

**AN ANALYSIS OF ILLOCUTIONARY ACTS IN *FORD V  
FERRARI* MOVIE (2019)**

**THESIS**



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## APPROVAL SHEET

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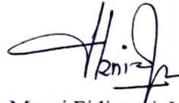
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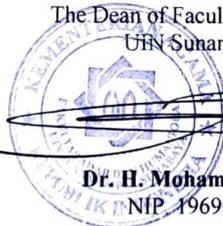
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## ABSTRACT

Febriansyah, Dimas A (2022). An Analysis of Illocutionary Acts in *Ford V Ferrari* Movie (2019), English Department UIN Sunan Ampel Surabaya. Advisor: Endratno Pilih Swasono, M. Pd.

Keywords: Speech act, Illocutionary act, *Ford v Ferrari*

The study examines the illocutionary act found in *Ford v Ferrari* (2019) movie. The analysis is in order to make a result in what is the most frequent speech act appears in the movie script of *Ford v Ferrari* movie. The researcher examines all the utterances from the character's dialogue of the movie. After the researcher finish the research, the result of the study would like to answer the research question states by the researcher.

The researcher uses qualitative data approach to analyze this research. The researcher collects the data from the original manuscript of the movie. after having a manuscript, the researcher taking note and obtain all the dialogue from each character of the movie.

The researcher uses the qualitative data approach is because it is the most suitable data approach for this kind of research. The researcher examines the data by reducing the data, displaying the data, and finally drawing a conclusion. The researcher found 1318 utterances in the movie that suit with the category of illocutionary acts by Searle (1998). The result of the study found 609 assertive utterances, 447 directive utterances, 183 expressive utterances, 73 commissive utterances, and 8 declaration utterances. This research found that assertive is the most frequent category of illocutionary act in the movie.

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## ABSTRAK

Febriansyah, Dimas A (2022). An Analysis of Illocutionary Acts in *Ford v Ferrari* Movie (2019), English Department UIN Sunan Ampel Surabaya. Advisor:

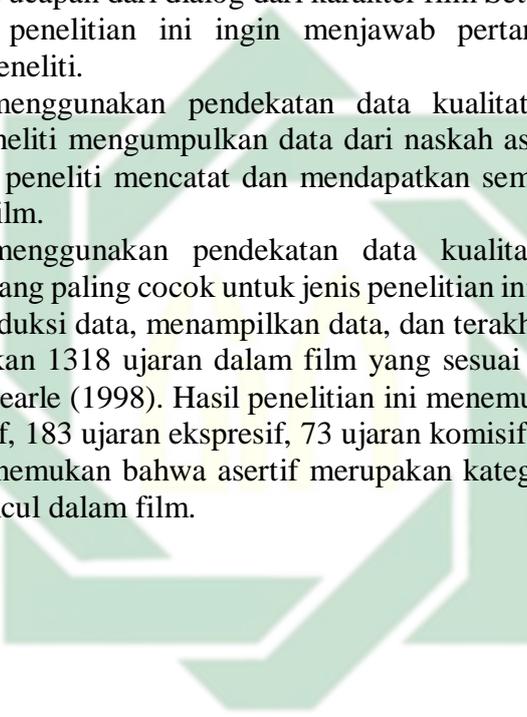
Endratno Pili Swasono, M. Pd.

Kata kunci: Tindak tutur, Tindak ilokusi, *Ford v Ferrari*

Penelitian ini mengkaji tindak ilokusi yang terdapat dalam film *Ford v Ferrari* (2019). Analisis ini bertujuan untuk menghasilkan tayangan tindak tutur apa yang paling sering muncul dalam naskah film *Ford v Ferrari*. Peneliti memeriksa semua ucapan dari dialog dari karakter film Setelah peneliti melakukan penelitian, hasil penelitian ini ingin menjawab pertanyaan penelitian yang disebutkan oleh peneliti.

Peneliti menggunakan pendekatan data kualitatif untuk menganalisis penelitian ini. Peneliti mengumpulkan data dari naskah asli film tersebut. setelah memiliki naskah, peneliti mencatat dan mendapatkan semua dialog dari masing-masing karakter film.

Peneliti menggunakan pendekatan data kualitatif karena merupakan pendekatan data yang paling cocok untuk jenis penelitian ini. Peneliti mengkaji data dengan cara mereduksi data, menampilkan data, dan terakhir menarik kesimpulan. Peneliti menemukan 1318 ujaran dalam film yang sesuai dengan kategori tindak ilokusi menurut Searle (1998). Hasil penelitian ini menemukan 609 ujaran asertif, 447 ujaran direktif, 183 ujaran ekspresif, 73 ujaran komisif, dan 8 ujaran deklarasi. Penelitian ini menemukan bahwa asertif merupakan kategori tindak ilokusi yang paling sering muncul dalam film.



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# CHAPTER I

## INTRODUCTION

### 1.1 Background of The Study

Misinterpretation is something we really need to avoid in the communication process because it will make the speaker's intentions not conveyed properly and even it can result offend other people. One of the most important parts of communication is how the listener understands the real meaning of the speaker without explaining more to the listener what the speaker really wants to convey. This is in line with Attamimi (2011) which explain that a good communication begins with the use of appropriate language in rhythm with the intention of conveying messages to the other person. Most of the cases involving misinterpretation are caused by a variety of languages and dialects, and also it depends on cultural differences as claimed by Sayer (2013) that misunderstanding and language comprehension have a close relationship. Therefore, we need to try our best in speech since speech competence in language proficiency is one of the benchmarks of how good a person is at expressing their thoughts.

Hardini and Sitohang (2019) mention that people can group by age, gender, and socio-economic level based on the language they used, and it allows someone to join a group to carry out joint activities. The prominence of a person in a group of society could be exposed from their language capacity, as it may be reflected in their wide knowledge in academics or something related to their workforce, as claimed by Supina (2018) states that the readiness of someone in the workforce should come along with language skills. In line with Supina, Holtgraves (2008, p.207) claimed that the use of language is intentional behaviour

that means speakers needs to formulate their word with the aim of having their intention recognized and the hearer proceeds speaker's words with the goal of recognizing those intentions. It is clear that language in terms of communication media is very interesting to discuss, and will be useful for many aspects.

One of the influences that make communication interesting to others may come from speech. Speech is a person's ability to convey opinions or ideas to listeners. A speech should have a purpose and be intended as information to the listener. In basic understanding of communication, there are several theories of utterances in the field of linguistics, and these theories are very important in the language learning process. Yule (1996, p. 3) stated that pragmatics is study of speaker meaning and also studies how people comprehend and produce a communicative act in a concrete situation in conversation analysis. Moreover, Leech (1983, p. 6) agreed that pragmatics is study of meaning that relatively deals with speakers or language users. This determines how pragmatics primacy is in terms of language as a tool for humans to communicate. Pragmatics deal with the choices made, the barriers they found in using language, and the effects language they used on the audience from the speaker's point of view in the act of communication. Nonetheless, it is possible for listeners to misinterpret the meaning of the utterances conveyed by the speaker. According to Fromkin (2013, p. 9) we must organize our thoughts into strings of words, at some stage in the act of producing speech. Therefore, we need to dig deeper into one aspect of pragmatic linguistics; speech act as the fundamental of observing and processing the meaning of an utterance.

In the communication process, the speaker must convey a message to the interlocutor and there must be an action embedded in the speech. People naturally produce speech because it is a social phenomenon, while speech acts are produced by someone as a psychological influence from language skills that are more individual. Speech acts also vary since they depend on how knowledgeable a person is and certain situations that require speakers to pronounce certain speech acts. Speakers are required to convey certain messages or meanings to their interlocutors only by choosing and using certain languages appropriately in form of speech. At the same time, the diversity of languages and reliability in choosing are involved in someone's fluency in communication. Yule (1996, p. 47) states that speech act terms is utterance that can do/represent an action. This implies that a person may be able to perform an action by physically moving or just by saying a few words. Concerns about speech act in linguistics become an interesting topic to discuss, especially when we focus on studying a language. Hidayat(2016) mentioned that the utterances speakers produce in communication contain deeper sense than the actual meaning of the words or phrases themselves. It is explain that everyone's words always consist of speech act that possibly intended to warn, ask, command, or do something to others, as a speech act function.

In linguistics, speech acts are included in the pragmatics section which most likely discusses a context as meaning in terms of words and sentences. According to George Yule (1996, p. 3) pragmatics is study of speaker meaning and studies how people produce a communicative act in a concrete situation in conversation analysis. This shows that speech acts in pragmatics do a lot of work so that someone really understands what people want to convey in their speech.

