

**POSITIVE POLITENESS STRATEGIES USED BY
TWO MAIN FEMALE CHARACTERS IN
NEVER GOIN' BACK MOVIE**

THESIS



UIN SUNAN AMPEL
S U R A B A Y A

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CHARACTERS IN NEVER GOIN' BACK MOVIE

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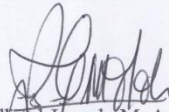
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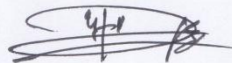


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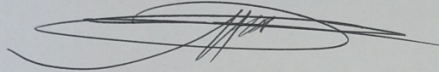
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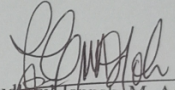
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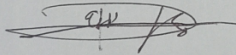
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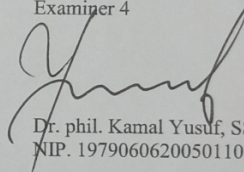
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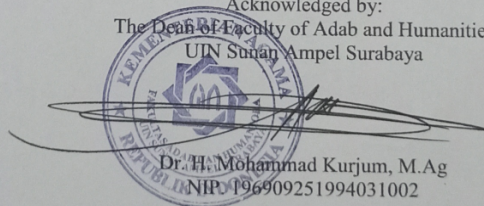
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ABSTARCT

Alamsyah (2023). *Positive Politeness Strategies Used by Two Main Female Characters in Never Goin Back Movie*. English Literature Department, Faculty of Adab and Humanities, UIN Sunan Ampel Surabaya. Advisors: (1) Dr. H. Mohammad Kurjum, M.Ag. (2) Raudlotul Jannah, M. App. Ling.

This thesis aims to discover how Angela and Jessie apply positive politeness strategies as the main female characters in *Never Goin' Back Movie*. In addition, the researcher also looks for what sociological factors influenced the characters in choosing positive politeness strategies.

This study used a qualitative approach to describe the types of positive politeness strategies spoken by Angela and Jessie. This study used the theory of positive politeness proposed by Brown & Levinson (1987) in analyzing the data and factors that influenced the use of strategy by two main female characters. In collecting the data, the researcher transcribed the data from the movie, which was helped by subtitles that were converted into text.

This study found that the strategies of exaggerate, use in group identity markers, and seek agreement are the strategies that occupy the top three frequencies often used by speakers in order. It indicates that Angela and Jessie prefer to express their utterances exaggeratedly and show solidarity to save face from their hearers. This exaggerated utterance is influenced by the character's characteristic of expressive behavior. Angela and Jessie often communicate topics about their desires. In addition, this study revealed that payoff and sociological circumstances factors influence the main character in using positive politeness strategies. Social distance is a factor that often influences Angela and Jessie in their conversations. Thus, this study concludes that the speakers show solidarity with the hearer by expressing their feeling.

Keywords: politeness, positive politeness, payoff, and sociological factor

ABSTRAK

Alamsyah (2023). *Strategi Kesopanan Positif yang digunakan dua karakter utama perempuan pada Never Goin' Back Movie*. Program Studi Sastra Inggris, UIN Sunan Ampel Surabaya. Pembimbing:(1) Dr. H. Mohammad Kurjum, M.Ag. (2) Raudlotul Jannah, M. App. Ling.

Tesis ini bertujuan untuk mengetahui bagaimana strategi kesopanan positif yang diterapkan oleh Angela dan Jessie, sebagai pemeran utama wanita dalam movie *Never Goin' Back*. Selain itu, peneliti juga melihat faktor sosiologis apa saja yang mempengaruhi ucapan mereka.

Penelitian ini menggunakan pendekatan kualitatif untuk mendeskripsikan jenis strategi kesantunan positif yang diucapkan oleh Angela dan Jessie. Penelitian ini menggunakan teori kesantunan positif yang dikemukakan oleh Brown & Levinson (1987) dalam menganalisis data dan faktor-faktor yang mempengaruhi penggunaan strategi oleh dua tokoh utama wanita. Dalam mengumpulkan data, peneliti mentranskrip data dari movie yang dibantu dengan subtitle yang diubah menjadi teks.

Penelitian ini menemukan bahwa strategi *exaggerate, use in group identity markers, and seek agreement* adalah strategi yang menempati tiga frekuensi teratas yang sering digunakan oleh penutur secara berurutan. Hal ini mengindikasikan bahwa Angela dan Jessie lebih memilih untuk mengekspresikan perkataan mereka secara berlebihan dan menunjukkan solidaritas untuk menyelamatkan muka dari para pendengarnya. Perkataan yang berlebihan ini dipengaruhi oleh karakteristik karakter mereka yang suka berperilaku ekspresif. Angela dan Jessie sering mengkomunikasikan topik tentang keinginan mereka. Selain itu, penelitian ini mengungkapkan bahwa faktor imbalan dan keadaan sosial mempengaruhi karakter utama dalam menggunakan strategi kesantunan positif. Jarak sosial menjadi faktor yang sering mempengaruhi Angela dan Jessie dalam percakapan mereka. Dengan demikian, penelitian ini menyimpulkan bahwa penutur menunjukkan solidaritas kepada pendengar dengan mengungkapkan perasaannya.

Kata kunci: kesopanan, kesopanan positif, faktor imbalan, dan faktor sosiologis

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CHAPTER I

INTRODUCTION

This chapter contains introduction of background of the study, research problem of the study, significance of study, and definition of key terms as the end of this chapter.

1.1. Background of the Study

Language can construct a sequence of actions to realize their power's benefits. Therefore, individuals and groups can use language as valuable and powerful tool for influencing their economic status, social standing, and educational opportunities (Warami, Mbete, Yadnya, Simpen, 2015). It can determine a person's or group's ability to become an aspect of society and plays an essential part in identity formation (Stockholm University, 2018). It implies that language has the potential to increase an individual's or group's influence. Bourdieu (1991) believes that language possesses symbolic power within the dominant relationship between speaker and hearer. It implies that language is not only used to convey a message but also to maintain dominance or authority. Therefore, language is evaluated not only by its meaning but also by its impact (Karman, 2017). If language is delivered politely, it can persuade the hearer to take action and encourage meaningful relationships between people.

According to Holmes (2013), politeness prevents social conflict and promotes harmony by preventing disagreement. Politeness is an essential part of every interaction that we encounter on a daily basis, whether consciously or unconsciously, and so it aims to preserve the social stability that exists in society.

Politeness necessitates the correct method of communication, such as intonation of speech, so that the knowledge delivered can be understood (Alamanda, 2020). Therefore, the face notion must be kept between the speaker and the hearer. Yule (1996) argues that the face notion is required to characterize a speaking individual. It is anticipated that emotional and self-perception characteristics will serve as an introduction to others. By recognizing the faces of people, it is possible to accomplish both social closeness and politeness. According to Brown & Levinson (1987), politeness is an effort to keep individual's self-image by applying positive social values in interactions. The use of politeness is a strategy for establishing a relationship. Positive politeness, bald off record, negative politeness, and bald on record are politeness strategies which are divided by them. In addition, they state that the implementation of the strategies is affected by factors that can be advantageous under the circumstances.

