that the result of this study will

persuasion theories on how we should persuade people verbally. Moreover, we will distinguish and categorize the power between characters interrogated in the movie.

The researcher hopes that this research will contribute to the reader, especially in persuasion strategies for an English student, English lecturer, further persuasive researchers, or even any job that needs interrogation in the job description.

1.5 Scope and Limitation of the study

The scope of this research is focused on the persuasion theory used by the characters in the movies. It categorizes it using Aristotle's rhetoric persuasion theory. The focus of the study is the main character named Hercule Poirot and his suspect named McQueen, Mary Debenham, Princess Dragomiroff, Helena Andrenyi, Count Andrenyi, Edward Henry Masterman, and Dr Arbuthnot during the interrogation section in the *Hercule Poirot: murder on the orient express* (2017) movie. Because the act of persuasion could be found in the interrogation section, it will widen rhetorical theory into a new topic. However, this research still has flaws because it is based on the researcher's understanding of rhetoric theory. Hence, this research will still need further investigation from the other researcher.

1.6 Definition of Key Terms

The use of terms is essential for the author to give the appropriate/ importance of the critical terms to avoid misinterpretation. A few terms are characterized as follows:

Persuasion is an act that persuades another person to follow the speaker's idea. The purpose of persuasion is to make the hearer receive, understand, or following the intention of the speaker utterances. Furthermore, with the application of persuasion strategy, the speaker can determine the next approaching strategy.

Rhetoric is a language technique to impress or influence the hearers with the speaker's ideology or drive the hearers to do something according to the speaker's intentions.

Hercule Poirot is a fictional character based on the novels created by Agatha Christie. Hercule Poirot is a famous Belgian detective that solved many crimes. Furthermore, the novel itself is often compared with Sherlock Holmes because it has a similar crime mystery genre.

Agatha Christie is one of the most famous female authors. Throughout her life, she is already creating 66 novels and 14 short stories. Among her best selling books is usually revolving around *Hercule Poirot* and *Miss Marple*.

Schemes and tropes are figurative languages. Schemes focused on the position and syntax or the language structure define the meaning. While on the other hand, tropes focus on the importance of sentences by altering the language or using a figure of speech.

Schemes and tropes are an essential aspect that helps a person to identify the kind of emphasis and meaning of another person's utterances.

Interrogation is a process of extracting the truth from the witness, the person involved, and the person that happens to be in the place when the incident occurs. The purpose of interrogation itself is to get new evidence, lead, and suspect to solve the problem.



CHAPTER II

REVIEW OF RELATED LITERATURE

This chapter provides theories applied in this research. The researcher uses one theory; Aristotle's theory about rhetorical proof

2.1 Theoretical Framework

This section will explain several theories related to the research. This chapter consists of rhetorical proofs and speech delivery ideas about the problems statement. On the other hand, the researcher also provides the concepts related to the issues which the researcher analyzed. The theories are discourse analysis, rhetorical proofs, speech delivery, and the previous related to the research.

2.2. Discourse analysis

Discourse Analysis is learning about language more than a word, clause, phrase, and sentence. According to Stubbs (1983, p.1), discourse analysis leads to analyzing language more than sentences or clauses. and therefore to analyze deeper linguistic unit is, such as conversations or written texts.' Gee (1999, p. 13) explains two research differences from discourse studies; the first focuses on the objectivity of discourse in the form of meaning, and structural function of a sentence. The second one emphasizes the social, cognitive, political, and cultural aspects of the discourse.

Kinneavy (Cited from Elizabeth Haris,1979) categorized discourse into four parts. Which is; expressive discourse is a kind of discourse that focuses on

the expression and the experience of the speaker or writer. Second, referential discourse is a discourse that focuses on the other person or references to something; this kind of discourse is usually used in seminars or articles. Third, literally, discourse is usually containing figurative language and implicit meaning. This kind of discourse is usually used for literary works such as poems, songs, short stories, and drama. Last, persuasive discourse is a discourse that is used to influence other people; this kind of discourse is usually used by politicians in their political campaigns, motivators in seminars, and religious sermons.

This research will focus on the last type of discourse theory based on Kinneavy's theory, which is persuasive discourse. Persuasion is not only used in a sermon or political campaign, but it also can be used by legal workers or security officers to avoid unnecessary conflict.

2.2.1 Persuasion

Persuasion is an act that trying to get the hearer or audience to follow the speaker idea, the form of persuasion could be delivered through action or utterances. In the book *Understanding Persuasion*, Raymond Ross stated that persuasion is “an interpersonal process of changing shared thinking and activity,” affecting the receiver.

However, according to Trimmer, persuasion is “the process of verbal communication to change/influence the judgment of the other person or groups into what the speaker wants,” the purpose is to appeal to or change the reader’s emotion.

2.2.1.1 Rhetoric

Rhetoric is the technique used for persuasive speaking or writing. Rhetoric mainly contains the use of figure of speech and speaking techniques. As derivative technique of persuasion, rhetoric purpose is informing, motivating, and persuade the audiences to follow the speaker idea stated from the utterances. Aristotle defines rhetoric as a important skill to master for victory in case of law, passage proposal in assembly, and for speaker fame in civic ceremony. The implementation of rhetoric is covering understanding, discovering, and determining the most effective argument for particular situation.

In this part, the researcher reviews the theories related to this research. Furthermore, the researcher uses rhetorical proofs and speech delivery theory in this section. Aristotle's stated rhetorical theory, which focuses on rhetorical defence, can convince others about something in any situation. According to Kinneavy (Cited in Richard. 1984), the speaker speaks in a calculated manner, and which helps them determine the next action they would take based on the interlocutor's reaction. There are three types of rhetoric, according to Aristotle. He called these: logical (logos), ethical (ethos), and emotional (pathos). Furthermore, the main purpose of rhetoric is to make the audiences follow the idea of the speaker. As a form of persuasive, rhetoric strategy provides the speaker to reduce the potential conflict or disagreement between them and the audience and provide them chances to push the emotion of the audience.

A. Ethos

Ethos refers to the credibility of the speaker, Ethos includes the credibility of the speaker, goodwill, and manner. For example; First, its more acceptable if argument is come from an expert instead of a student level person. Second, people tends to like a helping hands with good intention that would benefit them instead something that would harm them. Third, approaching a person with assertive way of speaking and good manner is more acceptable for the hearer instead of straight intimidation. Based on Herrick (2005, p. 13), Aristotle argues from three rhetorical proofs, and the most persuasive was the ethos. says that people will understand what the speaker says when a speaker has extensive knowledge, can be trusted, and has good intentions. In rhetoric, Aristotle believes some aspects might make people more reliable such as wealth, power, wisdom, good birth, and reputation (Herrick, 2005, p. 84). Hence, the speaker's background and credibility are not the only aspects of the ethos subject affecting the outcome. The topic and speaker's perceived intelligence, virtuous character, and also goodwill also has a role in the ethos subject (griffin, 292. 2012)

1. Perceived intelligence

It is easier to accept other people's ideas if their level of perceiving intelligence or the contents of speaking is adjusted to the audience's level of smelling intelligence so It will not overlap and cause miscommunication (griffin, 293. 2012). Perceiving intelligence is essential because it helps the speaker to relay the intention of their action if the interlocutors understand what the speaker says.

2. Virtuous Character

The speaker's credibility, honesty, and image are essential parts that could help the audiences believe and receive the speaker's ideas. (griffin, 293. 2012)

Virtuous characters are mainly used as the basis for making the first impression.

People would like to hear if someone says, "I know what you feel", instead of "you should stand up and help yourself". Virtuos character acts as a bridge the empathy of the speaker to the audience.

3. Goodwill

Furthermore, even if the speaker has credibility and perceives well the intelligence of their audience. It is still essential to make the audiences perceive that what the speaker said is goodwill that would benefit them cause it will trigger the audience's interest. Moreover, commonly goodwill act is more accessible to accept than the opposite. (Griffin, 293. 2012)

B. Pathos

Pathos is an rhetorical strategy that focused to incite the emotion of the hearer. For example; people would become emotional if the speaker mention about their family or someone close to them. According to Aristotle, pathos is related to sympathy, empathy, and pathetic words. The emotional proof comes from feelings and speech that come out of the audience when they hear it (Griffin, 2012, p. 294). Dynamic refers to the term pathos. It can give the message and the persuasive power to make the audience act or do something. Nevertheless,

Aristotle's interest in the emotional proof is related to the ability of emotions to influence audience judgment (Herrick, 2005, p. 14). Thus, Aristotle makes a series of opposing feelings, then explains the condition of each mood experienced, and finally illustrates how the speaker can make the audience feel that way (Griffin, 2012, p. 294). Furthermore, there are several categories derived from pathos which are mentioned below;

1. Anger against Mild-manneredness.

We must make sure to make the anger settle down, let the mild-mannered settle down, and put ease for the offence (Aristotle, 1954). People get angry if their attempt to reach their goal is thwarted, ridiculed, or disturbed. We must put their anger down by saying that they feel sorry and apologize for their action. (Griffin, 2012)

2. Love, friendship against hatred

People tend to hope for happiness for the person they love, which also works. On the contrary, people tend to wish for something unwell for people they hate. People are also willing to do and think about the good things for people that help them or do good things for them (Aristotle, 1954). The speaker must point out the audience's goals, experiences, attitudes, and desires because the common enemy can be used to build solidarity.

3. Fear against confidence

Fear will make a disturbance or pain to people, for those in a state of fear tend to act cowardly and choose an action that satisfies the intimidator. The people who show signs of anxiety usually benefit. On the other hand, confidence rises because people feel successful about themselves; they are generally confident about the argument and idea. Furthermore, they are willing to maintain their concept even in front of many people (Aristotle, 1954). Fear comes because the person was thinking about a disaster that would happen, thinking about something possibly happening. While confidence can be built by assuming that the possible danger could be avoided. (griffin, 2012)

4. Admiration against envy

Aristotle stated that envy is an illness because they think they are standing at the same point and if other people get something they did not have. They would think that it is rightfully theirs; this way of thinking would make people think negatively and hope the other people stand at the same point or lower than them. While admiration is an urge to help people feel more ambitious to chase the person they admire. Stand on the same issue with them, and make people try harder (Aristotle, 1954). Moreover, believing that people attain something through hand work will likely tend to make other people admire them rather than when they achieve something through luck.