In English, the function of speech act in general can make up some utterances into an action such as explaining, suggesting, threatening, thanking, apologizing, and many more. In addition, the speakers must have sufficient understanding of speech acts to minimize the interlocutors' possibility to misunderstand their words. Hearers probably couldn't understand the desired message conveyed by speakers in their utterances, if they have lack of proficiency in the speech act theory. For example: hearer only thought that the message contains only information, but the speakers intended to recommend or ask the hearer to do an action. Additionally, speakers or listeners also need to have experience in making utterances in speech acts so that there is no misinterpretation of labels from the classification of speech acts. Austin (1962, p. 108) divide three categories of speech act; locutionary act, illocutionary act, and perlocutionary act, to analyze the speech act in the utterances. Those three categories of speech act are associated to each other. Locutionary act describe the literal, actual meaning from the utterances, then we have illocutionary act function as the conventional force that provide intend meaning behind the utterances, and coming to action as a result, perlocutionary act is the certain action carried out from the listener after receive illocutionary force. In line with Austin, Yule (1996, p. 53) describes speech act classification in detail into five types; declaration, representative, expressive, directives, and commissives. Those types of speech act actually refers to the illocutionary act that is the part where the speech act is containing or producing the certain purpose in the utterance, then automatically being the communicative force.

Austin (1962, p. 12) added that speech act are action carried-out when we say something. The actions taken in speech may have a different perspective for the listener from what the speaker wants to convey. Following this pattern, researchers concerns on how the speech act may have some boundaries or restriction that makes the interlocutor misunderstand the message. This is being the interesting point to discuss the topic, as the illocutionary acts is being the basic theory of speech act. Searle (1998, p. 148) mentioned that the speech act in term of illocutionary acts is divided into five different points. The five points of illocutionary act is assertive, directive, commissive, expressive, and declaration. Five illocutionary act items are used to analyze all the utterances produced by the speaker and listener. Thereby, the researcher are interested to analyze the illocutionary acts from some kind of source and used the Searle's theory of speech act.

Five category of illocutionary act describe by Searle represents different function of speech. The first classification from Searle, assertive, presents the truth or false value of proposition as represents to a reality that intended to tell how the things in the world, for instance, statatements, descriptions, and explanation. The second category is directives that try to commit the speakers to do something in the future either to be followed or unfollowed, i.e. commands, requests, and orders. Then searle has commissive that commits speakers to voluntary action that reveals their intention, for example: threat, guarantees, and promises. Fourth in this category is expressive that revers to speaker's attitude and emotion towards particular proposition. It can found in the word thanking, apologizing, welcoming, and deploring. The last category is declaration, that bring

the change in internal situation which change the world by representing it as being changed. For example in the word “I hereby declare a total lockdown”, the word “I hereby” means there is a big change in the society.

Recent studies on speech acts, especially in illocutionary acts, have been taken into account by several researchers that became the reference for the study. Putri, Ramendra, and Swandana (2019) conducted a study on speech act found in Harry Potter and the Goblet of Fiire movie. That particular research showed that there are locutionary act or took the form of declarative, interrogative, imperative and exclamation. those utterances were used to express the act of declarative, representative, expressive, directive and commissive in the form of direct/indirect illocutionary act. In line with Putri, et al, other research by Tutuarima, Nuraeningsih, and Rusiana (2018) took a same job in analyze illocutionary act of the movie. Tutuarima, et al, describe the speech act from the London has Fallen movie, and try to found out the way of speech act and the classifications of illocutionary act used in London has Fallen movie. This research that uses descriptive qualitative method, succeeds to figures out 76 utterances of speech act used in London Has Fallen Movie and 37 of them are illocutionary act which is the most dominant classification. More detail, Tutuarima et al, find 32 expressive utterances and 23 expressive utterances from total 99 illocutionary act classification.

Wicaksono (2018) also had a research on pragmatics speech act describing declarative speech act found in My Lawyer, Mr Jo. movie. Wicaksono only focus on the declarative speech act and found some declaration utterance because the movie is only talking about law and it become more easy to find out the



declaration words. On the other hand, Wulandary (2021) only conduct an analysis on commissive speech act in Moanna the movie. The results of Wulandary after observing are 18 data on commissive speech acts contained in the Moana film in the form of 5 data functioning to promise, 4 data to function to threaten, and 9 data to function to refuse. Another focused study on speech act classification was conducted by Rahmawati (2021), that only analyze expressive speech act in Crazy Rich Asian movie. Rahmawati only focuses on expressive speech act classification by Searle, and S-P-E-A-K-I-N-G models by Hymes found in the movie. The result from that study is found out that 52 data of expressive speech act, and only ten types of expressive found in Crazy Rich Asian movie.

The other classification of illocutionary act, assertive, became focuses from Suyono and Widiastuti's (2021) article. Suyono and Widiastuti focuses on illocutionary acts taken from The Abominable Bride movie that contains five types of illocutionary acts. That study that uses qualitative method, only focuses on assertive illocutionary acts because its actually specifically describe by explaining the context of the situation in what the conversation usually takes place. The result from thus study revealed that there are lot of different intentions from each character from this movie. Suyono and Widiastuti mention the charachters of the movie performs 270 kind of assertive with different context of situation. Many scenes states and informs as the majority of them is Sherlock's utterance while conveying his deduction. Similar with Suyono and Widiastuti, Orin and Issy (2016) conduct a research on representative speech act. Orin and Issy analyze this classification of speech act from debates speech performed in competition. This reveals that there are twelve types of representative speech act

with the highest result appearing are opponents arguing with each other. The purpose of arguing with one another is to convince and persuade the debate audience to believe and embrace the speaker's words.

In the study, researcher want to analyze the film *Ford v Ferrari* written by Jez Butterworth, John-Henry Butterworth, and Jason Keller. The film premiered worldwide on August 30, 2019 at the Telluride Film Festival and was released on November 15, 2019 worldwide and has a rating of 8.1/10 on imdb. The film, directed by James Mangold, was selected as one of the ten best films of the year by The National Board of Review. *Ford v Ferrari* also receive some nomination i.e. Best picture, Best editing, and Best sound editing at the 92<sup>th</sup> Academy Award. This film tells the story of Shelby American owner Carol Shelby and temperamental British driver Ken Miles who is also a mechanic who struggles with their workshop, trying to collaborate to beat Ferrari in the 1966 24 Hours of LeMans race in France. Ken Miles and Carol Shelby that battles with corporational interference and the law of physics wants to built the revolutionary racing cars for Ford Motor Company to defeat Ferrari in the 24 hours of :LeMans. Political issues and technical problems in the development of racing cars are relatively new insights for the audience and become the main attraction in this film. Therefore, the researcher is interested in conducting research in this film.

There were several reason why the researcher finally choose the *Ford v Ferrari* movie. One of them are because this film is quite successful and got many awards for example chosen as the best film of the year by The National Board of Review, receive some nomination i.e. Best picture, Best editing, and Best sound editing at the 92<sup>th</sup> Academy Award, and has quite high rating of 8.1/10 on imdb.

This is relatively remarkable for a highly segmented automotive motorsport history film. *Ford v Ferrari* also have lot of moral values that we can learn about. The diversity of personality traits from each characters brings us to the perspective that as human beings we must be wise, have sufficient responsibility for our work, not belittle anyone we deal with, put humanity above all else, and much more. This film also contains the political history of motorsport who is interested in digging deeper into how language is used in *Ford v Ferrari*. Therefore, the researcher wants to know the use of language in each of the utterances from the film. Since the researcher found on previous study that most research focuses on one type or classification of illocutionary acts. It turns out that researcher have not found any research on the history of automotive motorsport films, so this is the main reason researchers chose this film. The researcher is also interested in doing this research because it seems like the previous study rarely analyzes illocutionary acts in automotive history films. Certainly, there is a possibility of making people misinterpret some of the utterances considering this is a highly segmented film.

In the study, the researcher considers analyzing the illocutionary acts contained in the *Ford v Ferrari* film script as a representation of speech in the dialogue in the film. The film script not only provides precise details of the speech produced by the characters, but also describes the expressions and intended actions of each character. This film script can be a good example for speech acts because it covers all types and functions of speech acts. Therefore, from all the explanation above, the researcher wants to explain that beside the literal meaning from the utterances, there are always a function reflected in the utterances that

gives affects towards the hearer. In short, researcher wants to elaborate the illocutionary act found in *Ford v Ferrari* movie.

### **1.2 Problems of The Study**

Based on the previous study present before, researcher wants to formulate the question:

1. What are the types of illocutionary acts used in the *Ford v Ferrari* (2019) movie?
2. What are the function of illocutionary act found on the *Ford v Ferrari* (2019) movie?

### **1.3 Significance of The Study**

The study expected to have a contribution in linguistics development especially in pragmatics field. Researcher wants that the result of this research can give the understanding about speech act particularly in illocutionary act. The result of the study also expected to explain in detail about illocutionary acts found in *Ford v Ferrari* movie, according to Searle, Yule, and Austin theory. The researcher hope that the reader have more understanding while read this research and bring the curiosity and intention to do future research in this particular field.