In today's era, politeness is fading and rarely practiced, especially by teenagers when they interact with each other. They seem to lack respect for other people or people older than them. On the other hand, politeness is something important that everyone should have in language. It is because politeness is useful for interacting with other people. Therefore, research on politeness is important to be studied more deeply. Many researchers have shown interest in studying politeness strategies in movie (Trimandala, Udayana, & Qomarisa, 2016: Ambarwati & Susilo, 2021: Iswati, Murni, & Dirgayasa, 2018: Sari, Sili, & Setyowati, 2017: Firmansyah, 2021), debates (Ayuningrum, Rosnari, & Syafrizal, 2018: Maharani, 2018), novels (Abbas, 2013: Widyastuti, 2019), situation of

classroom (Martina, 2020: Gemasih, 2018), speech (Sari, 2016: Megah & Soframi, 2020: Brigellia, 2020: Kusuma, 2014), and in talk show (Alamanda, 2020: Damayanti & Mubarak, 2021: Mahayani, Rahayuni, & Udayana, 2018: Marpuadiano, 2020). Meanwhile, several researchers examine their studies that focus on positive politeness in movies (Archia, 2014: Yuniarti, Natsir, and Setyowati, 2020: Pradnyani, Budiarsa, and Sudana, 2017: Karyasuta, 2016: Prameswarini, 2022), novels (Thoyyibatunnisa, 2020), classroom (Zastika, 2020), speech (Roviqo, 2019).

Several researchers had analyzed characters on movies with politeness strategies proposed by Brown & Levinson theory (1987). Firmansyah (2021) and Trimandala et al. (2016) focused on main characters. These two studies report that positive politeness affects the main character in communicating with other characters. Furthermore, gender also influences the politeness strategies used by each character in this studies. Sari, Sili, and Setyowati (2017) revealed that the positive politeness strategies are often used by each character and it is influenced by the intrinsic payoff factor and relative power based on the interactions that occur between the characters. Ambarwati & Susilo (2021) analyzed three things, namely speech acts, politeness strategies, and strengthening pragmatic competencies. Directive act and Bald on record are the dominant strategies used by all characters in this movie. The researchers also revealed that socio-cultural factors, such as eye contact statements, body language, time and tempo of speech, intonation, and setting, can have a significant impact on analyzing politeness. Iswati, Murni, & Dirgayasa (2018), who studied politeness through protagonist

and antagonist characters, discovered a new theory that antagonists use politeness strategies to build self-image, provoke, and influence hearers with their speech. Therefore, the researcher concludes that positive politeness strategies are influenced by the interaction of the character's environment, gender, and the characters in the movie. The goal is to build a self-image. Based on the previous studies above, politeness strategies in movies need to be studied more in its subparts. Therefore, researcher examines positive politeness in main female characters in *Never Goin' Back* movie in this study.

In positive politeness, the speaker must meet at the appreciative gaze of the hearer. Positive politeness can be utilized to become closer to one another by implying similarity (Brown & Levinson, 1987). Good relationship have been established by performing positive politeness, whether one is meeting someone for the first time or already knows them (Mahayani, Udayana, and Rahayuni, 2018). Conversations in the same location could lead the way to closer relationships between people. According to Damayanti & Mubarak (2021), positive politeness strategies can also demonstrate an intimate connection between the speaker and the hearer. This strategy is essential for establishing positive relations between nations on a large scope. Therefore, the study of positive politeness strategies is crucial for understanding the closeness of an individual or group.

Furthermore, to focus more deeply on politeness strategies in movie, several researchers focused their studies about positive politeness strategies. Yuniarti et al. (2020) limited Patience Phillips's utterances. There were twenty data utterances

that were dominated by optimistic strategies and socio-cultural aspects of the character's use of these strategies. Pradnyani et al. (2017) had done research just to find out what kind of positive politeness characters use and use identity markers strategy in groups is a widely used strategy. Archia (2014) and Karyasuta (2016) revealed that positive politeness strategies became effective when used by the speaker to the hearer who have a close relationship and people are attempting to communicate or respond to criticism directed at them by others. Permadi (2018) did not find presuppose/ raise/ assert common ground and assert reciprocal in her research and exaggerate become the most strategy used by characters. However, all strategies found are influenced by the factors. In addition, Prameswarini (2022) focused on main male characters. She revealed that positive politeness can create harmonious relationships and mitigate negative face and factors that influence the use of strategies also depend on the place and conditions of the characters. The researcher can be concluded that social, culture, relation, and interaction between speaker and hearer influence positive politeness strategies in these studies.

Many researchers have focused on positive politeness strategies in characters in their research. However, few researchers have conducted on positive politeness in main characters in movies, especially on female characters. Thus, the researcher has tended to focus on Angela and Jessie as main female characters rather than on all characters in *Never Goin' Back* Movie. In addition, the researcher also tries to discover the factors that influence the use of positive

politeness strategies and to show that teenagers still show their politeness through the movie that is the subject of this research.

Never Goin' Back Movie attracts the attention of researcher to discover positive politeness through a movie because movies have the power to make meaning and display a reality, especially on teenagers. Nascimento (2019) argued that the potential to deliver a credible portrayal of modern interactions, emotion, and habits. In addition, movie has more chances to derive value from the historical and social realities of a broader landscape in order to utilize the findings of various disciplines (Ankaraligil & Kanlioglu, 2015). Movies can be used as a means to express real conditions that exist. An individual can more easily understand the meaning or message conveyed through a movie, especially interaction with the surrounding environment using positive politeness. In this movie, these two characters with friendship bonds interact with people with different backgrounds, such as their leader, the police, and their friends. Teenagers are generally easy to socialize and show intimacy with other people. Therefore, readers can understand how positive politeness is applied to teenagers by the interactions and conflicts in the movie.

The researcher uses theory positive politeness proposed by Brown & Levinson (1987). The aim of this research is to examine the positive politeness strategies and factors influenced the use of strategy uttered by Angela and Jessie as the main character in *Never Goin' Back*. In addition, the researcher also discusses the result with the previous result from other researchers to get explanation clearly.

1.2. Problems of the Study

The purpose of this study is to answer the questions and issues that relate to positive politeness expressed below:

- a. What are the types of positive politeness strategies used by Angela and Jessie in their words in *Never Goin' Back* Movie?
- b. What are factors influence Angela and Jessie to employ the positive politeness strategies?

1.3. Significant of the Study

This study aims to discover the positive politeness strategies and factors affecting the two main character's utterances. Therefore, the research should help increase linguistic comprehension of politeness strategies in general, especially the study of positive politeness strategies, and provide sufficient information on pertinent topic. In terms of practicality, this research aims to fill in the spaces in the previous sequence of studies on the politeness strategies, particularly concerning positive politeness strategies in media such as movies, speeches, talk shows, and novels. Additionally, this research is planned to support students of English Literature to comprehend positive politeness strategies and foster good relations in society through movies.

1.4. Scope and the Delimitation

In this research, the researcher concentrates on the positive politeness strategies proposed by Brown & Levinson (1987) on Angela and Jessie's utterances in *Never Goin' Back* movie in Angela and Jessie's utterances in Never

Goin' Back movie. The data is from the transcript of a movie that focuses on the main female characters' conversation. The researcher analyzes the types of positive politeness uttered by two main female characters and the factors (payoff and sociological factors) which are affected the positive politeness strategies used by the two main characters in *Never Goin' Back* movie.

1.5. Definition of the Key Terms

The researcher presents concise definitions of key terms to prevent misunderstandings about the study's concept.

- a. Positive politeness is a strategy to build a relationship between a speaker and the hearer by keeping the hearer's positive face.
- b. Face-threatening actions (FTAs) are utterances that compromise self-image of an individual.
- c. Angela and Jessie is the main female characters in the *Never Goin' Back* movie.

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CHAPTER II

REVIEW OF RELATED LITERATURE

In this section, the researcher discusses the theory associated with data analysis. This theory is assisted by studies relevant to comprehending the issue.