C. Logos

Logos is proof of fact, it includes the fact that could be proven by everyone else. Aristotle (1954, p. 291) uses logical reason to strengthen their

arguments or utterances. Herrick (2005, p. 13) also stated, “Logos was the study of disturbances or reasoning related to logic.” Based on Aristotle (in Griffin, 2012, p. 291), logos arises from someone’s argument in their speeches. Proving the speaker’s argument to convince an audience can utilize several logical reasons. In logos, there are two main points based on Aristotle: enthymeme and Maxim.

1. Enthymeme

Enthymeme is a sentence with the premise hidden, implied, or not directly shown (Aristotle, 1954). Furthermore, an enthymeme is used as a deductive argument that is used for persuasions, the premises that are stated or not stated are in the forms of probabilities rather than certainties (Conley, 1984)

Example: It is raining

The deductive answer include:- I can not go home

- I should take the umbrella

-I’m going to stay here.

2. Maxim

Maxim is fact that could be proven by anyone else. It is usually contains universal truth in the form of idioms. However, it does not apply to every person even though it is a universal or public truth. Because in the end, it just means to

persuade the other people. The maxim also includes comparison, analogism, and metaphors.

2.3 Body Language

One of the most important aspects that an investigator, detective, and interrogator should have is the ability to tell whether the people in front of them are telling lies or the truth. To differentiate between lies and truth, utterances are considered to lack in this aspect. This is why Aristotle adds that delivery and body language are important aspects (1984). Communication styles such as assertive, active, passive, or both active-persuasive communication styles. Moreover, the skill to differentiate between truth and lies is one of an essential skill. The longer you know the person, the more accurate you can predict the other person's thinking. However, there is a way to predict a person's lies from body gestures such as hand movement, itching, and fidgeting. Facial expression, change in complexion, sweat in T zone, tone of voice, the mouth, and the last is the word it. Lastly, the body language itself covers many aspects such as pupil movement, blinking in motion and blinking rate, raising the head, and head tilt. Nodding and shaking, shrugging, clenching hands, hand wringing, handshake, covering the mouth, pumping chest, touching chest, scratching or touching the chest. Breathing rate, Distance between person, eye movement and direction, haptics, or habit of touching also include body language that we subconsciously do as a body language. That shows what we think, feel, and hide (James, 2020). There is a brief explanation below about what body language means.

1. Communication style

There's a theory and way about how people exchange information. Talking about the categorization in this aspect is crucial because it would affect the person we talk to. (James, 2020)

A. Active speaking

Some criteria, such as a loud and demanding voice, contain the threat, intimidation, or another tactic that makes you obey their intention, aggressive posture, and intense eye contact. The assertive communication style is often used to make people follow the speaker's intention instead of conveying information. It is used to show the speaker's power and position without regarding the other feelings, reactions, and circumstances (James, 2020)

B. Passive way of speaking

while the playful way of communication is more into plain speaking that shows the meaning and intention of the speaker. On the other hand, passive speaking is more hint and indirect. So the other person should guess the meaning behind the speaker's suggestion. The feature of passive communication is a lack of eye contact or, in some cases, extreme eye contact, hunched back, and dropped shoulder. Keeping their head down, low voice, emphasizing certain words, repeating sentences, saying things like "it really doesn't matter" or "as long as the other is happy." and the last is they tend to avoid conflict by going along with the flow.

C. Assertive way of speaking

considered the best way of speaking because it is less offensive or hurting people. This way of speaking emphasizes that if you have the same way of thinking, you would just say yes to each other. Allowing both of you to share and express your thoughts, feelings, desires, and ideas without friction. This way of communication features includes maintaining eye contact, smiling and positive posture, addressing points on the objective, low tone, and being calm.

D. The last is a passive-active way of speaking

considered as the most complex that strains both sender and receiver emotion. Because it combines the active and passive forms of speaking, the power balance is often unstable or changing. Even the person's utterances are contained hidden aggressiveness behind passiveness. The feature of this way of speaking includes muttering under their breath instead of confronting them directly, verbally agreeing but doing something different. Denying the problem even though their body language is showing further. silent treatment, spreading rumours behind the other's back, and the last is saying, "I'm okay with it, but someone might disagree with me."

2. Reading lies in people

The researcher must believe that the other person is contained lies between their words and sentences. The researcher should want to know whether they are lying or not, assuming that the other people lie. The

condition of lying may vary, so the researcher should focus on other people's body language.

- a) Hand movement, Usually, people habit using hand gestures or moving their body parts after speaking. At the same time, people stating the truth would make a motion simultaneously when they are saying.
- b) Itching or fidgeting, people tend to feel nervous when they are lying. In that concept, keep in mind that they tend to change their seating position or do too much unnecessary body movement.
- c) Facial expression: People can not control their pupil's movement, so they tend to look the other way or look too much. They will think that maintaining eye contact as long as possible would leave a strong impression that they are not lying.
- d) Change Complexion is considered the most obvious body gesture when people tell lies. Its trait includes blushing, face looking pale, or face becoming red.
- e) Sweat in the T zone covers the mouth, nose, and forehead. This area tends to sweat so much when people are nervous.
- f) The tone of voice is another strong indicator of when people lie. They usually increase their voices to make the strong implication that they are angry or confident with their answer, even if it is made up. At the same time, they are decreasing their tone of voice, showing nervousness and hesitation. Also, sudden tones are a defensive act, especially when they face possible mistakes.

- g) The mouth is the other indication of showing that people lie when they hold the bottom part of their lips.
- h) The words themselves usually show hesitation or even adding words that they think will make you believe them. Such as; honestly, let me tell you the truth, uh, like, and um.



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CHAPTER III

RESEARCH METHODS

The essential procedures for this research are provided in this chapter: this research design, data collection, and data analysis.

3.1 Research design

This research used a qualitative method for processing the data; the use for this research because the researcher analyzes the data from the transcript, which comes in phrases, words, and the character's utterances. However, the qualitative method is considered the most suitable method to elaborate on this research data.

Descriptive methods were used to analyze the research in the document text, collecting data to find out the research answer. The researcher used descriptive methods because the study aims to classify, explain, and describe every utterance of the characters in the determined scene used in the data. The focus of this study is involved every character involved in the Interrogation scene, such as Hercule Poirot, Pilar Estravados, Henrick Masterman, Count & Countess Andrenyi, and Marry Debenham, Lady Dragomirrof, McQueen, and Doctor Arbuthnot. Besides that, descriptions function to arrange the results of the findings to fit the explanation and then test or validate the explanation.

3.2 Data collection

This section presents the researcher's aspects and steps that are needed for collecting the data in this study. Those are research data, data source, instrument, data collection technique, and data analysis.

3.2.1 Data source

The data was taken from *Hercule Poirot: Murder on the orient express* it was downloaded from Disney Hotstar. The data was in the form of the character utterances in the movie.

3.2.2 Instrument

Instrument of research is a term used to help the researcher collect and process the data during research progress. In this research, the researcher plays an active and direct role as a participant in choosing the data, collecting the data, processing, and reporting the result of the research. However, the researcher should validate his ability to conduct the investigation by looking at the theories and previous studies conducted by another researcher. In addition, the researcher's research tool as supporting tools is a laptop, handphone, paper, and printer.

3.2.3 Data collection techniques

1. searching the movie

The first step of collecting the data is started when the researcher searches the film from the movie streaming platform. The movie has English subtitles to help the researcher manage and select the data necessary for the research.

2. Downloading the movie

Furthermore, after finding the film on the movie streaming platform, the researcher accessed and bookmarked the movie as a favorite. The movie is taken from the Disney Hotstar movie streaming platform.

3. Watching the movie

Furthermore, the researcher watches the movie while looking at the English subtitle to comprehend the plot significance; at this step, the researcher also transcript the movie. Lastly, the researcher watched the movie several times to avoid miss transcription of the film.

4. identifying the data

First, the researcher must fully comprehend the character's utterances, their meaning, and their purpose. Second, the researcher is trying to find rhetorical proof of the characters' utterances. For example, if Hercule Poirot is trying to start a conversation, he is always trying to act nice; this can be considered as one of the types of Ethos because he is showing his credibility as a person to the interlocutor. Moreover, if Hercule shows emotion and tries to pique the interlocutor's emotion, this can be included in pathos which is an emotional act to incite the sympathy of the other person or to make them feel intimidated, and the last is whenever Hercule utterances using evidence and fact as his basis of argument, that can be concluded into logos types because it showed the facts that can be proven by any other person. Moreover, the researcher closely watched the gesture of the character involved in the scene during the investigation and categorized the body

language and its meaning based on the body language that each character used during the interrogation scene.

5. Collecting the data

The last step of collecting the data and categorizing it accordingly under the determined category. After the researcher collects and identifies the data, the researcher would put the data collected into the table and determine the rhetorical based on the speaker's expression, utterances, and body language.

3.3 Data analysis

After collecting the data, the next step is presented in several steps below:

1. identifying the data

No	Rhetorical proof types	Code
1.	Perceived Intelligence	Pi
2.	Virtuos Character	Vc
3.	Goodwill	Gw
4.	Anger	An
5.	Mild Manneredness	Mm
6.	Love and Friendship	Lf

7.		
8.		
9.	Hatred	Ht
10.	Fear	F
11.	Confidence	C
12.	Admiration	A
13.	Envy	E
14.	Enthymeme	Em
15.	Maxim	Mx

The researcher identify the data according to the object and theory. identifying the data used for research, the researcher would give code to the kinds of rhetoric and body language to make it easier to distinguish.