### **1.4 Scope and Limitation of The Study**

In the study, researcher only focuses to one movie entitled *Ford v Ferrari* (2019) written by Jez Butterworth, John-Henry Butterworth, and Jason Keller.

Researcher do not investigate all language aspects from *Ford v Ferrari* movie (2019). Researcher focuses only on pragmatics aspects found in the *Ford v Ferrari* movie (2019). Researcher uses combined Searle, Yule, and Austin theory about pragmatics speech act. This research also limited only analyze the speech act part, particularly in illocutionary act classification.

### 1.5 Definition of Key Terms

**Speech act:** Utterance that can do/represent an action.

**Illocutionary act:** Conventional force that provide intend meaning behind the utterances, and coming to action as a result

***Ford v Ferrari:*** Movie about automotive history

**Assertive:** Presents the truth or false value of preposition

**Directives:** Action that commit the speaker to do something in the future either to be followed or unfollowed

**Commissive:** Action that commits speaker to voluntary act that reveals their intention

**Declaration:** Action that bring the change in internal situation which change the world by representing it as being changed.

## CHAPTER II

### REVIEW OF LITERATURE

In this chapter, the researcher wants to explain the related theory about the problems of the study. Its content consist of pragmatics, speech acts, illocutionary acts, and *.Ford v Ferrari* movie. The researcher provides the theories and elaborates them in details.

#### 2.1 Speech Act

The speech act terms in the linguistics was first coined by J. L. Austin in 1952. Austin described the concept of this speech act in his class at the University of Oxford. He recorded his material entitled "Words and Deeds" to prepare for lectures at Oxford University in 1952 - 1954. Notes from Oxford then became the basis on which he developed this material to the next stage. In 1955 Austin brought this concept to a lecture at Harvard and made its development a bit more advanced. The theory of speech acts then developed along with the times and was first published in 1962 (Austin, 1962) . Austin published his first book "How to Do Things with The Words" in 1962 and was a pioneer in the development of speech acts. The subsequent development of speech act theory has been taken into account by several experts e.g., John R. Searle (1969), Geoffrey N. Leech (1983), Stephen C. Levinson (1983), George Yule (1996), and the other philosopher.

Levinson (1983, p. 9) define speech act that falls within the scope of pragmatics. Speech acts are tools that allow us to interact in real-life situations. We can describe speech act as the action taken by speakers when uttering an utterance, which is carried out in communication. Pronouncing speech requires knowledge of not only the language but also its proper use in a particular culture.

In the communication process, speech acts are the root of the theory. Speech act theory is the main subject of the process of language production in communication, as well as understanding its meaning and impact for the real world. This is in line with Yule (1996, p. 47) who agrees that not only explaining certain terms, but speech acts are also actions carried out through speech, which is an extension of the use of language. It is clear that the terms in the basic theory of speech acts express certain speech functions. Therefore, we need to have the ability to dig deep to investigate that function, because of its need to have more than just understanding speech and interpreting its meaning. In the end, the researcher wants to get a detailed explanation of how speech works, the function of speech, and its position in real situations.

Utterance that performs an action is called speech act. Yule(1996, p. 47) believes that people will show not only grammatical structure in their words, but also actions in them. This makes people try to capture some effect in the words they speak, and it's achieved by action in some cases when people try to pronounce the speech sequences. As well as Aitchison (2003, p. 126) that argues speech acts refer to number of utterances that behave like actions. When expressing his feelings, the speaker can decide the presuppositions and implications in his speech as representative of his nature. This raises the understanding that speech acts refer to the psychological attitude of each individual in determining the ability to cope with each situation.

Speech act according to Austin (1962) are action accomplish when people produce utterance. The context of this speech is often carried out broadly starting from the semantics that develops into actions when people deliver messages. In

short, the speech acts from Yule's point of view are at the root of the concept of pragmatics encompass broader semantics because utterances themselves involve specific actions in terms of communication. In line with Austin, Searle (1998) remarks that speech act theory is the concept of conversation which has effects such as persuading, convincing, and getting someone to do something. That is, in a speech act, the action that is inferred from the speaker cannot be separated from the meaning of the word itself. It is defined as expressions that contain meaning either implicitly or explicitly and contain certain implications. These speech acts actually come directly or indirectly, such as asking, refusing, ordering, suggesting, and so on.

### **2.1.1 Speech Act Classification**

Austin defines the concept of speech acts into three parts; locutionary acts, illocutionary acts, and perlocutionary acts. differentiated based on its function and purpose to convey a message to the interlocutor. this purpose refers to the intention of each person to convey the message. Speakers do want their listeners to understand only what they are saying, but listeners may have their own interpretation. thus, listeners must process and analyze speech so that the message is conveyed properly and communication will run seamlessly. In order to have a seamless communication, we first need to have a deeper understanding of the three parts of a speech act.

#### **1. Locutionary act**

Locutionary act describe the literal, actual meaning from the utterances. The utterance from speakers may have the meaning that describe the literal or the real world. Austin(1962, p. 108) describes



locutionary acts as the meaning of a sentence in the traditional value which is approximately equivalent to an utterance that carries reference and significance. This part can mean a sentence that functions to express something, and hardly intends to produce any implied meaning or power. Yule (1996, p. 48) describes locutionary acts simply as language bases that contain the literal meaning of the utterance but probably produce linguistic expressions of the sentence. If we merely arrange a word and sound into a good sentence that is easily understood by the listener, then it can be called a locutionary act.

Example:

- a. I have just buy a bottle of water
- b. The room is big

The utterance depicts a literal meaning, or we can assume that the speaker just wants to tell someone else. The first sentence describes the activity that the speaker just did, that is buying water, and the second sentence only describes the actual conditions in the room.

## 2. Illocutionary acts

Illocutionary acts could distinguish as a representative of speech act, that have an effects to address the hearer about the implicate meaning that possibly intended by the speaker. Searle (1998, p. 137) states that illocutionary acts needs to be done deliberately. It is clear that an illocutionary act is a concept that may have more functions than a locutionary act since it has a broad purpose on its own. Austin (1962, p. 108) in the first place describes illocutionary acts as the power of the speaker to the interlocutor to perform an action. In addition, Yule (1996, p.

48) states that people always have some kind of function in their utterance. This of course raises an understanding that the resulting utterances have conventional power. Illocutionary acts also possible to make the utterances to make statement, offer, explanation, and the other purposes in the communication process. This term refers to illocutionary forces that possibly happens when speaker produce an utterance. In the other word, illocutionary acts is commonly called act of doing something.

Example:

- a. This room is cold
- b. We got stuck in a heavy rain

In the first sentence we can assume that we can turn the air conditioner into a higher temperature. While the second one refers to the speakers that inform the hearer to wait, it may be in the condition when the speaker cannot go to the particular place.

### 3. Perlocutionary acts

Perlocutionary act is the concept where the locutionary acts and illocutionary acts take a result. Perlocutionary acts refers to the action that illocutionary act take place. Austin(1962, p. 108) explain the perlocutionary speech act is the result achieved from the illocutionary force produced by the interlocutor. The result can be convincing, persuading, deterring, intimidating, and so on. Inline with Austin, Yule (1996, p. 49) asserts that perlocutionary acts are effects that are known by listeners after the speaker conveys a message with a specific purpose. We can make the assumption that perlocutionary acts is the act of affecting someone. Searle (1998, p. 137) adds that perlocutionary acts do not occur

intentionally. The speaker cannot force perlocutionary acts intentionally because perlocutionary is a unit of meaning in communication. This usually occurs without the speaker's intention to compel the listener to do so.

- Example:
- a. The room is dark
  - b. The door is locked

From two examples above, we can say that the perlocutionary acts happen when the listener understand the intentional meaning of the hearer by turn the lights on. Its also happens in the second sentence that possibly force the interlocutor to unlock the door if they understand the intend meaning from the speaker.

Based on the explanation above, we can make it clear that speech acts is complex concept. When people are uttering a speech, its not only the utterance that produces, but also the intentional meaning of the sentence that could make a perlocutionary force for the listener. Yule (1996, p. 47) states believes that speech acts are identical with illocutionary acts because illocutionary acts are discussed more than others. In the other hand, researcher want to explore a bit detail about illocutionary act in the study.

## **2.2 Illocutionary act**

Illocutionary acts are actions that are carried out from utterances, which are produced by speakers. Austin(1962, p. 108) defines an illocutionary act in an informal description as simple as "by saying something, we do something". This implies the concept that the interpretation of utterances is more discussed in the illocutionary section. A speaker doesn't just make meaningless noises during a

speech. In other words, illocutionary act refers to the actual action performed by the utterance. According to Yule(1996), illocutionary acts direct how all statements should be interpreted in the context of dialogue. This also implies that illocutionary speech acts are only communicatively effective if the listener knows the context of the speaker's. It can be communicated orally, in writing, or even through other means of communication such as sign language.