2.1 Politeness

Politeness is an act of society in which an individual behaves kindly in social interactions (Yule, 1996). Observing the characteristics of others is an example of politeness strategies. According to Brown & Levinson (1987), politeness strategies are used to reduce or prevent FTA (Face Threatening Acts), which the speaker refers to. It is a strategy to preserve the hearer's face by conveying words that are not unsafe to hearer's face, such as preventing and decreasing face-threatening communication activities (Brown & Levinson, 1987). The satisfaction of the hearer can be utilized for assessing solidarity. It can be accomplished by minimizing the hearer's negative expression and enhancing their positive face. Negative and positive needs are required to save face. Face Threatening Acts (FTA) can be referred to as both negative and positive expressions.

Brown & Levinson (1987) divided politeness strategies into four main categories. First, bald on record is a statement made directly to the public to achieve specific aims that fit your expression. The speaker has more authority than hearer, or when the threat is minor. Their observations are consistent with Grice's maxim of collaboration. For example, "lend me an eraser".

Second, bald off record refers to utterances that are not promptly addressed to others, as if they had been missed. If a speaker desires to engage in an FTA but

desires to avoid accountability for it, he is able to do so off the record and allow the addressee to understand it. This remark is usually utilized as "instructions" to accomplish a specific objective, as in "Oh, I overlooked to bring the car."

Third, Negative politeness is the opposite of on record, the speaker will show compulsion without focusing on the aspect of discomfort on the hearer's face. The most commonly used form of questioning is to emphasize the answer of the hearer, which indicates that she is uncomfortable or wants to be alone. For example, Roky asks, "Hey Nia, I know you always put so much work into your notes. Would it be okay if I copied them, just this once". This strategy emphasizes Nia's freedom to say no to Roky.

Furthermore, positive politeness is the strategy to fulfill the hearer's positive face. So, this strategy can make the hearer and speaker closer because the speaker shows his solidarity or friendship with his attention or act, which satisfies the hearer. For example, Nia asks Roky to copy his note. She appeals to Roky's positive face by appreciating and showing that Roky is a valued friend. "Hey Nia, good to see you, and I know you are very detailed and careful. Please help me out. That would be amazing."

The context of the situation of the speaker and hearer also influences the use of positive and negative politeness. We can create a condition where the speaker and hearer are good friends, or they just met a few weeks ago, whether they know each other's desired public self-image or not. So, depending on their relationship, if the speaker only met a few weeks ago, he wants to attract the hearer's positive face. Then the speaker prefers positive politeness strategies. Nevertheless, on the

other hand, if the speaker and the hearer are already good friends, then the speaker might use negative politeness strategies.

2.2 FTA (Face Threatening Act)

Everyone actually has a face. The meaning of face here is the self-image displayed to the public, so what kind of our appearance wants to show people. In conversation, this self-image of the speaker and hearer must be kept so that the person looks good. Therefore, the speaker must pay attention to the interlocutor's Face Threatening Act (FTA). Brown & Levinson (1987) stated that a face-threatening act is a speaker's utterance or action directed at the interlocutor and can threaten the interlocutor's self-image. FTA can be triggered when we want to talk to others about a problem or make a request to others. So, the speaker must consider the face of the interlocutor in a conversation. It is so that the discussion can be well preserved between the speaker and the hearer.

Furthermore, they also stated that two self-images are contained in an individual: positive and negative faces. First, a positive face means that people want to be seen as respected, appreciated, admired, and recognized by their interlocutors. Suppose a speaker intends to ask for help from a friend using a positive face. In that case, the speaker should build the conversation by showing that the speaker appreciates and knows the situation of the interlocutor. For example, Terney asks for significant help from Gery, an engine mechanic. She can say, "Gery, I want to ask you to repair my car engine. I am asking you because I know you are an engine expert. Of all the mechanics I've ever met,

nothing has been as satisfying as your work." With this conversation, the hearer will feel recognized and can help the speaker.

On the other hand, the negative face implies that a person wants independence, freedom to act, and freedom from enforcement. It means that the person wants to make their own decisions without having to be burdened by others. It sounds like I want to be alone. For example, Nadin is a busy and focused person on her work, but on the other hand, Nui needs her help to fulfill her needs. He can use a polite request without threatening Nadin's negative face. He can say, "Hallo Nadin, I want to ask your help to solve this formula for me. You can be free to say no. I know that you are busy, so if you have time and you can help me, it would be immeasurable thank for me". Here, Nui gives freedom to Nadin to decide her choice because she does not have an attachment to help him. So, positive and negative faces are needed by people for their self-image to be preserved. Those faces can avoid face-threatening actions. If one's face feels threatened, then the interlocutor will not get what he wants.

2.3 Positive Politeness Strategies

This strategy is designed for an individual with a positive attitude or an intention that is acceptable (Brown & Levinson, 1987). The strategy contributes to unified realm of shared goals and desires. Getting acquaintance with one another normally begins by the salutation, "Hey, man, what's up? I would be grateful if you could lend me a table." In addition, Brown and Levinson categorize positive politeness into the following fifteen strategies:

2.3.1 Notice, Attend to H (H's Interest, Wants, Needs, Goods)

In this strategy, the speaker considers the aspect of hearer's condition (noticeable changes, great ownership from the hearer, anything that looks as if the hearer wants the speaker to notice and approve). In this situation, the speaker needs to demonstrate his interest in the hearer to attract hearer's interest and obtain agreement. To comprehend the hearer's desires, the speaker must develop a close rapport with him. For example:

Andre : "The your red hair can make me fall in love."
Dini : "Really? I had just dyed my hair 2 days ago."

Here, Speaker (Andre) notices about new hair color of hearer (Dini) because Dini was seen shaking her hair as if she wanted to be noticed by Andre. The speaker attracts hearer's attention by saying "**your red hair**" which is positive politeness. It makes hearer feels satisfied and happy with the praise from the speaker.

2.3.2 Exaggerate (Interest, Approval, Sympathy with Hearer)

This strategy demonstrates the speaker's desire, agreement, and feelings, among other emotions. This strategy is implemented by employing intensified modifiers and enhancing intonation, stress, or other prosodic elements. For example:

Ann: "What a cool motorcycle! Are you ready to trip?"
Jes : "Really? I have been dreaming of this bike for a long time."

Speaker gives intonation or stress in his speech to show his interest. This makes hearer confident with the choice.

2.3.3 Intensify Interest to H

The talk is the speaker's support for this strategy. The strategy involves positioning the hearer at the center of the topics under discussion in order to engage hearer through his narrative. It can be used when the speaker is attempting to organize his discussion or story to keep the audience's interest. For example:

“I visited the orphanage, but what did I receive? They hugged me and thanked me. It moved me emotionally, and this is the experience why I enjoy giving to others, especially those in need.”

Speaker interests hearer with a experience to show his desire. This strategy is carried out to share interests in order to create a harmonious interest between them.

2.3.4 Use In-Group Identity Marker

Using several forms to express membership in a group, the speaker essentially claims that the hearer shares common ground that suits the notion of a group. Among these techniques is use of in-group: slang or jargon, address forms, ellipsis, and language or dialect. Through the presence of everyone as participants in the same group, this strategy shows the unity of the people. Approval or approval may depend on using a particular type of slang or jargon, address forms, ellipsis, and language or dialect.

- a. Address Forms: It includes close relations as children, love, colleagues, and family members. It is used to mitigate the speaker's necessary power over the hearer while establishing an intimate relationship between the speaker and the

hearer. For instance, "Yes, but, buddy. we're at work, okay? We will certainly bring it back."