3.3.1 Rhetorical Types Table

Rhetorical types	Code
Ethos	E
Pathos	P
Logos	L

3.3.2 Rhetorical proof types

2. Analyzing the data

After identifying the data and giving codes to the rhetorical proof and rhetorical types, the researcher also explains which body language, sign of lies and the way of speaking the characters used in the movie according to each the data while making utterances. Lastly, the researcher would make a chart showing the most frequent rhetoric types and rhetorical proof types used by the characters in the movies.

3. Drawing a conclusion

The final step is after the researcher concludes the result based on the finding that had been processed. The findings and the development of the discussion be elaborated in the next chapter.



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CHAPTER IV

FINDINGS AND DISCUSSION

This chapter shows the finding of rhetorical proof and the rhetorical question's effectiveness based on the character's responses when they are interrogated in the *Hercule Poirot: murder on the orient express*. The researcher categorized the data based on rhetorical proof. All the data are discussed by relating it with rhetorical proof theory.

4.1 Findings

The data discovered and analyzed will be presented in this chapter. The basis of this research is two research questions. The first is to categorize what rhetorical proof is used based on Aristotle's rhetorical triangle theories. The second research question is to describe how rhetoric is used by the characters in the movie, especially in the interrogating scene.

4.1.1 The rhetorical proof used by the character

The method used by the characters in the movie is called rhetorical proof. The characters talk in a manner of rhetorical in the movie, both the detective and the suspects. The purpose of the detective using rhetorical proof in his dialogue is to incite the suspect confessions, and the suspects used rhetorical proof is to make the detective believe their statements. The researcher analyzed three types of rhetorical proof by Aristotle and strengthened by Kenneth Burke in terms of linguistics. The three types of rhetorical proof are Logos as Logical proof, Pathos as emotional proof, and the last is Ethos as Ethical Proof.

4.1.1.1 Perceived Intelligence

Audiences value intelligence between the beliefs and the ideas of the speaker (Griffin, 2012, p. 293). The audience can be persuaded when they consider that the speaker has competent and is reasonable (Verderber, Sellnow, and Verderber, 2012, p. 11).

Data 1:

The dialogue below shows that both of them use the same speaking and persuasion theory techniques. The conclusion is taken from the evidence of their utterances. Both of them only speak what they think is necessary without talking any further or talking about the other thing besides what is questioned and focused on the objective. They also avoid causing friction and are willing to step back if the others do not want to answer or feel offended. Moreover, Masterman's answer contains elliptical structure when he says, "once, years ago, briefly" this type of scheme is used when someone tries to give a detailed explanation.

Hercule: "have you ever been to America?"

Masterman: "once, years ago, briefly."

Hercule: "for what purposes?"

Masterman: "to confirm a suspicions"

Hercule: "which was?"

Masterman: "That I would not like it. I was offered a position in Boston, saw Boston, and immediately returned to London."

Type: Ethos, Perceive Intelligence, Assertive, Ellipsis

The ethos part is shown when the detective is interrogating Henry's masterman. He is focusing on his intention to interrogate him without asking unnecessary questions. After getting answered, he

swiftly changed into another question which meant that he and Masterman understood each other intention and the meaning of their utterances. The assertive part is the tone of their voice is stable without lowering or increasing the intonation.

Data 2: The suspect's response is answering with aggressive speaking. He is maintaining extreme eye contact and raising his tone of voice. Moreover, he provides logical alibis and uses antistasis sentences to show approval of the detective's evidence but also rejects that the detective's second argument is false. He emphasizes his explanations by repeating the underlining words to strengthen his plea. McQueen both uses epizeuxis and anaphora repetition types to increase the value of his statement. Both are used by the first underlined and the second underlined sentence respectfully. The repetitive word has emphasis effect to strengthen somebody's statement.

McQueen: "Yeah. Yeah, you're damn right I stole from him. Thousands, I knew his money wasn't honest. What did it matter if I skimmed some off the top? But let me ask you a question. Why would I slaughter my cash cow? I did not do it. - I did not kill him!"

Type: Ethos, Perceive intelligence, Aggressive/Active, Epizeuxis, Anaphora

The part of perceive intelligence is shown when McQueen says that he understands the meaning of detective utterances and confesses that he is taking money from his boss's pocket. The aggressive part of speaking is shown when he uses anaphora and epizeuxis to emphasize his utterances.

Data 3: The dialogue Below is spoken with a calm and stable tone and expression without trying to intimidating the suspect; Hercule himself saying the question sequentially without a pause or unnecessary answer.

Hercule: “Ah, such chums, him with his cigarettes, and you. Yes, you are the only man on the train who smokes a pipe. May I see your pipe and your tobacco, please?”

Arbuthnot: “Of course.”

Hercule: “And you, Dr. Arbuthnot, were traveling from India, I believe. Yes?”

Arbuthnot: “You’re interviewing me now?”

Hercule: “Mmm-hmm. Were you ever in Ratchett’s compartment before he was killed?”

Arbuthnot: “Certainly not”.

Type: Ethos, Perceive Intelligence, Assertive

Both Arbuthnot and Hercule show the sign of perceived intelligence by asking sequentially and without any courtesy. Hercule asks directly, while Dr. Arbuthnot also answers Hercule’s question without any unnecessary or topic answer

The word chosen by Hercule in the dialogue Below does not contain any chit-chat that might incite miscommunication between them. He solely asks questions necessary without courtesy and includes courtesy in his every word to fulfil the investigation necessity.

Hercule: “Did you know a Colonel Armstrong?”

Arbuthnot: “Might have known two or three Armstrongs. Tommy in the 60th... Selby Armstrong...”

Hercule: “No, I meant Colonel John Armstrong. He had an American wife, and his child was kidnapped and killed.”

Type: Ethos, Perceive Intelligence, Assertive

Data 4: The dialogues below show the calm composure of both Hercule and lady Andrenyi . Their body language and their responses between the question and answer showed perceive intelligence because both of them did not cause any friction or misunderstanding. Proven by the clear attempt of questioning and the answer with positive body languages such as smile and eye contact.

Hercule: “What are you afraid of?”

Countess Andrenyi : “Everything.”

Hercule: “Your passport has your maiden name as Goldenberg. Jewish, yes?”

Countess Andrenyi : “Not so Jewish. My middle name isn’t Maria.”

Hercule: “And you are a dancer like your husband?”

Countess Andrenyi : No, not like my husband. Corps de ballet.

Type: Ethos, Perceive intelligence, Assertive

The parts of perceive intelligence is proven by the clear attempt of questioning and the answer with positive body languages such as smile and eye contact.

4.1.1.2 Goodwill

According to Verderber, Sellnow, and Verderber (2012, p. 11), goodwill is the audience's perception of speakers who are trusted by the audience, empathize, and be responsive to them. When a speaker has good intentions, the audience will believe what the speaker is saying.

Data 5: The dialogue below shows goodwill and assertive speaking because it contains a sentence that reduces the possibility of conflict or offends the receiver. Moreover, it is also mentioned from point to point their objective comes to him.

Hercule: “we make no accusation. You know him, so you must know his entire fact. Are you his relative?”

Type: Ethos, Goodwill, and Assertive.

The first statement of the detective states is telling that he is not making any accusation and asks about the truth why he knows him that showing his intention to clear any suspicion.

Data 6: The dialogue below shows the signs of virtuous character and goodwill

Hercule: “when did you last see him?”
 McQueen: “It must be just after 22.00. He calls me to go over to Italy”
 Hercule: Milan, where he sells fake goods.

Ethos, Virtuous Characters, Goodwill, and Assertive

It is proven by McQueen’s honesty and points out the chronology of the event. He also mentions the name of the partners when he talks to prove him with additional witnesses who could testify about his answer. He speaks in a calm and low voice with maintaining eye contact with the receiver, which is the sign of assertive speaking.

Data 7: the data below shows the detective's politeness to reduce the potential conflict

Hercule: "Will you write down your full name and address, please?"

Type : Ethos: goodwill, assertive

In the data above Hercule maintains the polite language and positive behaviour to reduce her suspicion and lighten the mood. Hercule maintains a smile throughout the conversation session.

Data 8: The dialogue shows the cooperativeness of Dr Arbuthnot. At the same time, he vouches for his innocence of McQueen.

Arbuthnot: "He did not. He did not. I expect his alibi revolves around me, drinking till the early hours. Well, it is true. I saw him having whiskey, and remarked on the lesser quality of American liquor. He offered me a tippie to change my mind, then another. We got to arguing politics. He had some... tomfool opinions on Stalin I had to correct. But the man knows his spirit is."

Type: Ethos, Goodwill, Assertive, Epizeuxis

He talks by pointing out the chronology of the event. With additional alibi about the content of their chat and their activity during their time together, this is the prove of goodwill because he is providing more answers than necessary with the intention of helping the detective finish the cases. He also shows the sign of goodwill by trying to reduce Hercule's emotion by making eye contact that alternates between the people present in the scene. And he also maintains a low and calm tone of voice. Moreover, Dr Arbuthnot loses his tone of voice only when he tries to deny the detective's accusations against McQueen. The repetitive words are used to gain the attention of the persons in conversation.

4.1.1.3 Virtuous Character

The excellent character of the speaker can make the audience believe in what the speaker are saying. It aims to obtain successful persuasive speeches (Verderber, Sellnow, and Verderber, 2012, p. 11)

Data 9: The dialogue below showed that McQueen was relatively calm, not like when he said about his boss like before.

McQueen: “Gosh, had a number got a couple nasty letters. I have some if you like, some anyway. he a... torn the letter and threw them into the fire, that’s some. (handling the letters). have you ever considered Marquez that latin guy and uh... u know... his kind they don’t have same distastes for murder, historically speaking.”

Type: Ethos, Virtuous Character, and Assertive, Enallage

He stated his answer immediately after being questioned. He was willing to show the evidence asked by the detective without any sign of nervousness.

Moreover, he did not use extreme eye contact with look away occasionally, which is a normal reaction for a person when trying to remember something.