There are five categories of illocutionary acts described by Searle (1998, p. 148): representational, directed, commissive, expressive, and declarative. Speakers use these categories to convey their actions through speech. This representation is used to state what the speaker believes to be true or false; directives are used to get someone else to do something or to express what the speaker wants; commissive is used to compel another person to perform a certain action in the future or to express the speaker's intention; expressive is used to express the speaker's feelings, including his experiences; and declarations are used to make changes in the world through the words of the speaker.

Various experts reveal some classifications of illocutionary acts originating from Austin. According to Oluremi (2016), the classification of illocutionary acts according to Austin includes verdicts, activities, commissiveness, behavior, and expositivity. However, John. R. Searle(1998), broadening his thinking, defines his taxonomy as a frame of reference for the classification of illocutionary acts, which is used by many researchers who have completed research on the classification of illocutionary acts.

The study examined the speaker's utterance, with a focus on the types of illocutionary acts identified by Searle (1998). The classification of Searle is used

because it is more specific and detailed than other classifications. According to Searle (1998), the communication function in an illocutionary act is classified into five types: assertive, directive, commissive, expressive, and declarative. Yule (1996) depicted a table of the five speech acts classification based on Searle's theory. The table below provides a summary of the relationship between speech act types and language functions.

**Table 2.1 Five general function of speech act according to Searle's classification**

Speech Act Type	Directionn of Fit	S= Speaker; X=Situation
Declaration	Words change the world	S causes X
Representatives	Make words fit the world	S believes X
Expressive	Make words fit the world	S feels X
Directives	Make the world fit the words	S wants X
Commissives	Make the world fit the words	S intends X

The researcher summarizes the five categories of Searle's speech acts into several details in the following sections:

#### 1. Assertives

This type of illocutionary act is a representation of a belief about the truth or falsity of an utterance. In the manner in which actions are performed in this type, speakers tend to engage listeners about the truth of propositions and how things are in the world. It is shown to represent the propositions as a state of affairs in the real situation. Searle (1998, p. 148) belief that every assertive is related to fit word-to-world direction of fit. It is mean that the statement in each assertive category is an expression of the belief

that identifies an utterance as true or false. This belief refers to how the world conditions that make listeners have confidence in a particular statement from the speaker. Simply, this assertive explain the statement of fact, conclusion, or report that contains what the speakers believe. Yule (1996) elaborate assertive into a bit detail in the way that it could be state, assert, describe, and conclude.

- a. **State** refers to an official statement spoken or written by a person, or an action taken to express an opinion, for example: “working from home aims to reduce the spread of the corona virus”
- b. **Assert** relates to statements that refer to the belief that the speaker's words are true, for example: “I assert that the best investment for beginners is to join a trusted certified application”
- c. **Describe** refers to certain details about something including its characteristics, quantity, and quality, for example: “Indonesia is a tropical country that have thousand island with various ethnicities, cultures and languages”
- d. **Conclude** refers to a brief statement that includes all the explanations or descriptions that have been stated previously, for example “In short, all the explanation above is the requirement to make a good essay”

## 2. Directive

This category refers to attempts to bind the speaker to do something in the future. These is the conditions indicate where the speaker asks the listener to take action to reveal a situation This category influences the listener to

take action and makes the listener likely to do something based on the speaker's words. This action may place the listener under obligation and pressure because listeners tend to be triggered after hearing the words of the speaker. Yule (1996) added that here are some words that indicates the directives category such as ordering, requesting, commanding, and suggesting.

- a. **Ordering** refers to the action that asking for somebody or something, for example: "I'm sorry. Can you get me steak and a bottle of water, please!"
- b. **Requesting** actually similar to ordering that refers to an action that asking order indirectly to somebody to do something in a polite way, as well as "could you tell me your number, please?"
- c. **Commanding** refers to the opposite way of requesting which mean that directly asking someone to do something, for example "You need to warming up your muscle before go to gym"
- d. **Suggesting** refers to gove the idea to the other people, either be followed or not. Foe example: "If you are travelling to Japan, you should try chicken ramen with chicken karaage"

### 3. Expressive

It is a type of speech that is used to express or show the speaker's psychological attitude towards a situation. According to Yule (1996), expressive speech acts express the speaker's feelings. This feeling include pleasure, pain, likes, dislikes, joy, or sorrow. Those feeling can be caused by something the speaker and listener do, but that's about the experience of

the speaker. Leech (1983) mention thanking, congratulating, apologizing, commiserate, and pardoning are examples of the expressive verb paradigm.

- a. **Thanking** refers to stating to someone a grateful for something or pleased about something, for example: “thank you very much for buying me a meal”
- b. **Congratulating** refers to saying something to someone as a compliment or agreeing on what their special achievement is. For example: “congratulation for your engagement”
- c. **Apologizing** refers to saying sorry for any inconvenience or mistake that makes people feel bad about what you have done, for example “i’m sorry for spill your tea”
- d. **Commiserate** refers to express the feeling of sympathy or pity, for example “she went over for commiserate unfortunate situation at school”
- e. **Pardoning** refers to feeling that express forgive or excuse to something. It could be a person, eror, or offense. For example: “you know that daddy will pardon me”

#### 4. Commissive

Commissives, like directives, have the power to change the world by imposing obligations on speakers. According to Leech (1983), commissives bind the speaker to some future action. It reveals the intent of the speaker. The most basic types of actions in commissives are offer, promises, swear, volunteer, and vow.



- a. **Offer** refers to the act of presenting something proposed for consideration, so that it can be accepted or rejected, for example: “can I offer you a coffe?”
- b. **Promise** refers to a statement from someone that he will do something in the future or something will happen in the future, for example: “I promise to marry you this year”
- c. **Swear** refers to using offensive words especially in a state of anger, or promising something seriously, for example: “I swear I've never seen one before”
- d. **Volunteer** refers to doing something or giving something without coercion. It can also refer to giving an explanation without being asked. For example: “he volunteered to become the committee of the G20 summit”
- e. **Vow** refers to swear, pledge or solemnly promise to do specified thing. For example: “there is a fan who vowed that he will watch every game of the FIFA world cup”

#### 5. Declarative

This is the kind of speech that, through speech, has the power to change the world. According to Yule(1996) , to be able to make a declaration properly, the speaker must have a special institutional role in a particular context. Declarative could bring the change in internal situation which change the world by representing it as being changed. Leech (1983) mentions adjourn, veto, sentence, baptize are the verbs most associate with declarations.

- a. **Adjourn** refers to the temporary suspension of a meeting or other activity, for example: “the conference adjourn for an hour”
- b. **Veto** refers to a person's right to refuse or prohibit something, for example: “the minister vetoed to cancel the tax regulations”
- c. **Sentence** refers to state somebody into a punishment, for example: “Corruptors were sentenced to life imprisonment”
- d. **Baptize** refers to give baptism to someone. these actions refer to religious activities, for ezample “joshua was baptized this morning”

### 2.3 *Ford v Ferrari* Movie

Film is a type of entertainment that tells a story through sound and a sequence of images that create the illusion of continuous movement. Several aspects of people's lives are also depicted in the film. Even though not every scene in the film is a representation of real life, we can interpret it as people's lives. Film is a type of entertainment that provides visualization through a series of images that provide several continuous moving images. This term is also referred to turns stories into moving images equipped with audio and as a form of dramatic performances recorded as moving images, and added special effects to create extraordinary images.

The study aims to examine the *Ford v Ferrari* film written by Jez Butterworth, John-Henry Butterworth, and Jason Keller. The film had its world premiere on August 30, 2019 at the Telluride Film Festival and was released on November 15, 2019 worldwide, with an imdb rating of 8.1/10. The National

Board of Review named the film, directed by James Mangold, one of the ten best films of the year. At the 92nd Academy Awards, *Ford v Ferrari* received nominations for Best Film, Best Editing, and Best Sound Editing. The plot follows American Shelby owner Carol Shelby and temperamental British driver Ken Miles, also a mechanic, as they work together to beat Ferrari at the 1966 24 Hours of LeMans race in France. Ken Miles and Carol Shelby, defying corporate meddling and the laws of physics, want to build a revolutionary race car for the Ford Motor Company to beat Ferrari in 24 hours: LeMans. The political and technical issues in the development of racing cars are relatively new insights for audiences, and are the main attraction of this film.

### 2.3.1 Synopsis of *Ford v Ferrari*

This racing film is a period piece set in the early 1960s, and the kind of film storytelling it represents is also retro. *Ford v Ferrari*, directed by James Mangold played by male leads Christian Bale and Matt Damon, defied corporate meddling and physical law to build a revolutionary race car for Ford to beat Ferrari at the 24 Hours of Le Mans in 1966. Damon plays Carroll Shelby, a champion racer who was forced to retire due to hypertension. In the "Why We Race" category, the opening soundtrack of what it's like to reach 7,000 RPM by car sets the tone. Shelby made a sidecar sale in modifications and designs after his glove/helmet hanger, and he also had several drivers, including the hot-tempered Ken Miles, play less physically open and elastic than Bale. When the opportunity arose, the two men were at rock bottom.