- b. Use of language or dialect: Code-switching means to any change in a particular language or dialect to the other language in societies with two or more codes in their linguistic repertoire. Under a variety of conditions, dialects will emerge. For instance, this is comparable to the transition in English, from nicknames to full names,
 First call : "This is your money, Kevin."
 Second call: "Kevin Nugroho Alfiansyah, here is your money."
- c. Jargon or Slang: The speaker can reveal his associations and feelings by employing slang terms to describe something. It emphasizes the necessity for the speaker and hearer to communicate (in groups) based on the required object. For example: "My work is child's play."
- d. Llipsis: By using an incomplete sentence in what he says, the speaker may find common ground with the hearer. For example: "Do you have any extra cash?"

2.3.5 Seek Agreement

The speaker attempts to gain the interlocutor's agreement during the interaction process. If a speaker conveys pleasure to an audience, it indicates that he or she is seeking fulfillment. Throughout the interaction process, the speaker tries to communicate with the hearer. This strategy can be implemented in two ways.

- a. **Safe topic** : It allows the speaker to emphasize his accord with the interlocutor, thereby satisfying the hearer's need to be correct or affirm his viewpoint.
- Example: H: "Isn't your new hat an odd style!"
- b. **Repeating** : This strategy is able to be conveyed by restating a portion or whole of what S previously stated. Furthermore, this function can be used to exhibit an empathic agreement. For example:
- J : "Our father is going to buy mighty horse for you."
A : "Mighty horse is my dream pet."

2.3.6 Avoid Disagreement

To avoid disagreement, the speaker may choose one of the subsequent alternatives:

- **Token agreement** : It is a means of expressing rejection by perverting his words. It can be done to perform by using the phrase "yes... but." Example: "yes, it sounds good, but I have promise with my mother to take her to the market later in the afternoon."
- **Pseudo-agreement** : The word 'then' serves as a concluding marker. It signifies that the speaker has attained the conclusion of his or her argument. It was created in collaboration with the hearer. Example: "I am going to go to the temple at 12 a.m. then."
- **White Lies** : They could employ this strategy if the speaker intends to convey an argument. If the speaker prefers to tell his hearer the truth over

protecting his hearer's reputation by covering the disagreement, he must do so. Example: "You look good with that black necklace.."

- Hedging Opinion : When the speaker decides to be unclear about his opinions to prevent being seen as disagreeing, he renders the other person's opinion securely vague. Example: "In a sense, it's very organized like."

2.3.7 Presuppose/Raise/Assert Common Ground

This strategy typically employs small conversation to break the ice by expressing narratives, interests, and opinions that aim to strengthen friendships. The speaker can bring other topics before heading to the main topic as a bridging conversation to the other person. There are several ways to use this strategy:

- **Gossip or small talks:** It happens when both the speaker and the hearer interact with casual conversations or gossip about topics that are unrelated. The indicator is a point of accord that can be used to indicate that both the speaker and the hearer communicate the same viewpoint.

For Example: Oda: "Look, this guy married with horse. It is a little ridiculous, Rud!"

Rudi: "Yeah. That action is illogical."

Speaker and hearer had the same thoughts about the incident he had seen.

Oda and Rudi thought that the incident was beyond human reason.

- **(Speaker to hearer) Personal center switch:** This strategy is done when speaker speaks as if hearer, or both have equal knowledge of the topic being discussed. An example is the use of tag questions that are said by speakers.

Example: I have washed the dishes clean, haven't?

- **Time switch:** In this strategy, the speaker uses the present tense to pronounce sentences that happened in the past "vivid present". The speaker tells to hearer about his story indirectly.

Example: Riko says he loves your cook.

- **Place switch:** Proximal use is sufficient compared to distal demonstrative. The use of the pronoun "here, this" rather than "there, that". The use of this method allows the hearer to receive the words of the speaker. As this can show a sense of empathy or involvement.

Example: This was a amazing concert

- **Presupposition manipulations:** Speaker uses the word presupposition when S thinks that the thing being discussed is acceptable to hearer. It is used to fix the positive face.

Example: Won't you eat this bread, Rudi?

2.3.8 Joke

The speaker uses humor in his speech to emphasize a shared past or beliefs because the joke is based on shared experiences or principles between the speaker and hearer. The researcher employs this technique to adjust the Face-Threatening

Act. For instance:

Kiboy : "Justin, What makes the elephant so large?"

Justin : "What? I am unaware of that."

Kiboy : "Everything larger than the elephant is its cage."

With this strategy, Kiboy as the speaker shows his intimacy with Justin. They have same like-mindedness. So, the joke delivered by Kiboy can accept by hearer.

2.3.9 Assert/Presuppose Knowledge of Speaker, and Concern for Desires of Hearer

This strategy aims to show cooperation between the speaker and hearer. It can be reapplied to the hearer with gentle pressure. Before making a request, the speaker can make other words that the speaker is acquainted with and present something to the hearer to encourage the hearer to comply. For example:

The waiter forgot to serve the seafood that had shrimp in it. Roy recognized Malika's condition if she was allergic to prawns and there were prawns in the set menu they ordered.

Roy: "I know you have a shrimp allergy, so should I ask the waiter to bring this?"

Here, the speaker knows the hearer's condition with a shrimp allergy. So, the speaker tries to fulfill the hearer's wish by asking the waiter to bring that food.

2.3.10 Offer and Promise

Anything the hearer wants, the speaker is going to help them achieve it. The speaker uses this strategy to reduce the audience's potential reaction to certain FTAs. Example:

Nui : "No, Officer, I swear, I'll returned here!"
Officer: "Okey, I will keep your word."

From the example above, Nui (speaker) attempts to convince the officer (hearer) to let her go for a while to call her friend. She promises to come back again and does not intend to run away. With this promise, officer will believe to Nui's word.

2.3.11 Be Optimistic

This strategy assumes that the hearer has the same goal as the speaker. So, the speaker believes that the hearer will help in achieving something that the speaker requires. For instance:

Robert : "Darling, could I borrow you hair comb, my hair messy because of the wind."

Ani : "Yes of course, here it is."

Here Robert wanted to borrow his wife's comb before his friend's wedding. With this expression, Robert assumes that his wife would lend it to him because she also wants to see him presentable at the event.

2.3.12 Include Speaker and Hearer in the Activity

This strategy assumes that the hearer shares the same purposes as the solutions way to implement a collaborative approach is to involve both the speaker and the hearer in the activity. This strategy requires the speaker and the hearer to use "we." It shows that the speaker and the hearer are in the same group and that the speaker is capable of preserving the hearer's feelings. Example:

"Let's drink a cup of latte".

2.3.13 Give or Ask for Reasons

Another strategy for speaker to persuade hearer to participate in the same activities as him is to give or ask why he desires it. Complaint or critique is the things that underlie the speaker to do this strategy. The response from the speaker will see how the hearer responds, whether he wants to receive or not with the speaker's actions. For example:

Shalee :”Rudy, are you free this afternoon. I need you to accompany me to library”

Rudy :”My siblings will visit me this afternoon. My mom ask me to stay in home”

Based on the sentence above, the speaker does not receive the hearer’s invitation. To minimize the negative ace of hearer, the speaker gives his reason to Shalee.

2.3.14 Assuming or Asserting Reciprocity

Equal rights can be used to appeal or encourage cooperation between the speaker and the hearers. It indicates that the speaker will do something to compensate for the hearer's participation in collaboration. For example:

”Dad, could you help me to repair the car chain? I will help you sell car tires for a week”

Here, the sentence shows that speaker and hearer make equal agreement by assuming reciprocity. This agreement has advantages to each other.

2.3.15 Give Gifts to H (goods, sympathy, understanding, cooperation)

By complying with part of the speech partner's request, the speaker is able to keep their face with the hearer. The speaker employs positive politeness, not only

by gifts of goods (which indicate that the speaker is aware of a specific hearer's desires and desires to see them fulfilled) but also using interactions with others.