Furthermore, McQueen’s answer also contains enallage when he said, “gosh, had a number.” he intentionally misspelled the grammar to make his words have a greater impact and give the sensation that he is confident about what he said

Data 10: the dialogue below shows the clear and complete answer of doctor Arbuthnot when he is asked to introduce himself

Arbuthnot: “Middlesex Medical College permit is one per class. I had the honor in ’24. I was a sniper in my tour. A sharpshooter. Saved more than a few officers. The more grateful, recognized a fair mind with a

steady hand... and supported my education. I take their generosity as a debt”

Type: Ethos, Virtuous Character, Assertive

The dialogue above showed that Dr Arbuthnot was speaking and answering confidently and calmly; this way of speaking would help the receiver receive the speaker’s idea easier because it did not contain any intimidating aspect or a reason to make the concentration disturbed. Moreover, he also provided where he took the medical lesson and why he could enter and become a doctor. Moreover, he emphasizes that the help he received is a debt that helped him change his fate.

Data 11: the dialogue below showed the McQueen's answer when he asked about where he is when his boss is murdered las night.

McQueen: “Ya, ya, he wanted to look over the account. I had to translate everything is contract on French and he did not speak a word. When we were stuck at Vinkovci I had a chat with the color doctor Arbuthnot. We had a couple of drinks, stretched the leg. He had um, our opinion about Stalin that I had turned around. I don’t hold racism against him, but I don’t often take the Britishers”

Type: Ethos, Virtuous Characters, Goodwill, and Assertive

The dialogue above shows the signs of virtuous character and goodwill. It is proven by McQueen’s honesty and points out the chronology of the event. He also mentions the name of the partners when he talks to prove him with additional witnesses who could testify about his answer. He speaks in a calm and low voice

with maintaining eye contact with the receiver, which is the sign of assertive speaking.

4.1.1.4 Anger

anger is an emotional proof that is usually used to intimidate the interlocutors and force their idea on other people. Anger is a response that arises when people are feeling unsatisfied (Griffin, 2012)

Data 12: the dialogue below shows when the detective accuses the police chief inspector.

Police chief inspector: “How dare you accuse me?”

Type: Pathos, Anger, Aggressive/active

The dialogue above is the response of the chief officer; in the scene, the police officer has a sudden change of demeanour and raises his tone of voice. This is proof of anger, a trait of a layperson and the police officer using an aggressive/active speaking method. Moreover, anger is a form of persuasion, intimidating, and repression is a type of persuasion that affects the receiver’s mentality. It is often used to force the speaker’s idea to get the receiver’s acceptance.

Data 13: the dialogue below occurs when the detective interrogates McQueen and ask about his personal opinion about his boss

Hercule: “Are you fond of him?”

McQueen: “I’m fond of his money

Ratchet was crude, demanding, insulting, and most likely a villain.”

Type: Pathos, Anger, Passive-Active/aggressive

The dialogue above shows a passive-active/aggressive way of speaking because McQueen talks while maintaining eye contact, with clear and direct answers along with slight raise of his tone of voice. He also spoke about his boss's wrong side and his evaluation behind his back. He also shows that he is angry at his boss because his eye is not changing and he rarely blinks. James (2020) said that showing emotion can affect the other feeling without verbal.

Data 14: the dialogue below occurs when the detective interrogates a missionary and watching her gesture.

Hercule: "ms.Estravados, why your hand have the calluses of a boxer?"

Pilar: "(holds her hand, cover one hand with the other hand) I do my work in dangerous cities when I can not be governed by fear. I train to fight"

Type: Pathos, Anger/Fear, passive-active/aggressive

The dialogues above show the body gesture covering one hand with another and extreme eye contact. However, her low tone of voice, and the gestures that she uses have a meaning that she is holding her anger or holding something that can be the truth, but she does not want to show or tell it.

Data 15: The dialogue below is different from the previous data because it shows that Hercule is trying to provoke the receiver by bringing up what is most important.

Hercule: "are did not trust your God anymore after you surprized?"

Pilar: "no, in case he is busy"

Hercule: "he always busy"

Type: Pathos, Anger, aggressive/active

His way of speaking has a calm tone, but the meaning behind his sentence contains provocation. Once again, someone could be using an aggressive form of speaking because it is his nature. However, the sentences behind that voice also hold an essential aspect in determining the purposes of the utterance.

Data 16: the data below occur when the detective interrogates Marry Debenham; instead of answering courteously, Debenham is trying to provoke and predict what the detective's question is.

Debenham: “A constant Mary, when I’m not employed as Miss Debenham. Left-handed. Unusual, I know. You mustn’t have your theory fixed if you’re testing my handwriting.”

de

Type: : Pathos, Hatred/anger, passive/aggressive

Miss Debenham shows contradictory responses with satire speech. However, her utterances show that she is suspicious of Hercule and takes defensive measures against him. Their way of speaking also contradicts each other. Debenham is also smiling with a slow voice note, but her utterances contradict her body language.

Data 17: The following dialogues between the two of them show that Hercule is no longer trying to lighten their mood.

Hercule: “What did you think of the dead man?
Oh, forgive me, mademoiselle, my little originalities.
Human nature is perverse in its complexity. To plumb
it, it takes the right tools.
The direct method? Perfect. You knew the doctor
before traveling? Dr. Arbuthnot?”

Type: Pathos, Anger, Passive-Aggressive/active

The detective started his question by indirectly giving a provoking question about Miss Debenham's impression of the victim, which was answered by rejection by Miss Debenham. She stated that there's no longer to beat around the bush and ask to start questioning directly, which Hercule approved by direct provocation. While Miss Debenham started to lose her composure by the looks of her intense eye contact and the movement of her pupil, Hercule still maintained a positive gesture. It is already mentioned before that change of tone of voice could mean nervousness, anger, or a surge emotion of in the speaker.

Data 18: Hercule again tries to lessen the tension between them in the following dialogue. He was stating that they are accessible here without being judged and persecuted by laws about what the receiver may feel.

Debenham: "No."

Hercule: "But such instant attraction? We are not in America. Miss Debenham. There are no laws against what you may feel."

Type: pathos, well-manneredness, assertive.

He was stating that they are accessible here without being judged and persecuted by laws about what the receiver may feel. He assured her that she was safe here without any objection responses from the others compared to when she in America.

Data 19: The dialogue below shows rejection.

Debenham: "Nor are there laws against silence, of which... I hold my. I've never been to America."

Type: Pathos, Anger/Fear, Passive

while the scene shows that miss Debenham and her body gesture are changed. Because she is trying to leave the place they talked and sometimes looks away when speaking instead of maintaining eye contact. This body gesture shows that the speaker is somewhat afraid, lying, uncomfortable, and avoiding the object. Her utterances also indicate that she's unwilling to answer the question given to her while looking in the other direction when she says that she has never been to America.

Data 20: The dialogue below shows an attempt of lady Dragomiroff to speak on behalf of her servant.

Hercule: "You may be permitted a coincidence. I must now ask a few questions of your Fräulein Schmidt."
 Dragomiroff: "No. There is no need. I can answer to her character."

Type: Pathos, Anger/Fear, Aggressive/Active

The attempt to answer other person's question is an attempt of hiding something or avoid the wrong answer of he another person. Looking at her composure and change of facial expressions emphasize the suspicion that she is hiding something. There's also a sign of anger or nervousness because her tone of voice rises suddenly when Hercule says he wants to question her servant.

Data 21: The dialogue below emphasizes the urge of Hercule to intimidate his suspect

McQueen: "I did not kill him!"
 Hercule: "You tried to burn Ratchett's accounts... but they are still legible in places. The maths do not tally... because you have been stealing from him. It is full of the...- What is the English word? - The chocolat?"
 Bouc: "Fudge?"

Hercule: “Fudge! It is full of the fudge! You stole from him! You thought you would be found out. That is why you killed him!”

Type: Logos, Maxim, Pathos, Anger, Aggressive/Active

The tone and volume of his voice added with body movement smashing the account books. Pointing the evidence he found there shows that he is angry or intimidating his suspect. Moreover, he maintains extreme eye contact and many hand gestures and even smashes the tables. The account books act as proof of maxim because they exist and could be confirmed by anyone else.

Data 22: When count Andrenyi states the dialogue below, his arm is punching the table. That is a sign of anger; the rise of his voice tone and volume and his body language clearly show his state of emotion.

Count Andrenyi : “How dare you!”

Type: Pathos, Anger, Aggressive

4.1.1.5 Well-Manneredness

Is an attempt to calm the anger or diminish the conflict (Griffin, 2012)

Data 23: the dialogue below occurs when the detective asks about the possibility of a person who had an ill relationship with McQueen's boss.

Hercule: “Got an evidence that he had been threatened?”

McQueen: “got a couple nasty letters. I have some if you like, some anyway.

he a... torn the letter and threw them into the fire, that’s some. (handling the letters)

Hercule: Merci Mr.McQueen”

Type: Pathos, Calm manneredness, Assertive

The reaction and demeanour of the detective Hercule Poirot are unchanged. He is only asking the point for the objective without any unnecessary chat while looking at his witness's demeanour. This way of speaking is necessary to avoid the witness feeling threatened and intimidated without reducing the subject's importance

Data 24: One of the bases of the mild manneredness is willing to reduce the tension of the receiver.

Hercule: "Merci
Mr. Masterman, I'm sorry about your toothache"

Type: Ethos, Mild manneredness, assertive

The detective said with a low tone of voice and calm expression so it would not be mistaken as mocking. The low tone of voice and calm expression is also a sign of assertive speaking because it intends to express and deliver the speaker's ideas and feelings without offending the receiver.

Data 25: The dialogue below shows the attempt, Hercule, to avoid the possibility of conflict.

Hercule: "Miss Debenham you do not mind to brace
the air?
For you, we have the picnic."