Henry Ford II, played by Tracy Letts, seems to suffer from a chronic stomach ulcer, dissatisfied with his grandfather's company. He wants new ideas,

and he isn't thrilled with anything that the great young executive Lee Iacocca (Jon Bernthal) puts in him. The plan was to buy a Ferrari, a popular Italian sports car, but Enzo Ferrari not only turned down Ford's offer, but insulted Ford the Second through the power of Iacocca. This made Ford angry. And that propelled him to outperform Ferrari at the Le Mans racecourse, where the 24 Hours race had never before been won by an American car.

Shelby and Miles are on one side. Both are outliers, but one has more to give than the other. They go all out with Ford's money after being tasked by Ford to build not only a car but a racing team that can beat Enzo. On the other side are Ford and his deputy, Leo Beebe (Josh Lucas playing cocky). Beebe isn't a brash sycophant. He's something worse. He's the type to follow company policy because he believes it's true. He doesn't want Miles to drive a new car because a volatile "beatnik" (Beebe's term) doesn't fit his or anyone else's definition of a "Ford man". Beebe did it once, and it didn't work. But the thing about a character like this is if you stop him once, he keeps coming back. In this film written by Jez Butterworth, John-Henry Butterworth, and Jason Keller, Beebe's attempts to fast-track Miles spark interest in a root film. Caitriona Balfe as Miles' wife, who, contrary to popular belief, is a disapproving worrier; Noah Jupe as Miles' son, who idolizes his father unconditionally; and Ray McKinnon as Shelby's most trusted engineering.

## CHAPTER III

### RESEARCH METHOD

This chapter presents steps, techniques, and process related to this research. The researcher provide research design, data collection, research data, data source, instrument, data collection technique, and data analysis.

#### 3.1 Research Design

Researcher used a qualitative descriptive research method in the study. According to Creswell (2009, p. 175), qualitative research is a method to examine and explore data from the researcher's perspective. Researcher get the data from its own observing behavior and tend to not rely on questionnaire from other source. Johnson and Christensen (2017, p. 113) define qualitative research as research that rnot include numeric data such as words and pictures. This research used qualitative methods because the data collected is in the form of sentences. The qualitative research approach was concerned with the subjective evaluation of attitudes, opinions, and behavior. In such cases, research is a function of the researcher's insights and impressions. Such a research approach produces results that are non-quantitative or have not been subjected to rigorous quantitative analysis. The researcher took data from the script of the film *Ford v Ferrari* which contains the types of illocutionary acts described by Searle's theory.

The researcher used qualitative approach to found out various types of illocutionary acts contained in the film script *Ford v Ferrari*. The focus of this qualitative research was description. According to Azwarsaid, in the descriptive method, researchers analyze and present facts systematically so that they can be easily understood and concluded. So that the descriptive method is a research

method that used reality or facts as objects or research subjects with a focus on descriptive research, and researcher sorted the required data based on categories.

### **3.2 Data Collectioin**

#### **3.2.1 Research Data**

Research data from the study was presented in the form of a film script. the researcher focuses on the utterances produced by the characters in the movie *Ford v Ferrari*. *Ford v Ferrari* is a film released in 2019 directed by James Mangold which tells the history of how Ford Motors Company competed with Ferrari in the LeMans race. The main data source was the film itself. To complete the information needed, some information was accumulated from the library and the internet, as well as other books related to this research. The data collected from movie script analyzed used the Searle's theory of illoutionary speech act (1996).

#### **3.2.2 Data Source**

The data of the study was the utterances of the characters from the *Ford v Ferrari* film script. *Ford v Ferrari* is an American biographical drama film. The film, produced by Chernin Entertainment TSG Entertainment Turnpike Films, was released on August 30, 2019. The source of the data in the study were taken from the *Ford v Ferrari* film script. Scripts and films were took from the internet. The researcher downloaded and watched the film with a duration of 135 minutes, while the script taken as the data source has 143 pages which contain complete details about the utterances and expressions of all the characters.

### 3.2.3 Instrument

The researcher was the primary instruments used in the study. Xu and Storr (2012) claimed that the depth and complexity of interpretation is determined by the effectiveness of the researcher as an instrument. Researcher was the main instrument since the researcher was the only instrument that capable of collecting rich data and comprehensive interpretations that are consistent with the philosophical underpinnings of research. The following instrument in the Study was the manuscript of the film. Researcher collected data by watch the movie, read the manuscript and identify the film. Researcher also use laptop, handphone, reference books, notes, and stationary to help the process of analysis.

### 3.2.4 Data Collection Technique

Researcher were used several types in collecting data:

1. Researcher looked for a good, reasonable movie that suit with the researcher interest. Researcher chose *Ford v Ferrari* movie (2019).
2. The researcher downloaded the *Ford v Ferrari* movie from the website.
3. The researcher watched the *Ford v Ferrari* movie from the first, until the end. The film was 153 minutes long.
4. The researcher re-watched the *Ford v Ferrari* movie to make a better understanding of the point of the movie, and took notes of an important scene in the movie.
5. To collect detail utterances from *Ford v Ferrari* movie, the reseahcer needed a manuscript from the movie.
6. Researcher searched the official manuscript from the internet and downloaded them for the analysis process.

7. The researcher highlighted the utterances from the characters in *Ford v Ferrari* movie, and categorized them into each section in illocutionary acts.
8. The researcher analyzed illocutionary act from the utterances.

### 3.3 Data Analysis

The study on illocutionary acts used qualitative data approach. According to Miles and Huberman (1994, p. 10), qualitative data analysis consist of three procedures as mention below:

1. Data reduction

Data reduction refers to the process of sorting, focusing, identifying, simplifying, abstracting, and transforming important data. Researchers selected data that provide valuable information in research when doing so; data is selected by identifying and classifying the types of illocutionary acts.

2. Data display

Presentation of data refers to the process of presenting data in the form of sentences, narratives, or tables. The researcher described the data by tabulating the types of illocutionary acts in the table when displaying the data.

3. Drawing and verifying conclusion

The third step in qualitative data analysis was drawing and verifying conclusions. The last step after displaying the data was describe all the data so that it is clear. The conclusion might be able to answer the formulation of the problem that was formulated at the beginning.



Researchers used textual analysis to examine illocutionary acts. Textual analysis was a humanities research method based on complex factors such as uniqueness, creativity, inspiration, history, and the culture in which we live or study (Aitchison, 2003, p. 73). It is a form of communication in which the characteristics of a visual recording or message are explained and interpreted. Textual analysis, according to Arya (2020), was a qualitative analysis that focuses on the ideological and cultural assumptions that underlie a text. Textual analysis is used to describe the content, structure, and function of messages in a text. The study examined the transcripts of the film *Ford v Ferrari* using textual analysis to determine which decisions qualify as illocutionary acts. Texts must be opened and exposed to the meanings, ideas, and thoughts contained within them before concepts can be built from them. One method for analyzing textual content is open coding. Hardy (2017, p. 10) defines open coding as a technique for labeling, identifying, and developing categories and subcategories. Therefore, open coding analysis is used in the study to examine and analyze various illocutionary acts in the film *Ford v Ferrari*. The researcher provided an example of the coding process in the table below.

**Table 3.1 Sample of Data Analysis**

No.	Utterances	Illocutionary acts					Function
		Ass	Dir	Com	Exp	Dec	
1.	They don't look like they're here to get an oil change		v				suggesting
2.	Revs up. Good lad.		v				Requesting
3.	We got us a number of key	v					Srtatem

	partnerships. Goodyear. Ford. AC over in England. And we just took an order for twenty Cobras from a franchise in Barcelona, Spain.						ent
4.	OK. I'm sorry. Sincerely				v		Apologizing



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## CHAPTER IV

### FINDINGS AND DISCUSSIONS

In this chapter, the researcher presents the result of the analysis process, and discussion to answer the research question.

#### 4.1 Findings

The findings of illocutionary acts found in the *Ford v Ferrari* movie are presented in this chapter. The researcher provides data in the findings section that has been classified using Searle's classification of illocutionary acts. There are four categories of illocutionary acts found in the script of the film, i.e. assertive, directive, expressive, commissive, and declarative. According to the data, 1318 utterances were found in *Ford v Ferrari* movie. It was found that the movie uses five types of illocutionary acts in his speech: 613 assertive utterances, 447 directive utterances, 184 expressive utterances, 74 commissive utterances, and 8 declarative utterances.

Assertive actions are the most common type in speech, followed by directive, commissive, and expressive actions. Declarative acts are one type that does not frequently appear in utterances because there just a few special circumstances that allow speakers to make declarations.