Example:

Charlie : "I am anxious I will fail this interview"

Gerald : "Do not worry, but you must prepare your answer"

Here, the speaker gives sympathy to hearer who feels anxious. The speaker is aware of hearer's condition and tries to make him confidence.

2.4 Factors Influencing the Applied of Politeness Strategies

The utterances of individual are affected by their environment and conditions. Therefore, the researcher also investigated the factors that influencing the use of politeness strategies. According Brown & Levinson (1987), these factors can be divided into payoff and sociological factors.

2.4.1 Payoff

Brown & Levinson (1987) stated that payoff has benefits for the speaker when he interacts with his interlocutors by applying politeness strategies. In positive politeness, speakers can get praise from their interlocutors because speakers minimize the threatening face aspects of the hearer. This makes the speaker will try to fulfill the desires of the hearer. With that effort, solidarity between speaker and hearer can be built well and mutually beneficial.

For example: "Let's have some burger"

According to the example above, the speaker reduces the FTA (demand) placed on the hearer by including himself as a competitor. The speaker demonstrates that he is also considerate of others.

2.4.2 Sociological Circumstances Factors

In this factor, Conditions influence threatening actions that emphasize the importance of the hearer's situation. This factor can influence sociological and politeness strategies. Brown & Levinson (1987) classify this factor into three variables: relative power, social distance, and rank of coercion. This factor contains a specific limited meaning.

2.4.2.1 Relative Power

Brown & Levinson (1987) characterize power as a social dimension with two distinct characteristics: absolute and relative. Life roles, such as employers and employees or patients and caregivers, can also be a source of relative influence.

Here, the level of politeness used is determined by the relationship between the speaker and the hearer. If the speaker has a lower status than the interlocutor, he will be more polite in his speech. To use the student and teacher analogy, for example:

Ancha: "Excuse me, Sir Dandy. Could I borrow this book for doing my task? "

Based on example, the status of Ancha is student and Mr, Dandy is teacher. So, relation between Ancha and Mr. Dandy is asymmetric. Here, it indicated that Ancha has lower stratus than Mr. Dandy. So, it makes Ancha to use politeness when he speaks with Sir Dandy.

2.4.2.2 Social Distance

Based on the logical factor, this factor analyzes the relationship between the speaker and the hearer. These variables may include position, gender, age, and closeness. This factor is evident in commonplace situations like friendships. If the relationship between the speaker and the hearer is intimate, politeness will be reduced. Conversely, if there is a significant distance between them regarding age and intimacy, the level of politeness applied is frequently employed. For example:

Jack: "Please excuse me, Sir. Would you please stand for a second? It's due to the fact that you're seated on my sister's toy."

Example here, the example shows that Jack wants to take his sister's toy which was seated by other people. He asks to the stranger to stand politely because Jack does not know the stranger and he does not want to threaten the face of his hearer. The relation between Jack and the stranger is not close because the two have not interacted with each other before.

2.4.2.3 Ranking of Imposition

It is a variable affected by culture and conditions. This variable also depends on the severity of face-threatening activities or the speaker's or hearer's wish for independence and approval (Brown & Levinson, 1987). Imposition ranking is classified as one of the factors influencing politeness strategies because some people are unable to accept some types of FTAs. Therefore, a person is more likely to use politeness in an urgent situation. An illustration would be when someone's transportation is dysfunctional. For example:

Ardan: “Pardon me, I apologize for bothering you, but could you assist me in pushing my car to the service shop? I'm rushing to get to the hospital.”

Based on the example, the car of speaker get has strike midnight and has urgent condition and need help for other. He sees only man who sits road side and asks help him to push his car. Due to an urgent situation, he had to ask the man for help because there was no one else around. He supposes to use politeness to achieve help for man.

2.5 Never Goin' Back Movie

A movie entitled Never Goin' Back debuted on August 3, 2018. Augustine Frizzell authored, produced, and edited the 2018 American stoner comedy Never Going Back. This movie has 1 hour 25 minutes duration. It portrays Maia Mitchell (Angela) and Camila Morrone (Jessie) as two broke adolescent waitresses who experience a series of misadventures while attempting to escape to Galveston for a vacation.

This movie tells the story of two teenage girls who are friends. Both are kicked out of school and work to earn money to meet their daily needs. As teenagers, they are sometimes careless and do not think long about making decisions. They experience difficult things in their around. They have an obstacle to achieving their dreams: Galveston Beach. The behavior of teenagers is reflected in them. Angela and Jessie were jailed for three days for alleged drug use. However, she was released by her brother and was able to return to her residence. As a result of the incident, both were fired from the restaurant where

they worked. In the end, they tried to find money by borrowing from their friends, even though they were sneaky. They used the money to go to the place of their dreams because they had booked it long ago. The influences of friends and siblings affect their journey to achieving their goals.



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CHAPTER III

RESEARCH METHODS

The section here presents methodology of research. It contains design of research, data of research, instrument of research, data source, and data collection.

3.1. Research Design

In the current research, the researcher applied a descriptive qualitative approach to analyze the utterances of Angela and Jessie as the main characters in the movies. According to Neuman (2014), the researcher must establish theoretical connections between concepts and ideas connected with data in qualitative research. Therefore, the researcher described his findings in the form of words with his own opinions in this method. The researcher collected the data, categorized them, developed an interpretation of the data, and then made the conclusion based on the data analysis. The researcher presented explanation regarding the subject of the study, including positive politeness strategies and factors influencing.

3.2. Data collection

3.2.1. Research Data

The data used for this study are extracted from utterances made by Angela and Jessie, the main female characters in the Never Goin' Back movie, which was published in 2018. The data was in the form of text (transcript), which was used in the research, and the data source was from the movie. The researcher focused on

the words of the two main female characters in positive politeness strategies when they interacted with each other or other characters in the movie.

3.2.2. Data Source and Subject of the Study

The data source of this study which examined positive politeness strategies came from main female characters in Never Goin' Back movie. The data was from all utterances of Angela and Jessie as the main characters which contain positive politeness strategies. The researcher focused on positive politeness strategies and factors that influenced the main character in choosing positive politeness strategies. The movie was released on 3 august 2018 and has duration of 85 minutes. .

3.2.3. Research Instruments

In this research, the main instrument used is the researcher because the researcher watched, collected, classified, analyzed the data, and described the research results by himself. Data is collected from the utterances of Angela and Jessie. In addition, researcher used a laptop as a supporting instrument to store research data.

3.2.4. Data Collection Technique

The researcher took data from the utterances of Angela and Jessie, The researcher watched movie, transcribed the speech for the data source, and selected the data from data source as follows:

- a. Watching the movie: the researcher watched the movie twice with English subtitles to understand the main female characters' conversation, and know the relevant subject with theory used.
- b. Downloaded English transcript at www.subdl.com in srt format.
- c. Converted transcript: the researcher downloaded transcript in srt format. Then, the researcher was helped by www.subtitletools.com to change transcript from srt format into word format.
- d. Watching movie and matching the subtitle: The transcript does not show the characters who say the dialogue. The researcher watched the movie again while matching the dialog with the conversations of the characters in the movie.
- e. Identifying data: the researcher identified all utterances from Angela and Jessie that contain positive politeness strategies. The researcher used codes to

Notice, attend to H (his interests, wants, needs, goods)	: NTH
Exaggerate (interest, approval, sympathy with H)	: EXA
Intensify interest to Hearer	: IIN
Use in-group identity markers	: UIM
Seek agreement	: SA
Avoid disagreement	: ADA
Presuppose/raise/assert commonground	: PRA
Joke	: JOK
Assert or presuppose Speaker's knowledge	: APS
Offer or promise	: OP
Be optimistic	: BOP
Include both S and H in the activity	: ITA
Give (or ask for) reason	: GAR
Assume or assert reciprocity	: AAR
Give gift to H	: GGIF

Figure 3.1: Coding for positive politeness

After the researcher had identified the type of positive politeness used, the researcher identified the factors that influence the use of positive politeness. The researcher provided highlights in the form to help identify.