Type: Pathos, Well manneredness, assertive

while he is going to interrogate Mary Debenham outside when it is full of snow. He tells a little joke and speaks politely to Mary Debenham to reduce their friction. He shows a positive posture and maintains a smile while talking with her.

Data 26: Hercule again tries to lessen the tension between them in the following dialogue.

Hercule: “But such instant attraction? We are not in America. Miss Debenham. There are no laws against what you may feel.”

Type: pathos, well-mannered ness, assertive.

He was stating that they are accessible here without being judged and persecuted by laws about what the receiver may feel

Data 27: The dialogues above show the effort of both countess Andrenyi and Hercule Poirot to reduce the tension between them.

Countess Andrenyi :”Darling! Darling. You are funny-looking, monsieur Poirot. Are all detectives so funny-looking?”
 Hercule: “I am sorry to wake you, Madame la Comtesse.”
 Countess Andrenyi : “Hmm. I am always awake at night. In the day, I sleep. Some fear darkness, but I cannot stand the light.”

Type: Pathos, Calm Manneredness, Assertive (used by both Hercule and countess andrenyi)

The proof is countess Adrelenyi withholding her husband. Moreover, the body language between the count or countess shows intimate skinship because both hold and touch more body parts than friends use, which emphasizes the relationship between them. Meanwhile, Hercule shows a calm demeanour and tries to calm the situation by starting his dialogue with an apology. This is strengthened by countess Andrenyi responses that she is not disturbed.

4.1.1.6 Hatred

Hatred is a feeling when a person wants somebody else to meet misfortunes or bad luck (Griffin. 2012, p.194)

Data 28: The dialogue below indicates the passive-active way of speaking. The dialogue occur when he is asked about his personal opinion about his boss

McQueen: “No, I’m his secretary
Books his travels, orders his steak.
Man ate steak than other I have seen my entire life
He’s an antique, he has no qualification nor the eye.
The truth is he no head for business, accounting, none of it
I took care of everything.”

Type: Pathos, Hatred, Passive-Active, Ellipsis.

McQueen talked about his bad habit after his death. Moreover, he’s doing something behind his back even though his boss is not allowing him to do that. He also only talks about his boss’s wrong side, showing his hatred towards his boss. Moreover, He also talks using an ellipsis manner to emphasize his boss’s wrong side, which shows his animosity towards his boss.

Data 29: Satire responses from Miss Debenham

Debenham: “While you made my roommate suffer cramped quarters. I see. Choose the best location to extract the truth from each suspect. Put her off-balance and me, freeze
Clever.”

Type: Pathos, Hatred, Passive-Aggressive/active

Despite her excellent posture and gesture and also maintaining a smile, she still put up a defensive answer even after being treated well by Hercule Poirot.

Her body language and utterances contradict each other, which is a sign of passive-active speaking. There are no signs of fear or anger. At the same time, hatred is often hidden, unlike other emotions.

Data 30: Miss Debenham shows contradictory responses with satire speech.

However, her utterances show that she is suspicious of Hercule and takes

defensive measures against him. Moreover, Miss Debenham is also smiling with a slow voice note, but her utterances contradict her body language.

Hercule: "Will you write down your full name and address, please?"

Debenham: "A pale move, by the way. Miss Estravados told me you asked the color of her dressing gown."

Hercule: "Merci. "Mary Hermione Debenham." Do you ever go by Hermione?"

Debenham: "A constant Mary, when I'm not employed as Miss Debenham. Left-handed. Unusual, I know. You mustn't have your theory fixed if you're testing my handwriting."

Type: Pathos, Hatred/anger, passive/aggressive

The answer of Mary Debenham is completed, yet she said in fast intonation and pronunciation that shows she is uncomfortable and tries to cut the detective questions with her answer.

4.1.1.7 Fear

Fear comes because the person was thinking about a disaster that would happen, thinking about something possibly happening. (Griffin, 2012)

Data 31: The dialogue below shows the second interrogation of McQueen when he is getting caught trying to burn the evidence

McQueen: "twenty days out of a year. Prohibition wasn't to my taste, so I a. I found myself overseas and in debt. I'm a lawyer by education, not disposition. Must be an awful lawyer at it"

Type: Pathos, Fear, and Passive speaking.

The tone of voice while talking and gestures of McQueen's hand when he tries to pour whiskey from the bottle to the glass. According to James' theory, trembling hand gestures and tone of voice indicate that the person is in a state of

nervousness. He hid the truth, fear, anger, anxiety, or other uncontrollable emotions. While the utterances of McQueen did not say much, it indicates the passive way of talking. The proof that he tried to change the topic of the talk and tried to incite Hercule and Bouc's empathy by mentioning his past.

Data 32: The dialogue below shows repetitive utterances that could mean emphasizing on something or trying to persuade the receiver.

Pilar: "but it is true. I would not lying, I would not lie"

Type: Pathos, Fear, Active/Aggressive

This sign or repetition of speaking is usually used by people that are nervous or afraid. Whether afraid that the other people would think they lie or they have trauma that it needed to convince themselves or may even show that they really are lying. Her way of speaking is active because she maintains extreme eye contact. Because the size of the pupil is bigger than usual when people speak. This could also be a sign of anger or fear. The way she talks also emphasizes more on her emotion and delivery more than her choice of words.

Data 33: The dialogue below emphasizes the delivery of the characters and repetitive sentences. The underlining sentence is the sign of a redundant sentence used to convince herself and the receiver. The word never again addressed the previous sentence, which means the speaker has trauma and intended to persuade themselves. Low tone of voice and unfocused eye, often watching another way instead of making eye contact, also signs of lies and sadness.

Pilar: “No, I sleep very lightly, just a sound, and I would wake right away. I was surprised once, never again”

Type: Pathos, Fear, Passive-Active/Aggressive

Data 34: the dialogue below occur when Pilar is asked why a missionaries like her who put peace above others have calluses in her hands

Pilar: “(holds her hand, cover one hand with the other hand) I do my work in dangerous cities when I can not be governed by fear. I train to fight”

Type: Pathos, Anger/Fear, passive-active/aggressive

The dialogues above show the body gesture covering one hand with another and extreme eye contact. However, her low tone of voice, the gestures that she uses have a meaning that she is holding her anger or holding something that can be the truth, but she did not want to show or tell it. Pilar shows a passive-aggressive way of speaking, supported by the fact that her body language contains both of the signs of passive and speaking, which is unfocused eye contact. While doing it is, extreme eye contact and clear answers without hesitation and any pause within the question and answer.

Data 35: The dialogue below shows rejection.

Debenham: “Nor are there laws against silence, of which... I hold my. I’ve never been to America.”

Type: Pathos, Anger/Fear, Passive

While the scene showed that miss Debenham and her body gesture are changed. Because she is trying to leave the place they talked and sometimes looks away when speaking instead of maintaining eye contact. This body gesture shows that the speaker is somewhat afraid, lying, uncomfortable, and avoiding the

object. Her utterances also indicate that she's unwilling to answer the question given to her while looking in the other direction when she says that she has never been to America.

Data 36: The dialogue below shows that Miss Debenham is trying to avoid answering.

Debenham: "As we established. there are no laws
against my silence"

Type: Pathos, Fear, Passive

Instead of the detective aggressive utterances. Miss Debenham's faces expression changes to a stiff face and a shocked expression. At the same time, her eyes open widely and blink simultaneously after opening her eyes for a while. Which is the sign of shock, nervousness, or the expression when people surprise them, and the expression when people know about something they are hiding.

Data 37: The dialogue below shows an attempt of lady Dragomirnof to speak on behalf of her servant.

Hercule: "You may be permitted a coincidence. I must
now ask a few questions of your Fräulein Schmidt.
Dragomiroff: No. There is no need. I can answer to her
character."

Type: Pathos, Anger/Fear, Aggressive/Active

There is no other reason except she is hiding something. Looking at her composure and change of facial expressions emphasize the suspicion that she is hiding something. There's also a sign of anger or nervousness because her tone of voice rises suddenly when Hercule says he wants to question her servant.

Data 38: The dialogue below proves the position of the investigator and the suspect.

Hercule: And yet you claim that you did not know Ratchett was Cassetti?

McQueen: No, no.

Hercule: But you found him. You found him. You bled him dry... No. in order to settle your father's debts, and then finally, to settle the score.

McQueen: No, no, no. No. It wasn't... It wasn't like that. It is not the way...

Type: Pathos, Fear, and passive

It shows that Hercule presses with a question and evidence McQueen, which means he is in a post that holds more power than McQueen. While McQueen responds with a passive way of speaking. McQueen can not put up any argument except using epizeuxis repetition, denying all the accusations, and inciting Hercule's emotion with his repetitive words. That Hercule gives to him. Moreover, Hercules stated the evidence he found, his deduction based on the evidence with the victim, and pressed the matters without caring about McQueen's state of mind or feelings.

4.1.1.8 Confidence

While confidence can be built by assuming the possibilities of danger could be avoided or even turned into a benefit (griffin, 2012)

Data 39: The dialogue below shows the sign of confidence

Masterman: The thyroid. Spread now to stomach. (lights it, draws) Same as got my father five years younger. Months at best. "Inoperable, I'm afraid," said the doctor -- and suddenly I wasn't. Afraid.. Now I did what I wanted. Therefore, I speak out my mind.

Type: Pathos, Confidence, Aggressive/Active.

How the Masterman speaks and the underlying sentence is evidence of Masterman's assurances. He even dared to say something that was considered rude to his master, like what the detective previously stated in the data.

Data 40: The dialogue below shows the coordinated responses of lady Dragomirrof.

Dragomiroff: After dinner, I came to bed. God blessed me with long life but cursed me with a bad back to make it miserable. About a quarter to 1:00... I called for Fräulein Schmidt. Mmm-hmm. She massaged me. and read to me for a while.- Then I slept.