#### 4.1.1 Types of Illocutionary acts in *Ford v Ferrari* Movie

There are some specified functions of speech act that found in the *Ford v Ferrari* movie script:

1. Assertive

In the research findings, it shown that assertive is the category that frequently shown in the movie. This category is often appear since the movie dialogue has lot of assert or in the other way it's represent the truthfulness of the words as they relate to the world. The film characters mainly use representative actions in their utterances, which appear in 607 utterances, from 1318 total number of utterances in the dialogues. Yule (1996,p.53) explains that assertive describes whether or not the speaker believes this is true because the representative speech act has discussed the speaker's belief in that situation. In the script of the movie, the researcher found some utterances that suit the assertive category.

**Data 1:**

Ken Miles serve his customer in the garage. The customer wants to bring his car to routine maintenance, and repair some malfunction parts

Miles : "There's nothing wrong with the car."  
 Wayne : "Nothing what??"  
 Miles : "Inlet valves are coked up, which is restricting intake between the manifold and the pistons. That's what's making her misfire."

The utterance above is from mechanic Ken Miles which is a technical explanation of the misfire process in car engines. Ken Miles conveyed this to his repair shop customers to provide details of the problem with the car. Ken explains the engine mechanism that the owner should understand. Ken intends to make sure the car is okay, but he informs the owner that he should put attention to the Inlet valves that maybe make the car acceleration slow. He also concerns with the car misfire that can be triggered by those intake manifold and pistons. Therefore, it refers to assertive category that has a function to describe something in detail

about machine information so that the common people that not expert in automotive could understand the point. Ken tries to give the simplest language that possibly easy to understand. The utterances also consist of the tips for the car owner that found their car misfire or couldn't start at the cold condition, they can try to coked up the lever. This also implies that Ken wants his customer to aware about their cars, especially for the simple maintenance that should be regularly checked at home. Ken wants their customer know at least basic inspection for the car before driving.

**Data 2:**

To be different with data 1 above, we can see that the situation explains the car condition in the garage. Meanwhile, in the data 2 Carol Shelby speaks to the reporter that meet him in the Willow Springs Raceway event. Carol Shelby attends the racing event to see and support their friend on the grid, Ken Miles. Before racing starts, there are three reporter that wants to ask Shelby.

Reporter : “Mr. Shelby, is there any truth to the rumor Goodyear won't re-up on your sponsorship deal?”

Shelby : “We got us a number of key partnerships. Goodyear. Ford. AC over in England. And we just took an order for twenty Cobras from a franchise in Barcelona, Spain.”

That utterance refers to assertive because it consist of a detailed explanation about the partnership of Shelby American with some great company in the world. The partner is Goodyear (a tyre and rubber manufacture from US), Ford (car manufacture from US), and AC company in England. This utterance included in the category of describing something in detail that mainly the purpose of assertive illocutionary act. Shelby tries to convince the reporter that he already has a number of sponsorships for the Shelby American. The statement from

Shelby not only focuses on reveal the sponsorships that has collaboration with Shelby America, but also tries to show the public that Shelby American is a big, powerful, high-quality car manufacturer. This implies the intention from Shelby that wants to expand Shelby American to a bigger automotive industry in the world. In the interview, Shelby also seems to informing companies that haven't joined yet, and giving opportunities to suppliers of transmissions, suspensions, or body parts that haven't joined Shelby American.

**Data 3:**

The other findings of assertive category describe the utterances from Beebe that visit Ferrari to propose a collaboration. Ferrari headquarters in Italy welcome guests from America, Ford Motor Company. Mr. Henry Ford II wants to make an agreement about partnership between Ford and Ferrari in terms of developing a racing car. After Enzo Ferrari discuss the proposal with the team, he offer an agreement but Ford Motor Company is not interested with the offers because Ferrari making fun of Ford and insult the company and owner.

Beebe : “We got played. Old man Enzo had no intention of selling to us.”

Beebe : “He used us as an opportunity to up his price for Fiat, embarrass our company and insult your leadership. It was a bad idea from the start.”

Henry Ford II : “What. Exactly. Did he say? ..Lee.”

Beebe : “He said Ford makes ugly little cars in an ugly factory. And its executives are sons of whores.”

Other utterance included in the assertive category are in the line above.

This utterance serves to state an opinion. This refers to Beebe's opinion that Enzo Ferrari only insulted his company and would not partner with them. From this utterances, we also have a perspective that Enzo Ferrari has an intention to use

Ford to mark up their brand value by embarrassing the leadership from Henry Ford II.

Beebe try to explains the result of the proposed agreement to his boss, Mr. Henry Ford and convince him that Ferrari is not the best partner for Ford Motor Company. Beebe implies the worries of the future of Ford Motor Company, if Ferrari establish partner for car development. Beebe did not want the character of the Ford Motor Company to change when Ferrari interfered too much in their car development. The utterances from Beebe also reveal that Ferrari is not a good partner. Beebe tells Mr. Ford that Enzo Ferrari was only playing games with Ford and showed no serious intention of being a partner. Enzo's statement insulting the Ford Motor Company was also convinced by Beebe. Enzo appeared to belittle and disrespect the Ford Motor Company by showing the contractual agreements that were not profitable for Ford. The contract contains an agreement that Ferrari has the right to dominate and control the development of cars in racing needs. Beebe wants to convince Mr. Ford to cancel the agreement for partnership with Ferrari for the sake of self-esteem and maintain the character of the Ford Motor Company in car development and manufacture

## 2. Directive

The second speech act that most frequently appear in this movie is directive. This category appears 447 times and has function to ask, order, request, command, and suggest. This type of illocutionary used in cases that insist the interlocutor to do something in the real world.

### **Data 4:**

In the utterance, the speech contains ordering as a function of directives speech act. This category could insist the hearer to do an action for the speakers. Carol Shelby betray Ken Miles by not let him drive the car or even just asked him to be on the pit crew. Ford Motor Company left Ken behind and left Ken behind in the garage because Ford didn't believe in his feeling and ability as a mechanic.

Miles : "I'm going to re-route the oil line. If there's spillage it could end up dripping onto the rear near side disc.."  
 Shelby : "Ken--"  
 Miles : "Tell the boys watch their pace come sunrise. The gearbox will overheat."

Ken Miles seems disappointed with the decision from Shelby and Ford Motor Company. Ken asks Shelby and give them message to pay attention in some parts of the car. Ken is concerned about an oil leak in the disc brakes which is dangerous to the car and might prevent the car from stopping. He also asks Shelby to tell the mechanics in the pit to regularly check the temperature of the gearbox. This is 24-hour nonstop race. Ken worry about the gearbox endurance after 12 hours of race. Ken presumes that the gearbox will be broken if its runs in very high temperature. He knows all the small details from the car since he builds the car himself.

**Data 5:**

In line with data above, Ken knows the car better than the other mechanic which makes himself became the test driver for the event. Ford Motor Company conducted track tests of their cars in preparation for the race. The driver for this test was Ken Miles who built and developed his own car. In track tests, the car was fast and set a new lap time record. Shelby and Miles agree that Ken Miles will be the driver for the next racing at Le Mans but the principal didn't agree.



Beebe insist to have other driver to racing with Ford to stick with their ideology that require the Ford type driver.

- Beebe : “You're saying you can't agree with us on this issue?”  
 Shelby : “I'm saying you're gonna have to trust me on this one.”  
 Beebe : “I'm afraid, with marketing concerns, that's not possible. Put a Ford type driver in a Ford car, Mr. Shelby. That's the Ford way.”  
 Shelby : “In that case, Gentlemen you don't need a race team. You need an ad agency.”

This utterance produced by Shelby when he talks about the marketing concern with Beebe. Shelby suggest Beebe to have an advertisement agency to taking care of the marketing of his car. Shelby and Miles is just focus on the racing performance, not a marketing purpose. So, if Ford Motor Company wants the higher exposure, it needs to be manage by an advertisement agency.

Shelby presumes that the driver performance has nothing to do with marketing. Shelby asks Beebe to consider hiring an agency to taking care of advertisement, marketing, and all the stuff that not deal with racing performance.

#### **Data 6:**

This data is similar the previous one that explains the pit stop situation that require mechanics to know which spare part should be replaced. This scene took place at the 1959 24-Hours of Le Mans while Carol Shelby was still racing. in this situation, Shelby had to come to the pits to refuel the car and change a tire.

- Eddie : “Coming in. He's coming in.”  
 Eddie : “Pit fire! PIT FIRE!”  
 Shelby : “FINISH IT! FILL THE TANK! WE GOT TEN HOURS TO GO! WE'RE IN FRONT!”

The function of the directive category found in the scene is to give a command to the hearer. This implies the action that force the interlocutor to do something

relate to the speaker's word. That utterance above represents the function of directive speech act, command. The sentence refers to give the instruction to the pit crew to prepare tyre change, check the car condition, and refuel the car. After that when Eddie says "Fire" it implies that pit crew should extinguish the fire. Eddie commands the pit crew to take the fire extinguisher or tools to extinguish the fire. This implies the function of directive speech act that makes the pit crew do the action.