Table 3.1 Coding For The Factors

No	Factors	Coding
1	Payoff	PAY
2	Relative Power	RP
3	Social distance	SD
4	Imposition Ranking	IR

It is an example implementation of the code used to identify the positive politeness strategies:

Ronald : “Sarah, I am getting some trouble with my laptop, so I can’t do my work and the dateline is 2 weekdays”

Sarah : “Oh dude, what a pity you are, I can lend you my laptop” NTH (SD)

- f. Selecting data: after matching the data, the researcher chose the utterances that indicate containing positive politeness strategies with highlighting it.

3.3. Data Analysis Technique

Data analysis was presented in several steps. There were identifying, classifying, describing, and concluding the data.

- a. Classifying

After the data identification process, fifteen types of positive politeness had classified by the researcher in table form. It was done to make it easier to analyze the data. Researcher used tables based on the subjects studied, namely Angela and Jessie.

Table 3.2 Classification of types of positive politeness data from Angela and Jessie, and factor influenced the used of strategies

Positive politeness strategies	The speakers		The factor influenced
	No	Angela and Jessie	
Notice, attend to H (his interests, wants, needs, goods)	1	Angela: 'I like your new cap'. NTH	SD
	2		
Exaggerate (interest, approval, sympathy with H)	3		
	4		

Here, the researcher classified the types of positive politeness strategies and the factors that affect the use of positive politeness by the two main female characters in table form.

b. Interpreting the data

First, the researcher explained the results of the data containing positive politeness and factors that have been identified and classified. The researcher explained the types of positive politeness strategies that are often used by two female main characters and factors that influence the strategy. The researcher used table form to interpret the data.

Table 3.3 Analysis table of positive politeness strategies on main female characters

No	Data	Types of positive politeness strategies	Factors	Interpret
1	<u>Jessie: Oh my cutiest</u> , I know that you want this vacation.	4. Use of in-Group Language: Use of language	RP

c. Drawing conclusion

The researcher showed conclusions based on the data that was found.



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CHAPTER IV

FINDING AND DISCUSSION

This chapter contains of two sub chapter. There are research analysis result which is entered in finding and discussion of the findings on positive politeness used by Angela and Jessie. In addition, this chapter provides the analysis of the factors influenced two main female characters' utterances.

4.1. Findings

In this research, the researcher answered the two problems related to positive politeness in this research. The first part discusses the positive politeness strategies used by Angela and Jessie's utterances in Never Goin' Back Movie. The second is about the factors that influence two main female characters in using the positive politeness strategies.

4.1.1. Types of Positive Politeness Strategies Used by Angela and Jessie

The researcher found that two main female characters used the positive politeness strategies in their conversation in the Never Goin' Back Movie. The researcher found thirteen of fifteen strategies proposed by Brown & Levinson (1987). The researcher analyzed Angela and Jessie's utterances and discovered forty eight data in this research. The diagram and explanation below provide more details about the types of positive politeness uttered by Angela and Jessie.

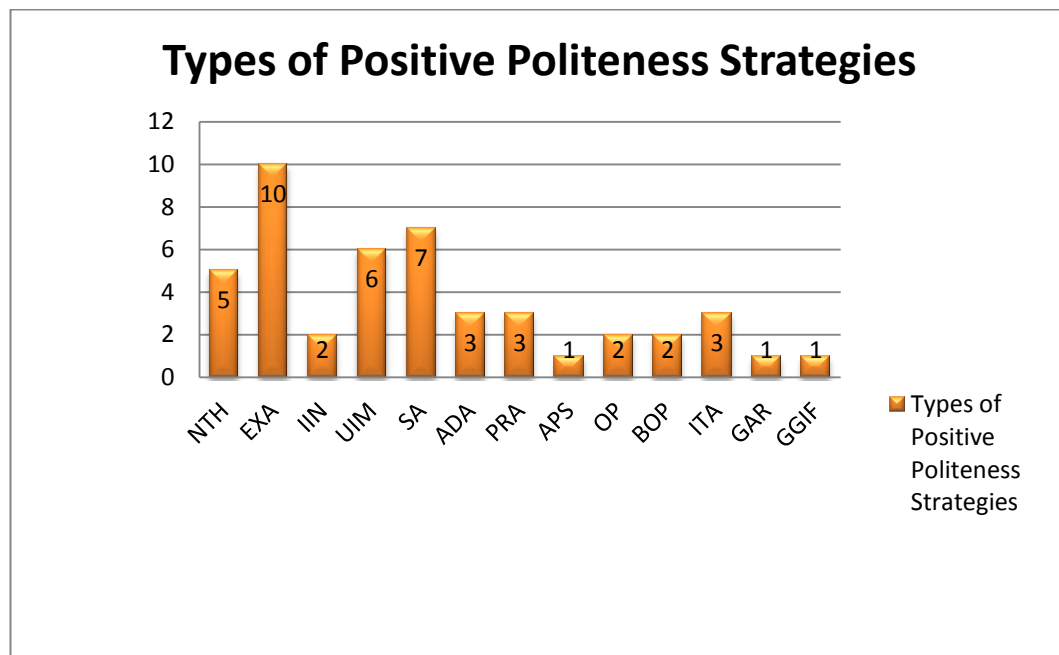


Figure 4.1 Positive Politeness Strategies of Angela and Jessie.

The types of positive politeness strategies discovered in the diagram above are thirteen strategies. The diagram above shows that "exaggerate" is the most used strategy by both main characters with 10 data. In second place, researcher found 7 data in "seek agreement" strategy. In third place is "use in-group identity marker," with 6 data found. 5 data in "notice attend to the hearer" strategy occupies the fourth position. Furthermore, there are types of strategies "avoid disagreement", "presuppose and assert the common ground", and "include both speaker and hearer" with 3 data. In the sixth position, the researcher found that "intensify interest to hearer", "promise", and "be optimistic" have 3 data. The researcher found that "Assert the speaker's knowledge and concern for hearer's wants:", "give a reason", and "give a gift to hearer" are the least strategies used by both main female characters with 1 data.

4.1.1.1 Notice to the hearer

In this strategy, the condition and situation of the hearer become factors that the speaker must realize. The speaker does something to get the hearer's attention through what he wants. With that, the speaker can show solidarity to make the relationship between the two closer. The researcher found 5 data in this research.

Data 1

Angela: "That, my dear, is where you will be turning 17 next week!"

Jessie : "What?"

Angela: "Yeah. There was a deal on Hotpons, so I went ahead and bought it, and we are going to Galveston for your birthday."

Based data above, the utterance of Angela is included first positive politeness strategies. The strategy is notice to hearer. Angela attracts Jessie's attention with remembering Jessie's birthday "That, my dear, is where you will be turning 17 next week!". Angela realizes that Jessie will grow older. So, she prepared a surprise for Jessie because she thought that Jessie wanted her birthday to be memorable. The use of the utterance makes Jessie interest and appreciate with Angela's word. Angela still explains their tour to obtain Jessie's agreement.

The context of conversation between Angela and Jessie is in bedroom. The conversation starts when Angela wants to give gif to Jessie. She gives a tour to Galveston beach for Jessie's birthday. Jessie was confused about what Angela says. She can prove with her saying "What?". But, Angela tells about what kind of activities that they can enjoy there.

Data 2

Angela: "Look, look, look. Here's the condo we'll be staying at, and it has a pool and a hot tub. And look, it's right on the beach. "

Jessie : "Holy sh•t, Ange. This is so nice, but how?"