Type: Pathos, Confidence, Assertive, Parallelism

She points out the chronological and even gives the timing of the event. However, some utterances seem to blur the answer to the question. Although, according to Aristotle, it is not a piece of solid evidence because older people tend to share their stories with anyone. Furthermore, her way of talking is stable; her tone of voice, eye contact, and blink rate are also standard. Indicating she is using assertive speaking and is quite confident with her answer. Princess Dragomirrof uses parallelism schemes structure in her statement when in the underlined sentence above, the word cursed and blessed oppose each other.

Data 41: The dialogue below shows Hercule threatened count Andrenyi if he refused to cooperate. This one is closer to intimidation instead of rhetoric persuasion. But the underlined sentence shows that Hercule was showing confidence in his statement. His utterances contain threats even though he has a calm tone.

Hercule: “If you do not permit me, your reluctance will be noted to the Yugoslav Police... and I have no doubt that they will arrest both you and...”

Type: Pathos, Confidence, Passive/Aggressive

The utterances of the detective confidently threatened a noble that he would make a report to the Yugoslavian police if he refused to cooperate with the detective's attempt to clear the cases.

Data 42: The dialogue below shows that Hercule is pointing out the evidence he found and raising his tone of voice to make miss Helena cornered. In the end, Hercule's attempt produces progress with count Andrenyi losing his composure which makes Hercule suspect them even more. Hercule also raises his tone of voice and continues to point out the evidence that he found in an attempt to intimidate the Mr and Mrs. Andrenyi . A sign of aggressive speaking and pathos rhetorical strategies.

Hercule: Yet, here is trouble. A curious detail about the Armstrong tragedy at the heart of this case... is how many people were wounded by it. The younger sister. The actress mother... stage name, Linda Arden. I suppose she, too, was of Jewish ancestry. As who is most likely to take a stage name? Is it too far to suggest... her original name was Goldenberg? Especially when we find a young woman, same age... as her surviving daughter... living in a world of fear? The sister of Sonia Armstrong.

Type: Logos, Maxim, Pathos, Confidence, Aggressive.

4.1.1.9 Enthymeme

enthymeme is used as a deductive argument that is used for persuasions, the premises that are stated or not stated are in the forms of probabilities rather than certainties (Conley, 1984)

Data 43: The dialogue below shows when Hercule and Bouc meet McQueen, the secretary of the murdered victim.

Bouc: Mr.McQueen, is this really the time for drinking?

Type: Logos, Enthymeme, Assertive, Erotema

He asks whether it is the best time for drinking without any premises and a calm demeanour. This means he uses enthymeme and assertive way of speaking based on how he asks McQueen because Bouc asks it calmly with a low tone and positive posture. Moreover, the implied questions aren't clearly stated within the sentences. The question Bouc consisted of a rhetorical question because he did not make straightforward about his intention; instead, he asked about McQueen's condition.

Data 44: The dialogue below shows the deductive of Hercule Poirot.

Hercule: “sure that was a proper and precise valley will never speak to his master as you did. Alas he knew that his career was coming to... sudden end. no mere toothache i think. the lungs?”

Type: Logos, Enthymeme, Assertive

The detective predicts that it was a severe illness based on how Masterman reacted and answered to his masters. Moreover, he tried to guess the disease sign of enthymeme because it did not start from an explanation or further premises. Furthermore, he tried to speak as calmly as possible so it did not cause any friction between them.

Data 45: According to the responses of lady Dragomiroff, it is like guessing the answer on one sentence from Hercule.

Dragomiroff: “They endured an unspeakable tragedy. I was an admirer of Sonia Armstrong’s mother. Linda Arden, the actress. A once-a-century talent. Miss Arden was to turn to directing. She would have become the first woman titan of Broadway... were it not for the tragedy”

Type: Logos, Enthymeme, Assertive

Enthymeme is an aspect that makes the receiver deduct or predict the solution of the sentences without much premises. The text above shows that Hercule only mentions Armstrong’s name. At the same time, lady Dragomiroff answers it by saying the tragedy of a family with additional information about miss Arden.

Data 46: the dialogue occurs when Hercule meets with Countess Anderenyi, and after he sees the room's interior he asks why she acted like that.

Hercule: You are always under the influence of...
 Countess Andrenyi : Barbital.
 barbital, barbital. I take oceans of it.
 Oh, there’s no use in a lie, love. He can see right through us. I cannot go outside without it. I cannot sleep without it. I take it against my fears.

Type Hercule: Logos, Enthymeme, Assertive

The question and the responses of countess Andrenyi strengthen the characteristic of enthymeme rhetorical proof because Hercule did not ask or talk about any premises that related to it. However, instead of a lady, Andrenyi seems to understand and guess what Hercule is going to say. Despite knowing that the murderer used barbital as their tools for murdering, countess Andrenyi still maintains a calm composure and explaining what the purposes of the barbital.

4.1.1.10 Maxim

Maxim usually contains universal truth in the form of idioms. However, it does not apply to every person, even though it is a universal or public truth. Because in the end, it just means to persuade the other people. The maxim also includes comparison, analogism, and metaphors. (Griffin, 2012)

Data 47: The dialogue below happens in the earlier scene of the movie; it occurs when Hercule is asked to investigate the robbery of saint Nicodemus's finger that was laid in gold and encrusted with rubies.

Hercule: The Police find no pieces of evidence at all. I find one. On a meticulously well-kept fresco, a single crack. From an indelicate climb in a hard-soled shoe, or more likely a boot. So we must move to the psychology of the matter. Look within and not without for the truth. We ask: Who stands to benefit from the crime? All three of our holy men live humbly Their thin-soled shoes poor, their families even poorer.

Type: Logos, Maxim, Assertive, Anthymeria, epistrophe ellipsis

In the scene, Hercule Poirot uses a powerful way of thinking with the proof of maintaining eye contact with the audience, good posture, addressing point on the point of the objective, and being calm. It is a maxim sentence the subsidiary of logos theory. The researcher determined it was logos because Hercule Poirot shows that others can see themselves, which is considered a universal truth. Furthermore, the word "Indelicate" is a sign of Anthymeria tropes, and the sentences "All three of our holy men live humbly Their thin-soled shoes are poor, their families even poorer" contains an element of epistrophe schemes because the word rich and riches is repeated but not the entire word. The part

when the detective stated that the shoes of the three clergymen showed proving as evidence that their family is even poorer like the condition of their shoes.

Data 48: The dialogue below shows the sign of the maxim because it is the truth that everybody could prove.

Hercule: The coffee. It appears his cup had been laced with barbitol, keeping him from defending against his assailant. You will now tell me you did not put it in there

Type: Logos, Maxim, Assertive

The detective uses evidence as to the basis of his question. While maintaining eye contact, head up and maintain regular eye contact to watch the demeanour of his witness. The part of maxim showed when he pointed out that the cup of coffee is laced with barbitol.

Data 49: The dialogue below shows the sign of maxim because it tells the truth that can be proven by others.

Masterman: “in the kitchen sir. I ordered it at dinner to be ready at 9, and so it was. I noticed they keep the cups face up, which allows the collection of dust and particulates. Anyone might have had access to his cup before me.”

Type: Logos, Maxim, Assertive

The maxim part is shown when Masterman says that he takes the cup of coffee in the kitchen, which can be confirmed by the kitchen staff and the others who are also in the kitchen. There are also no changes in Masterman’s tone, demeanour, or expression.

Data 50: In the data below, the detective points out the maxim that he found about his witness or suspect.

Hercule: “ms. Estravados, why your hand have the calluses of a boxer?”

Type: logos, maxim, assertive

The maxims he found out the calluses that can be confirmed with everyone because it can be seen

Data 51: Hercule tries to press his question while chasing Miss Debenham.

Hercule: “Perhaps I may ask about some. words I overheard? You and the stranger, Arbuthnot, are closer than strangers might be. You said. “Not now. When we are done. Then no one can touch us.” What did you mean?”

Type: Logos, Maxim, Aggressive/Active

Based on his suspicion, he acts more aggressively than he used to be. In this dialogue, the body language and the word chosen by Hercule show aggressiveness and maxim. The research picks maxim as the most suitable category for the discussion because the underlining sentences are the truth that the three people knew.

Data 52: The dialogue below is considered a maxim because it contains idioms.

Debenham: “You think I meant murder? To a man with a hammer, every problem is a nail. You live crime. You see evil every day.”

Type: Logos, Maxim, Passive

The way Miss Debenham speaks is changed. She raises her voice while avoiding answering directly and continuing to walk away. Walking away is an act of cowardice and considered an act of avoiding the topic, which makes her act considered passive speaking.

Data 53: The dialogue below shows that Hercule is still pursuing the matters while Miss Debenham is still trying to avoid answering

Hercule: “Not so. I see enough crime to know that the criminal act is the anomaly. I believe it takes a fracture of the soul. to murder another human being. I ask again, what did you mean?”

Type: Logos, Maxim, Aggressive

Instead of his aggressive utterances, Hercule showed a calm demeanour while making eye contact with Miss Debenham. While he is trying to convince miss Debenham that he has already found out many cases that there are needed a little friction to make things bigger. The maxim part is shown when he is stated that he has already seen many crimes, which is in line with his reputation as a famous detective.

Data 54: The dialogue below emphasizes the urge of Hercule to intimidate his suspect

Hercule: “You tried to burn Ratchett’s accounts... but they are still legible in places. The maths do not tally... because you have been stealing from him. It is full of the...- What is the English word? - The chocolat?”

Type: Logos, Maxim, Pathos, Anger, Aggressive/Active.

The tone and volume of his voice added with body movement smashing the account books. Pointing to the evidence, he found there shows that he is angry or intimidating his suspect. Moreover, he maintains extreme eye contact and many hand gestures and even smashes the tables. The account books act as proof of maxim because they exist and could be confirmed by anyone else.

Data 55: Dr Arbuthnot stated his profession's moral and ethical values to put an argument and answer for Hercule's question.

Hercule: "But this is one of your pipe cleaners, n'est-ce pas?
Arbuthnot: If you found that in the dead man's cabin, look elsewhere. I am a doctor, sir. I heal people. I do not hurt them."