### 3. Expressive

The expressive category of the speech act appears 183 times and according to Yule (1996, p. 53), expressive speech acts express the speaker's feelings. This feeling includes pleasure, pain, likes, dislikes, joy, or sorrow. The feeling could come from the speaker or the interlocutor, or even the situation or event.

#### **Data 7:**

This conversation happens in the Ferrari head quarter in Italy. Ford Motor Company visits Ferrari in order to make an agreement for partnership in developing a racing car. In the Ferrari factory, Gozzi, as the representative of Ferrari led the men from Ford on a tour of their factory. Gozzi explains all the history, technology, and their car. After a tour in the factory, Mr. Enzo Ferrari welcomes all the men from Ford

- |         |  |
|---------|--|
| Enzo    | : "Gentlemen. All my life I am a huge admirer of your founder, the great Industrialist, Henry Ford. It is my privilege to entertain his envoys at our humble factory." |
| Lacocca | : "We are honored to be invited to this illustrious place."  |

The sentence above is an function; expressive. This expression was uttered by Lacocca from the Ford Motor Company who had visited the Ferrari office and car

factory to establish cooperation between Ford and Ferrari in terms of developing cars, especially in the world of racing. This represent the expression from Lacocca that amaze with the Ferrari car manufacture. Lacocca looks like comparing Ford Motor Company and Ferrari, in terms of racing car development. It seems like the words from Enzo Ferrari that makes him proud as a part of Ford Motor Company. He feels honored after hear the words from Enzo Ferrari that say he is a huge fan of Ford founder, Mr. Henry Ford.

**Data 8:**

The data below contains the expression of thanking that a bit different with the data above. This scene tells that Mr. Henry Ford calling all the incompetent employees who run Ford's racing division, including Carol Shelby. Mr. Ford ask Shelby what's the problem and obstruct the development of the car. Shelby explain all the problem and Mr. Ford give the special garage facility to maximize the development of the car and solve the problem. Mr. Ford still have a believe that their employees could make the car better than before

Henry Ford II : “See that little building down there? In WW2 three out of five US bombers rolled off that line. You think Roosevelt beat Hitler? Think again. This isn't the first time Ford Motor's gone to war in Europe. We know how to do more than push paper. And there is one man running this company. And you report to him. Go ahead, Shelby. Go to war.”

Shelby : “Thank you, Mr Ford.”

This is the expression of thanking between Henry Ford II with Carol Shelby. In this utterance, Shelby thank to Mr, Henry Ford II that give him the trust, belief, and facility that Shelby can run and lead the entire Ford racing team with Ken Miles as the mechanic and also the driver.

Shelby seems to feel blessed and honored to have a team that he truly wants. Shelby wants to have a racing team that represents his character, emotion, and ambition. Finally, after a long time of struggle, he gets what he wants to have a team with Ken Miles. Mr. Ford let him to lead the racing team for 24-hour of Le Mans. Shelby's expression and feeling made him more enthusiastic to work and win the race.

#### **Data 9:**

This situation is similar to the previous data that involve Mr. Henry Ford II and Carol Shelby. But the scene happens in the Ford test circuit that became their basecamp. Shelby invites Mr. Henry Ford to have a taxi ride with him on the track. Shelby wants to show Mr. Ford that the car is fast and powerful so that the car needs the special person to handle the power

Henry Ford II	: "Ooohhhhhhhhhhhhhhhhh!!!"
Shelby	: "Mr Ford... You OK?"
Henry Ford II	: "I had no idea. No idea! Goddamn. If my father, Edsel, could see this, feel this..beast!"
Shelby	: "Sir. This is not a machine just anyone can jump in and easily control."
Henry Ford II	: "Absolutely not. I had no idea."

This is the statement of excitement from Mr. Henry Ford II. this utterance represent how Mr. Ford feel the power of his car. In this situation, Mr. Henry Ford II invited by Carol Shelby to try himself their car performance. Shelby drives the car and insist Mr. Henry Ford II to get agreement for Miles to be the driver for the race. Mr. Henry Ford II express their feeling of happy, amaze, and proud of the Ford car. Mr. Henry Ford II feels the G-force, how his head fell backwards of the headrest and make him shocked. Shelby shows him that the car has a lot of power

and that could be handled by the expert. He wish that Mr. Henry Ford feel this sensation of the masterpiece.

#### 4. Commisive

Commissive speech acts appears 73 times in the movie script. In this category, commissive used to reveal the intent of the speaker. According to Leech (1983, p. 206), commissives bind the speaker to some future action. But we need to remember Searle (1998, p.149) give notes that some commissive function may not be true or false, but they can be carried out. The example of commissive function on speech act are mentioned below:

#### Data 10:

Carroll Shelby came to his doctor and had heart treatment. Shelby has had the disease long enough that he can no longer race. The doctor gives him explanation and warning for his health condition.

Dr. Granger : "This isn't something you can ignore anymore."  
 Shelby : "I take the pills. The pills work."  
 Dr. Granger : "An elevated heart rate, say 130 BPM, sustained even for a short period, you run a critical risk of cardiac arrest."  
 Shelby : "So I'll race shorter format. Formula One. Nascar"  
 Dr. Granger : "The valve's shot, Shelby. This is as serious as it gets. In my opinion, it's sheer luck you're sitting here today."

The utterance above assert the speaker intention to the Shelby that he has something serious that might be ignored, and the doctor wants Shelby to pay attention to the event. Doctor Granger gives him warning since he cannot stop consuming pills. Granger worries about the bigger problems that may be appear if Shelby insists to go racing. Shelby seems to deny that his health issue is serious and dangerous for himself. He promises that he would race in shorter format, with

the intention to reduce the duration of racing. This included in the commissive category and has function to warn the hearer about the disease in the future.

**Data 11:**

The following data is a bit different with the previous one. This scene happens after Mr. Henry Ford II try his racing car with Carol Shelby. They negotiate the driver that would be drive at Le Mans 24-hour racing.

Henry Ford II : “Shelby, as you well know, I’ve appointed Leo Beebe director of—”

Shelby : “Which is exactly why I’m talking to you. I’m not asking you to trust me, Mr. Ford. I’m here to make a bet. Let Ken Miles race Daytona. If he wins, he drives Le Mans.”

Henry Ford II : “And if he doesn’t?”

Shelby : “Then your boy Leo can fire us both. Plus Ford Motor gets full ownership of Shelby American, lock, stock and brand, free of charge. Forever.”

This conversation refers to commissive function as a promise. The utterance produced by Shelby intend the hearer Henry Ford a promise win in Daytona racing. The winning that Shelby promised is to make Mr. Ford believe in Ken Miles skills. Shelby then promises that if Ken Miles not bring victory in Daytona, both of them will resign from Ford Motor Company. This shows the serious intention from Carol Shelby and Ken Miles to lead the team and win the 24-hours of Le Mans.

**Data 12:**

In line with the previous data, this situation take place in the test track. Ken Miles gives Peter instruction how to remember the track layout. Ken wants Peter to mark all the special part of the track that make the car slower or faster. Ken also gives tips to peter and promise that if he do the instruction, Peter will get the perfect lap.

- Peter : “Cause you can’t just push the car the whole way?”  
 Miles : “That’s right. You have to be kind to the car. You feel the poor thing groaning underneath you. If you’re going to push a piece of machinery to the limit, and expect it to hold together, you’ve got to have some kind of a sense of where that limit is. It isn’t something that shows on the tachometer or the oil pressure gauge or anything else.”  
 Miles : “See that. Out there”.  
 Peter : “See what?”  
 Miles : “Look real hard. Get your eyes sharp. Close them. Then open them. Out there, Peter is the perfect lap. No mistakes. Every gear change, every corner. Perfect.”

This is the other example of warning function of commissive speech act. This utterance represent Ken Miles that knows the car well explain and give a detail warning to Peter. This utterance became the benchmark for Peter to drive the car carefully. This is also implies that Ken Miles promises to Peter that the car would be fast and powerful if Peter drive the car in the right way. Ken gives the tips and trick to peter face each condition and situation on the track. Ken wants Peter to remember all the detail of the track that would be minimize the mistake.

##### 5. Declarative

This is the category that appears the least in the script. It shows only eight times and seems rarely used in most of the typical movie. Declarative acts is type that does not frequently appear in utterances because there just a few special circumstances that insist the speakers to make declarations. According to Yule (1996, p. 53), to be able to make a declaration properly, the speaker must have a special institutional role in a particular context.

##### **Data 13:**

Ken Miles prepare the car for the race. Ken knows how to build a powerful engine and great aerodynamics but he forgot to design the trunk to require the racing rules.