Jessie : "I mean... Where'd you get the money for this?"

Based on the data above, the context shown in this conversation is Angela's explanation to Jessie about where they are going. Angela evidences the facilities around Galveston Beach. After explaining, Jessie realizes the place they will be going to interesting. Jessie says, "Holy sh•t, Ange, this is so nice" to show interest.

Angela, as the speaker, applies the first strategy of positive politeness, noticing to hearer's interest. Here, Angela tries to get Jessie's attention by showing her the tour facilities they will visit because she knows that Jessie needs information about where they were going. It is evidenced by her saying, "Here is the condo we'll be staying at, and it has a pool and a hot tub." With Angela's words, Jessie feels interested in her explanation.

4.1.1.2 Exaggerate

The first strategy that the researcher found is to exaggerate. The speaker can show his interest by demonstrating this strategy Brown & Levinson (1987). The utterances can add strengthened intonation and stress.

Data 3

Jessie : "Probably not, but either way, you cannot leave me alone here with these two, 'cause I will literally die."

Angela: "Jessie, I have told you, like, a hundred times, I'm not going anywhere without you, okay? When we move out, we move out together. Dolphies, dude."

The data above shows that Angela employs the second strategy of positive politeness, exaggeration. It is proven by Jessie saying first, "You cannot leave me alone here with these two, 'cause I will literally die." After that, Angela responds, "Jessie, I have told you, like, a hundred times, I'm not going anywhere without you." Angela expresses her feelings for responding Jessie's utterance that they would not separate and continue to be together everywhere. It shows that Jessie needs Angela by her side and vice versa.

Related to the data above, the context of the conversation that occurred between Angela and Jessie occurred in their room when they had just got home from work. They poured out their hearts about life in their home. Both of them promised to be with each other everywhere.

Data 4

Jessie : "I'm gonna kill you if you woke me up for no reason."

Angela: "No, you're gonna love me so much, dude. Come on".

In this data, the strategy used by Jessie and Angela is exaggerated. It can be seen from Jessie's words, "I'm gonna kill you". She wouldn't be right to kill her, but this sentence expresses her curiosity about why Angela woke her up. Angela also responds the curiosity of Jessie. Here Angela enthusiastically shows her surprise to Jessie. It is evidenced by the words, "you're gonna love me so much, dude. Come on". Angela uses this second strategy of positive politeness to show her feelings for what she said to attract the attention of the hearer.

The context of the conversation between Angela and Jessie is in Brandon's room. They accidentally fell asleep in that room. With a little joke from both of

them, Angela tries to tell Jessie her surprise. She assures Jessie that she will be delighted with the surprise.

4.1.1.3 Intensify interest to the hearer

The third strategy of positive politeness proposed by Brown & Levinson (1987) is intensify interest to hearer. This strategy can be applied by speakers and hearers when they interact with each other. The speaker uses narration in his conversation so the hearer seems in the middle. The researcher found that Angela and Jessie apply this strategy in their utterances.

Data 5

Jessie : "I mean... Where'd you get the money for this?"

Angela: "Okay, so don't freak out. Um, I used our rent money. But I already talked to Roderick, and he gave us almost every shift this week, so we'll totally make enough before we leave."

The speaker uses the third positive politeness strategy, namely, intensifying interest to the hearer. The speaker tries to put the hearer in a middle position that can generate the same agreement from the interlocutor. The speaker says it with her narration to get the attention of the hearer. It is performed by the speaker to build a discussion with the interlocutor.

The conversation contains a discussion about the origin of the money used for the trip to Galveston Beach. Jessie asked Angela about the money used to go on the trip. Angela answered that the money could come from their job for an entire week because she had asked her boss.

Data 6

Angela: "None, I'm sure."

Jessie : "No, obviously not, and yet this is still real-life shit that we have to worry about when we wanna wash our clothes. It's not only gross, it's fucking expensive. When we get our own place, the only thing that I care about is having a washing machine."

Angela: "Uh-huh."

Jessie : "When you turn 18 you should just, like, legally adopt me so we can go ahead and move out already."

Based on the data above, the strategy used by the speaker is to intensify the interest to the hearer. In this strategy, Jessie seems to put Angela in the middle of the conversation to get her attention through the narrative she builds. With the narrative explained Jessie hopes that Angela will understand the essence of what she is saying.

The conversation happened when Jessie and Angela needed to wash their work uniforms. It triggers them to discuss the first item they want when they have their own house: a washing machine. It is because washing machine rentals are expensive.

4.1.1.4 Use in group identity markers

In this strategy, the speaker reveals that he has a common ground with hearer. It is because they are bound to a relationship between individuals or groups. In positive politeness, a speaker can call with title or address name to hearer. In this research, the researcher found that speaker uses this strategy in their 6 utterances.

Data 7

Angela: "Yeah, but, dude, we're working, okay? So, we'll totally make it back."

Jessie : "I can't believe you didn't ask me about this."

Angela: "I wanted to surprise you, dude."

The context of the conversation above occurred in the room when Jessie asked where the money for the surprise came from. Angela answered they could get the money by working a week because she had asked her boss. Teenagers often use the word "dude" to show their closeness to and respect for their friends.

Based on the data above, the speaker uses the positive politeness strategies, namely, the use of in-group identity (address form). It is evidenced by the speaker saying, "Dude." The word "dude" is used by teenagers in the city. In the conversation above, "dude" is addressed to Jessie to show their close relationship.

Data 8

Angela: "That, my dear, is where you will be turning 17 next week!"

Jessie : "What?"

Angela: "Yeah. There was a deal on hot ponds, so I went ahead and bought it, and we are going to Galveston for your birthday. Surprise!"

The conversation above occurs when Jessie wants to know what Angela says about her surprise gift. Then, Angela called him "my dear" to calm her down and get her to pay attention to what she was saying. "my dear" often refers to a generic relationship between the speaker and the hearer. However, here the relationship between Jessie and Angela is a friendship. Jessie considers Angela part of her life even though they are not family-related, and vice versa.

The data above shows that the speaker uses the fourth positive politeness strategy. This strategy is the use of in-group identity markers; address forms. It is evidenced by Angela's words to Jessie "That, my dear." The speaker wants to show intimacy with the hearer and indicates that they are friendly and emotionally connected.

4.1.1.5 Seek agreement

In this strategy, the speaker tries to gain an agreement with the hearer. The speaker seeks agreement with a topic that makes the hearer agree with him or repeats his words to show his agreement. Therefore, there are two ways to implement this strategy: safe topic and repetition. In addition, the researcher found the two ways in this research.

Data 9

Jessie : "Ten shifts each?"

Angela: "Straight money. So, do you wanna go?"

Jessie : "Okay, yes. I wanna go."

Angela: "Are you sure? Because I really want us to go."

Jessie : "Yes, I'm sure. You know what ?"

The context of the conversation above occurs when Jessie is a little surprised by Angela's surprise and feels disappointed for not involving her. However, Angela tries to explain it and has found a way out to get money. Finally, Jessie agrees and seems happy because she thinks her friend has worked on it for her.

Angela uses the fifth positive politeness strategy, which is seeking agreement. She uses a safe topic to minimize the face threat from the hearer, Jessie. Angela has been trying to convince Jessie that they can go on vacation. Angela pressed Jessie again on whether she wanted to go on vacation. She does this to seek agreement with Jessie. Jessie, who did not want to disappoint her friend, agreed with Angela. It is also supported by Angela's capacity as Jessie's best friend, who knows a lot about Jessie, so the agreement can be reached between them.

Data 10

Angela: "Yeah? I've always wanted to go to California. Like, see all the mountains and the surfers. Venice Beach."