Type: Logos, Maxim, Assertive, Anaphora

At the same time, his way of speaking is calm and making enough eye contact. Dr Arbuthnot also uses anaphora repetition types to emphasize his statement. The sign of anaphora repetition is the repetition of the word "I" followed by supporting information.

Data 56: Hercule's sentence contains the universal truth.

Hercule: "About this, see, you must have worked very hard to become a doctor. Not many of your race are allowed the opportunity."

Type: Logos, Maxim, Assertive

In the era when a person of colour was still gaining racism from non-colour or white people and get prejudiced when they had a relationship with white people. They were treated as slave descendants who did not need proper education and standings. While talking about this, Hercule's tone or expression did not show any sign of mockery. Instead, he remains calm and composed as long he speaks.

Data 57: The dialogue below shows that Hercule investigated McQueen's background.

Hercule: Ratchet took a sleeping draught each evening. You could add barbitol, easily access that drug. Do the same with one of the doctor's many drinks... and the chance to kill him is clear.
McQueen: Why would I do any of that?
Bouc: We have established your motive.

Hercule: Perhaps I will suggest a different one. A different reason, a more personal reason. “A lawyer by education, not by disposition.” Why did you pursue the law, I wonder? Was it to appease a much loved, but demanding father... one who himself had made a great success in the same field... and then lost his position? There was a renowned MacQueen, was there not? The district attorney for the state of New Jersey... responsible for the prosecution of the Armstrong case. They did not have a suspect.

Type: Logos, Maxim, Aggressive/Active

Hercule found out that somehow Ratchet/Cassetti was why McQueen's father died. Hercule provides proof and evidence about his background and states it in front of him. The possibilities that could be the basis of why McQueen would kill Cassetti to incite McQueen's emotion. Meanwhile, his composure when talking is stable with a low tone and pressing word of choice, which means he is trying to intimidate the suspect.

Data 57: The dialogue below proves the position of the investigator and the suspect

Hercule: And yet you claim that you did not know Ratchett was Cassetti?

McQueen: No, no.

Hercule: But you found him. You found him. You bled him dry...

No. in order to settle your father's debts, and then finally, to settle the score

Type: Logos, Maxim, Aggressive/Active

It is shown that Hercule presses with a question and evidence McQueen, which means he is in a post that holds more power than McQueen. While McQueen responds with a passive way of speaking. McQueen can not put up any argument except using epizeuxis repetition, denying all the accusations, and inciting Hercule's emotion with his repetitive words. That Hercule gives to him.

Moreover, Hercule has stated the evidence he found, his deduction based on the evidence with the victim, and pressing the matters without caring about McQueen's state of mind or feelings.

Data 58: This dialogue occurs when Hercule is asking why countess Adrenyi is always using barbital

Hercule: You are always under the influence of...

Countess Adrenyi: Barbital.

barbital, barbital. I take oceans of it.

Oh, there's no use in a lie, love. He can see right through us. I cannot go outside

without it. I cannot sleep without it. I take it against my fears

Type: Logos, Maxim, Assertive

The question and the responses of countess Adrenyi strengthen the characteristic of enthymeme rhetorical proof because Hercule did not ask or talk about any premises that related to it. However, instead of lady, Adrenyi seems to understand and guess what Hercule is going to say. Despite knowing that the murderer used barbital as their tools for murdering, countess Adrenyi still maintains a calm composure and explaining what the purposes of the barbital.

Data 59: The dialogue below implies that they both provide evidence for their argument's basis.

Hercule: I am always satisfied when I uncover a liar.

Madame, your name is

not Elena. It is Helena. Despite your clumsy attempts to change it here

and on your luggage

Type: Logos, Maxim, Assertive

The dialogue above showing the result of the detective's background investigation and the evidence is also something that they both know. Hercule also pointed the fact that the actual name of Elena is Helena which is an attempt to shake miss Helena's composure.

Data 60: The dialogue below shows that Hercule is pointing out the evidence.

Hercule: Yet, here is trouble. A curious detail about the Armstrong tragedy at the heart of this case... is how many people were wounded by it. The younger sister. The actress mother... stage name, Linda Arden. I suppose she, too, was of Jewish ancestry. As who is most likely to take a stage name? Is it too far to suggest... her original name was Goldenberg? Especially when we find a young woman, same age... as her surviving daughter... living in a world of fear? The sister of Sonia Armstrong.

Type: Logos, Maxim, Pathos, Confidence, Aggressive.

After he found the evidence, he attempted to raise his tone of voice to make miss Helena cornered. In the end, Hercule's attempt produces progress with count Andrenyi losing his composure which makes Hercule suspect them even more. Hercule also raises his tone of voice and continues to point out the evidence that he found in an attempt to intimidate the Mr and Mrs. Andrenyi . A sign of aggressive speaking and pathos rhetorical strategies.

4.1.2 Rhetorical strategies usage

This chapter is showing the total number of the rhetorical proof and rhetorical strategies found in the data above. The researcher provide table and chart to represent the data that discovered in the previous subchapter. The researcher will categorize the

rhetorical proof and rhetorical strategy based on Aristotle's triangle of rhetoric and developed by Kinneavy (2012)

4.1.2.1 Rhetorical strategies during investigation

No	Rhetorical Proof	Rhetorical proof types	Counts	Total
1.	Ethos	Perceived intelligence	5	12
		Virtuous Character	3	
		Goodwill	4	
2.	Pathos	Anger	7	27
		Mild Manneredness	5	
		Love and friendship	0	
		Hatred	3	
		Fear	8	
		Confidence	4	
		Admiration	0	
		Envy	0	
3.	Logos	Enthymeme	4	19
		Maxim	15	

The first data found is ethos, with the most used types of rhetorical proof is perceived intelligence followed by goodwill and virtuous character. Perceived intelligence is mostly shown by the detective because it is necessary to have a exceptional understanding capabilities to help the detective convey his intention and minimize misunderstandings between him and the other people. Furthermore, goodwill and virtuous character is related to each other because it help the speaker

to minimize the potential conflict, so the hearer is able to understand the meaning of the speaker's utterances without misunderstanding. The reason why perceived intelligence is above the other in the ethos term is that it is used to respond according to the hearer's answer, so it might help the detective to decide when the time to use more pressure and intimidation to the hearer while they are making a mistake. Even though, goodwill and virtuous character is related. It is different in its usage because the detective can be conveyed his goodwill while he is also intimidating the interlocutors.

The second is Pathos, in the table above shows that anger and fear is the most used proof in the movies; this result is because while people are in fear they tend to retaliate strongly, which is also affiliated with anger. Moreover, the reason why fear is the most used expression in pathos is that it is a natural reaction of a person when they feel intimidated or pressured by another person, especially while the other person has a higher position than themselves. Furthermore, anger is highly affiliated with fear because people tends to be angry when they feel pressured as a form of defence mechanism, this reaction is used by the suspect of the detective. They usually increase their intonation and expression or even use physical contact to make their interlocutors believe what they are saying or counter their intimidation. However, anger that is used by the detective is mainly used as intimidation to make the suspect state the truth; this form of emotion is a sign of person who has a higher power or trying to get a higher position.

Furthermore, there are types of pathos that did not use in the movie because of the subject of the conversation. Which is also the murder victim is a

person who has a lot of enemies because he is cheating in his bussines and cause many misdeeds while he was still alive, when the main focus of the conversation is such a hateful person so there is no room to love, friendship, and admiration in the data found.

The last is logos; the types of rhetoric in logos only consists of enthymeme and maxim. The difference of data found in the movie is showing such significant quantities, maxim is having 15 data while enthymeme is only 4 data founded. The reason why maxim data is more compared to enthymeme is that the detective is using the evidence as the basis of his argument. Otherwise, enthymeme is more rhetorical and is not used to use implicit sentences for interrogation. Even though, enthymeme is usable, to minimize the potential of conflict, which is not preferable when approaching stranger.

4.1.2.1 Rhetorical usage percentage

The data shown below in the table of rhetorical strategy and proof used and chart format shows the quantity of the data. The chart is showing which is the most frequent rhetorical strategies used by the characters in the movie, especially Hercule Poirot.

4.1.2.2 Rhetorical Types Table.

Rhetorical types	Occurrences	Percentage of used (%)
Ethos	12	20%
Pathos	27	46%
Logos	19	34%
Total	58	100%

The differences between the rhetorical occurrences is because ethos is only used by the detective while he is interrogating his suspect. Although having the lowest result compared to the other types, ethos is the most used rhetorical type that used by a single person. Moreover, Ethos as a sign of a person's credibility means that the detective has the necessary competencies as a law enforcer

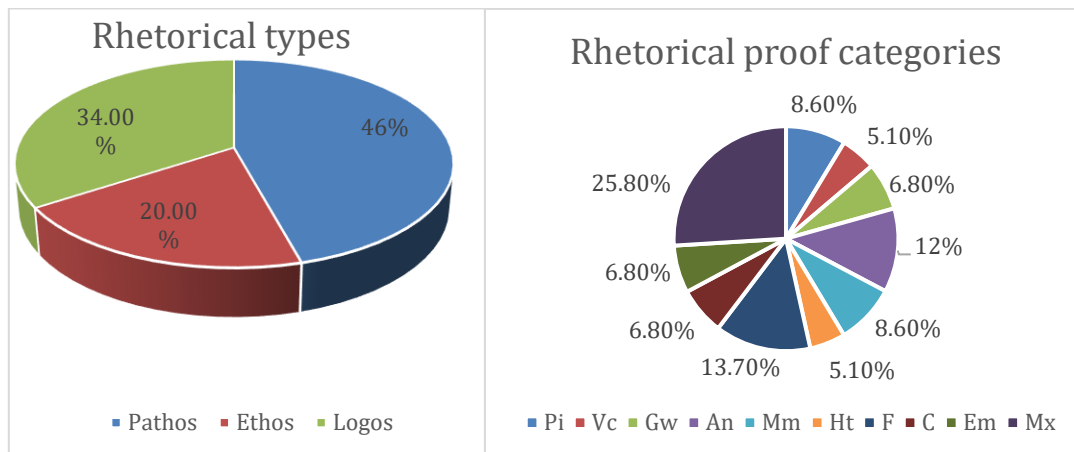
Otherwise, Pathos is a rhetorical strategy that is used by most characters in the movie because its natural for a human to show emotion. The majority of Pathos occurrences is happen because its used by the other characters instead of used by one person like the ethos. The last is Logos; Logos is the second most used rhetorical types because it is used as the basic argument of the detective to pressure the suspect. logos is covering the evidence that can be founded and proven by other person.