- SCCA Official : “Your trunk cannot close. Ergo car fails standard. Ergo car is disqualified from said Class A competition.”
- Miles : “Can I ask a question? When you were a little boy did think “when I grow up I want to go to the fabled Willow Springs Raceway and enforce Paragraph 15.4 Section 2b of the SCCA regulation on luggage capacity?”
- SCCA Official : “That’s it. I’m ruling you and your team disqualified from this race.”

The utterance above refers to the action of declare to the hearer. This sentence produce by SCCA Official that declare about Ken Miles cannot go to the racing because the car doesn’t fulfill the requirement of the trunk capacity. The SCCA Official make a declaration that Ken’s car is officially disqualified from the race since the trunk is remain small. Ken Miles and team has been disqualified from race becuse of the car. This function represent the purpose of the declarative category of speech act.

**Data 14:**

The data is similar with the previous one. In this scene, Ford Motor Company try to make a partnership with Ferrari. After Ford propose the agreement, Ferrari offer their own agreement. Lacocca read the agreement and shocked.

- Lacocca : “This merger between our companies will form two entities. Ford-Ferrari: 90 percent owned by Ford who controls all production. Secondly, Ferrari-Ford, the racing team: 90 percent owned by Ferrari”
- Frey : “What’s he saying?”
- Lacocca : “Sssh.. (Then, quietly) Gary. What’s he saying?”

This utterance implies the declaration of the agreement of the merger plan between Ford Motor Company and Ferrari. Lacocca reads the contract proposal as the representative from Ferrari manufacture. This agreement option propose by



Ferrari explain the detail about the distribution of the authority of both companies. This function of declarative speech act is to make a declaration for all the officials from both manufactures.

#### **Data 15:**

This data relates with the previous one that give responds to the agreement. This situation happens after Ford Motor Company receive the agreement from Ferrari. Both sides discuss the agreement and try to find a suitable compromise.

Enzo	: “If I wish to enter Le Mans, and you do not wish for me to enter Le Mans do we or do we not go?”
Lacocca	: “In that scenario... if we can’t agree then yes. No. I mean, that would be correct. You do not go.”
Enzo	: “Gentlemen. My integrity. As a constructor. As a man, as an Italian.. is deeply insulted by your proposal.”

Enzo ferrari declare that he refuse the proposal from Ford Motor Companies after Ford propose a new proportion of agreement. Enzo claims that Ferrari is Italian manufacture that produce special car, not a regular one. Ferrari not receive Ford proposal because it doesn’t fit the Ferrari’s characteristic and ideology. Ferrari stays with their integrity as the champions and doesn’t want other company that not agreed their rules to join the company.

#### **4.2 Discussion**

The research examines the illocutionary act found in the *Ford v Ferrari* movie (2019), and provide them in the findings section above. In the research findings, researcher found a number of each category from speech act classification by Searle. Therefore, researcher can present a bit detail about the utterance from the script of *Ford v Ferrari* movie based on the research findings

description. The researcher describes the results of research that have differences with previous studies that focused on typical popular films. The researcher provides an analysis of illocutionary acts in segmented automotive films which are rarely discussed. The study renews illocutionary research which has been carried out by many researchers from various institutions.

The dominant illocutionary acts in *Ford v Ferrari* are assertive and directive speech acts. Assertive utterances appear 609 times in from total 1318 utterances contain illocutionary act in the movie. As a function, assertive speech acts include stating, declaring, describing, and concluding. This type of illocution appears at the top of the list because it is the most common action usually used in movies. All characters speak to state, describe, and conclude something to others. This reveals the researcher's curiosity that there might be differences between one film and another. However, in reality this type of film has no difference from other popular films, in terms of the type of dialogue that is based on illocutionary acts. This means that among other films that mostly contain the function of assertive illocutionary acts, this film also has similarities in terms of the illocutionary acts that appear most frequently.

The second type of illocutionary act that appears most frequently in the film script is directives with a total of 447 out of 1318 utterances. According to Yule (1996, p. 54), the functions of directive speech acts are ordering, asking, ordering, and suggesting. It turns out that the film script *Ford v Ferrari* contains all the functions of directive speech acts. The dialogue of each character in this film consists of ordering, requesting, asking, and suggesting. This obviously functions as an act of asking the interlocutor to perform some action in the future.

Directive speech acts function as requesting and commanding mostly appearing in conversations between bosses or school principals with mechanics or teams in racing car development. This has happened several times in the Ford Motor Company, Shelby American, and Ferrari racing divisions. The researcher assumes that directive speech acts appear as a representative of the speaker's influence on the speech partner who mostly talks about the development of cars, racing needs, and the factory itself.

Then the researcher found 183 utterances belonging to the category of expressive speech acts. According to Leech (1983, p. 206) This illocutionary act category consists of functions such as thanking, sympathizing, congratulating, apologizing, and forgiving. In the *Ford v Ferrari* film script, researcher found more functions of thanking, apologizing, and congratulating. Speeches that include expressive illocutionary acts appear in conversations that aim to express the speaker's feelings. In the film script, there are several expressive illocutionary acts related to anger or disappointment towards an action or event. Speech containing expressions of anger appears only in short words like sighs or the like. This also occurs in speech when happy or joyful moments.

In the fourth place, researcher found 73 commissive utterances. This category of illocutionary act consists of action that represent offer, promise, swear, volunteer, and vow. This is refers to Leech (1983, p. 206) which mentions offering, promising, swearing, voluntarily, and vowing as verb functions in commissive acts, and resembles directive speech acts that do not show complements. This implies the merger between directive category and commissive act that produce a class. It means that either directive act also

contains commissive function, or commissive function contains directive act. In the movie script, researcher found some utterance that act similarly like directive such as offer that similar to suggest. *"That's right. You have to be kind to the car,"* this utterance refers to the offer function in the commissive which has the same directive and commissive function as suggesting the listener treats the car well, or to the utterance *"So I'll race Formula One short format. Nascar"* which is classified as a promise in a commissive act but is the same as asking in a directive act or can be categorized as an order. This kind of speech can convey the meaning of a solicitation to the listener.

The last category is declarative that rarely appears in the script. Declarative illocutionary acts appear 8 times and consist of a function to declare information. This category is rarely found in film scripts because there are no figures from the government who usually produce declarations. This function illocutionary act is usually used in certain contexts that must have a special institutional role Yule (1996, p. 53). In this film script, the use of declaration represents a context of the rule judgment and contractual agreements.

From this discussion, researcher have understanding about the usage of illocutionary acts in the *Ford v Ferrari* movie script. In the script, researcher found five categories of illocutionary act with each function of them. This research finding barely different with Wulandary (2021) also conduct an analysis that focuses only on commissive speech act in *Moanna* the movie. The results of Wulandary after observing are 18 data on commissive speech acts contained in the *Moana* film in the form of 5 data functioning to promise, 4 data to function to threaten, and 9 data to function to refuse. Wicaksono (2018) that only focuses in

one category of illocutionary act; declarative. Wicaksono examine declarative act in *My Lawyer* movie that mainly focus on law that makes easy to find declarative act. This is contrast with the study that found a few declarative speech acts since *Ford v Ferrari* movie mainly discuss automotive history.



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## CHAPTER V

### CONCLUSION AND SUGGESTION

After obtaining and analyzing data, the researcher provides the research conclusion and suggestion for the next study on language especially in speech act.

#### 5.1 Conclusion

The researcher chose the *Ford v Ferrari* film script as the subject of the study. The researcher uses Searle's (1969) illocutionary act theory and finds several categories of illocutionary acts in film scripts. The researcher found 1318 utterances and consisted of five categories of illocutionary acts found in the dialogues of the film script. There are assertive, directive, expressive, commissive, and declarative.

From the movie script, 609 utterances from the script are categorized as assertive. In those utterances, there are some function such as describing some information or event, concluding a statement or feeling, stating an opinion, and assert an argument. This category is mostly used by character of the movie to convey their beliefs and bring true or false values. Then the second categories that mostly appears in the movie script is directive. This category appears 447 times and has function to asking, questioning, suggesting, ordering, and commanding. In the third place researcher found expressive illocutinary act with total amount of 183 utterances. This category consist of function such as thanking, apologizing, congratulating, swearing, anger, and happy. The last two categories that less appear in the movie script is commissive consist of

73 utterances, and declaration which only consist of 8 utterances. The commissive categories represent function of warning, promise, and offer. The last categories which has function only to declare some decision in some situation and events.

## 5.2 Suggestion

After the researcher concluded all the analysis processes into a brief explanation, there were several parts that had not been reached. The researcher only examines the illocutionary acts in the film *Ford v Ferrari*, whose research scope tends to be quite small. The researcher wants and hope that in the future there are other study that conduct a research on pragmatics field especially in speech act in a wide scope.

This research only examine illocutionary acts found in the movie because researcher thought that illocutionary act is the most common elements in the speech act. Researcher hope that there are lot of next study examine all aspect of speech act including locutionary act and perlocutionary act. Researchers also hope that students can bring this research as a reference, and teachers can use this research to be used as learning material

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