4.2.1.3 Rhetorical Proof table

Rhetorical Types	Rhetorical Proof	Occurence	Percentage
Ethos	Perceives Intelligence	5	8,6%
	Virtuous Character	3	5,1%
	Goodwill	4	6,8%
Pathos	Anger	7	12%
	Mild-Manneredness	5	8,6%
	Hatred	3	5,1%
	Fear	8	13.7%

	Confidence	4	6,8%
	Enthymeme	4	6,8%
Logos	Maxim	15	25,8%
Total	10	58	100%

Despite being the highest type in accumulative result, Pathos divide the result into a lot of categories that making its result is not the highest in Rhetorical proofs. Moreover, the emotion in pathos is used in sequence. The emotional reaction is changing according to whether they get intimidated or not by the detective's question, evidence, and intimidation. Furthermore, being a detective means that someone should be logical and have a “Presumption of innocence” or “Innocent until proven guilty” mindset. This is the evidence is a must provided before the detective trying to giving pressure to the suspect instead of judging based on assumptions. Maxim as a proof that covers universal truth is the most used proof because the detetctive is being rational with his judgement and not relying on his feelings or suspicion alone even though he is getting evidence and information from the other suspect he is able to judge wether he should act based on how strong the evidence provided.



The charts above show that most rhetorical strategies used by the characters in the movie use ethos, the proof or evidence found in the field, or the background of the other character, which other characters can prove. There is also a pattern of the detective rhetoric that usually starts his interrogation with a powerful way of speaking and ethos rhetorical strategy. Furthermore, he showed the evidence and started to change his way of speaking into an aggressive pattern.

Moreover, most of the detective's rhetorical proof types are maxim, which means he did not make an intimidating move and provoked the other character before finding the evidence. He also approaches them with good manner intent instead of coming them with an aggressive way of speaking from the start. At the same time, the expression is mainly used by the suspect that gets interrogated while showing the evidence.

Last, rhetorical strategies is important because it can be used to controlling the conversation. The detective is using perceived intelligence combined with goodwill and well mannerism when he first approaching his suspect. Although, barely any expression from him it can be determined that his choice of words is

showing that he is trying to geed the good side of the interlocutors while processing the investigation and interrogation. Furthermore, the detective started to act and trying to incite the suspect reaction after he found some evidence and information which proven his rationality and not blind judgement capability. This competencies is necessary to have for a person that would determined someone else fate that's why maxims type of proofs is the most used proof in the movies.

4.2 Disscussion.

From the findings in the previous subchapter, the researcher concluded the first question about the rhetorical proof. The detective is mainly used Ethos and Logos as the basis of his argument and his strategy to approach the suspect. Otherwise, the Pathos proof is mostly used by the suspect . The result is showing the percentage result between Ethos is 20% of the total result and Pathos is 46% of the total result and the last is Logos 34%. Ethos is Involved Goodwill, Perceives intelligence, and Virtuous Character, this types of rhetoric is used by the detective to first approach the suspects because it is helping to make a good impression to stranger.

Moreover, his basis argument is strengthened by Logos which is proof of Logical. Logos is important because it is including Enthymemes and Maxims as the proof of universal truth. The detective used evidence and solid information as the basis of his argument. As the second largest result in the data, Logos is having 34% of the total result. Logos used to avoiding wild assumption by providing the evidence that could be confirmed by everybody in the place. While enthymeme is

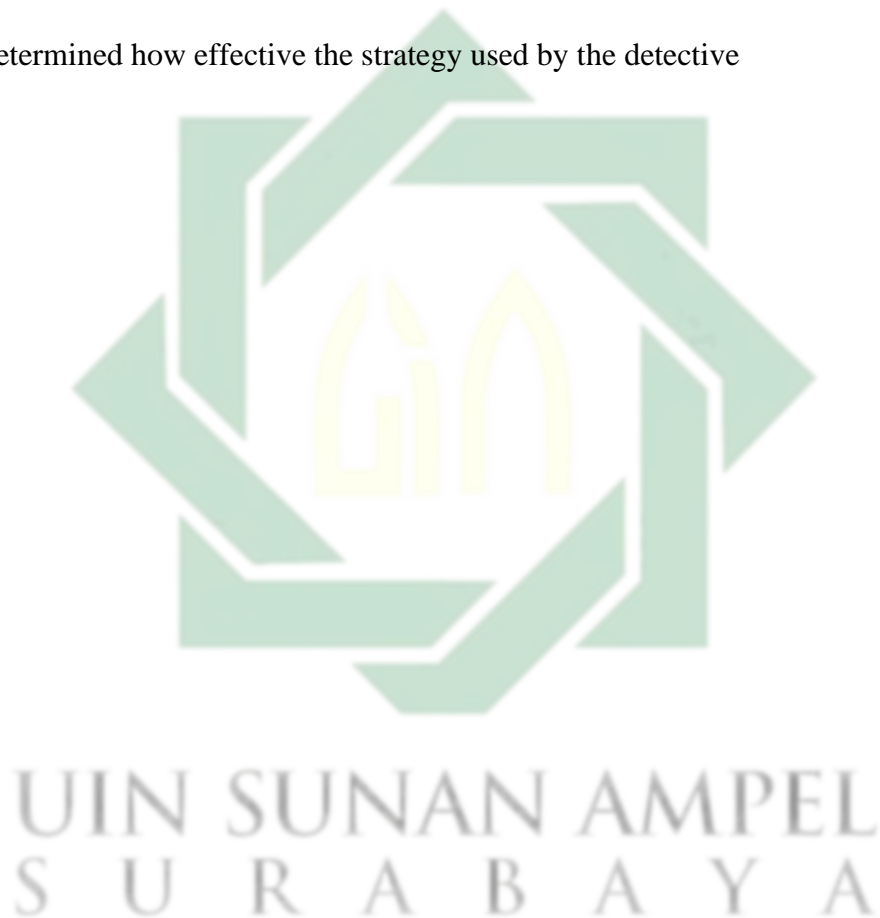
effective to avoiding conflict potential because its altering the direct question to the interlocutors, reducing the potential of misinterpretation.

Next Is Ethos, while being the least in the result percentage ethos is the most used proof that used by othe characters because it is efficient to use as strategy of approaching strangers. The goodwill parts is used to convey the additional information while having conversation with other person. Moreover, Perceived intelligence is helping the each person understanding each other more accurately while avoiding problems. The last is virtuous character, virtuous characters helps the purpose of conversation fullfiled faster because it is required the assistance and coordination of each person.

The last is Pathos, as the emotional proof logos is the most used strategy in the findings Pathos percentages in the total result is 40%. This is most used strategies is because the other characters including the detective is using this strategies as their main defense mechanism. The most used expression is fear and anger, fear and anger is corelated because when a person objective is disrupted they tends to responds with anger as defence mechanism. Moreover, it could be happen when a person feel they are cornered. They tends to strongly react to make their position higher to the other person.

The final result is the strategy used by the detective is systemathically planned, he is used Ethos as the first steps of approaching. Followed by Logos when he had interrogation. The last is pathos used along with strong evidence provided by the detective as the strategy to intimidating the suspect.

The researcher compare this research with the previous literature where the research is focused on Hillary Clintons speechs studied by Izzah Shabrina (2016). The researcher focused persuasive rhetoric used by the Presidential candidates. The differences of the previous research with this research is this researchs is also focused on the audiences reaction and also studied their reaction to determined how effective the strategy used by the detective



Chapter V

Conclusion and suggestion

This section is the final chapter of the study. The chapter presents the conclusion of this study, which briefly explains the findings and discussions, and suggestions for the next researchers to explore future research.

5.1 Conclusion

This research investigates the rhetorical question and answer that happens in the Hercule Poirot: Murder on the orient express. The researcher focused on the main character and the other possible suspect utterances. Moreover, this research aims to find out when they used their rhetorical strategies and the frequency of rhetorical strategies used in the movie. Based on the results shown above, it is revealed that the characters in the film tend to use Pathos rhetorical strategies are emotional approaching that covers 46% of the accumulated result followed by logos which is proof by 34%, and the last is an ethos which is the credibility of the speaker by 20%.

Furthermore, The characters in the movie tend to start conversations and interrogation with assertive speaking. The main character is usually started by ethos or logos. When the conversation went along, he used logos and pathos to narrow the possible suspect answer or deny their lies. The way of speaking used is also changed at the start of the conversation. Both of them usually used a

powerful way of saying and then changed it aggressive or passive or aggressive/passive speaking. The change in the way of speaking shows that their attitude is changed. Hence, the changed perspectives are a sign that the rhetorical strategies are working.

5.2 Suggestions

This research has shown the possible use and effective rhetorical strategies used in interrogation. The first thing that can be noted from this research is that the detective maintains a positive mental attitude and believes in innocent until proven guilty. While assertive speaking is also a sign of confidence, it makes the target less suspicious and easier to approach. Furthermore, supported by the proof that he finds the detective slowly increases the tension and pressure for the suspect and keeps it calm when there is no significant proof.

For future research, the present study suggests that future researchers distinguish more about rhetorical strategies. Moreover, much research is needed until this theory can be used in an actual interrogation situation. Furthermore, if the future researcher uses this theory for actual interrogation videos, there are important factors. The video should cover at least half of the suspect body and reveal the face to distinguish the changed expression.

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