Jessie : "Oh! Venice Beach sounds so cool."

The conversation between Angela and Jessie takes place in the room. They are discussing their trip. They are thinking about where they want to go in California. They mention some places with destinations that they think are worth visiting.

Jessie applies positive politeness strategies, seeking agreement. The speaker uses this strategy to get the hearer's agreement in the interaction. Here, the word "Venice Beach" is said by Jessie with emphasis to show her interest in the topic they are talking about destination. Jessie repeats the word "Venice Beach" delivered by her interlocutor to show the same agreement on her thoughts.

4.1.1.6 Avoid disagreement

In this strategy, the speaker has a different view from the interlocutor.

Therefore, the speaker tries to make her point without offending the hearer's face by twisting the hearer's sentence.

Data 11

Jessie : "What time is it? Did I miss the alarm?"

Angela: "No, no, we're good, we're good. But you have to get up now 'cause I have something really, really awesome to show you. "

The above conversation is Angela's way of waking Jessie up so that she does not sleep anymore because she wants to tell her surprise to Jessie that can provoke

her to be interested in Angela's utterance. After Jessie wakes up, Angela can make her point.

The data above shows that Angela applies the avoid disagreement: token agreement strategy. She uses this strategy to save face and minimize the FTA of her interlocutor. With this strategy, Jessie, as the hearer, will not take offense to her being woken up too early.

Data 12

Jessie : "What? Dude, no. Okay. We go to Brandon's work, right? We ask him to give us the register money. He calls the cops, says that he got robbed, and the three of us split the cash."

Angela: "Jessie."

Jessie : "Yeah."

Angela: "Oh, my God. Dude. I'm so proud of you, but that is never gonna work 'cause Brandon's just not gonna do that. "

In the conversation above, Angela and Jessie are trying to find a way to get money because they do not have any extra money to bring home. Jessie suggested stealing from Brandon's workplace and sharing it with him, but Angela denied that Brandon would not want to do it.

Here, the speaker (Angela) tries to deny what her interlocutor (Jessie) suggests by not offending the hearer's positive face. It is evidenced by Angela saying, "I'm so proud of you, but that is never gonna work 'cause Brandon's just not gonna do that". she seems to agree with Jessie. However, she twists Jessie's sentence. It makes her think of another way. The strategy used by the speaker is avoid disagreement: token agreement.

4.1.1.7 Presuppose / assert common ground

Speakers often make small talk to begin their speech. It makes the hearer feel receptive to the speaker's words, which is a way in the positive politeness strategy. The researcher found three utterances of main female characters that perform this strategy.

Data 13

Jessie : "Roderick? Um, I think we have the stomach flu."

Angela: "We need to go home."

Jessie : "You know, he wasn't even mad, just, like, genuinely concerned."

Angela: "He 'roderick' was kinda mad, though. He has such a good heart, that Roderick. "

After three days of not working because they were in prison, Angela opens up about Roderick, their boss. They start thinking of ways to avoid getting warned or fired from their jobs. They think their boss will accept their excuse because he is kind-hearted.

The data above shows that the speaker uses positive politeness strategies: assert common ground. Jessie tried to make small talk with Angela about her boss "Roderick? Um, I think we have the stomach flu". Then it triggers Angela to express her thoughts about her boss. It shows the similarity of their perspectives on the nature of Roderick, their boss, when they want to explain the reason for their absence.

Data 14

Jessie : "And I don't know, we could go out to eat at, like, a really nice restaurant."

Angela: "Mmm-hmm."

Jessie : "Like, something overlooking the water."

Angela: "Yeah. Oh. And we could, like, spend the night on the beach, looking at the stars."

Jessie : "Listening to the waves ".

Here, Jessie tries to build a conversation with small talk with Angela. Angela is interested in the topic delivered by Jessie, responding well by expressing her opinion. They are imagining their activities around the beach when they are away from home and going to California.

This strategy used by Angela includes raising or asserting common ground. This strategy is the seventh strategy of positive politeness strategies. They are still discussing what they can do in California. They fantasize about relaxing on the beach while looking at the beautiful sky filled with stars.

4.1.1.8 Assert the speaker's knowledge and concern for hearer's wants

This strategy can be done by the speaker to the hearer using informal conversation. The topics discussed are sometimes unrelated. However, this strategy can show a common view between the speaker and the hearer.

Data 15

Jessie : "Okay! Ange, stop!"

Jessie : "Stop, okay? What do you wanna show me?"

Angela: "Okay, close your eyes. Okay, you can open them. "

The speaker uses the ninth strategy of positive politeness strategies proposed by Brown and Levinson. The speaker, Angela, wants to fulfill Jessie's desire to know her surprise. To show her cooperation, she told Jessie to close her eyes with gentle words to keep her positive face. The words are referred to Assert the speaker's knowledge of concern for the hearer.

The conversation context was when Jessie wanted Angela to tell her about the surprise immediately. Angela also told her to close her eyes and put the laptop before Jessie to show her surprise, a vacation trip. Here, Jessie tries to build a conversation with small talk with Angela. Angela is interested in the topic delivered by Jessie, responding well by expressing her opinion. This strategy used by Angela includes raising or asserting common ground, which is the seventh strategy of positive politeness strategies.

4.1.1.9 Promise

Speakers use their offers or promises to hearers with good intentions to reduce the potential threat of certain FTAs. The hearer can use this to fulfill the hearer's positive face.

Data 16

Roderick : "Don't give me a reason to have to call her in tomorrow, okay? Be here in the morning."

Angela : "We will come tomorrow."

The above conversation took place in Roderick's office. They saw Crystal working there to replace them. They also went to Raderick to explain why they were late to him. Raderick, who understood, gave the job back with term.

Roderick allows Angela and Jessie to get more working hours at the restaurant he leads. Then, they promise to come on time so that Crystal does not replace them.

Here, Angela uses a positive politeness strategy to promise her boss, Roderick. She does this to show her good intentions for the opportunity Roderick

gave her. With this utterance, the speaker can keep the hearer's positive face so that the hearer feels satisfied.

Data 17

Police : "Then maybe you wouldn't mind if we took a look around? Assess the damages? Ah. Well, well."

Jessie : "No, Officer, no one went back there, I promise you!"

The speaker here assures the police that there will be no more chaos in her house. Therefore, Jessie promises to avoid face threats from her interlocutors. The strategy used by Jessie is promising, which is the tenth type of positive politeness strategy.

The police, who received a report from Jessie's neighbor about the commotion in her house, came to their house and checked what happened. All the people gather in the living room, and the police question them and try to check each room. The two policemen discover a large glass and a powder in Jessie and Angela's room.

4.1.1.10 **Be optimistic**

In this strategy, speaker tries to convince hearer with their words, so hearer will do something that speaker wants because they will get common interests.

Data 18

Angela: "Not much. But hey, this is a weird question, but could we use your washing machine?"

Cedric : "What? Like, to do laundry?"

Angela: "Yeah, we just have to wash some stuff for work."

Cedric : "Oh, okay. Yeah, yeah. You know my g-ma's casa es su casa."

Angela and Jessie are at Cedric's house to come party and borrow his washing machine. They wanted to go because Kevin told them Cedric had a washing machine. Therefore, they wanted to come along. Cedric and Angela are old friends, and he has known Angela's condition for a long time.

In the data above, Angela's speech is included in the positive politeness strategy, which is optimistic. It can be seen from Angela's encouraging words that her interlocutor will do what she wants. Finally, Cedric, as a hearer, fulfills Angela's wish and lends it. It is because Cedric and Angela are old friends, and he has known Angela's condition for a long time. Therefore, he sometimes provides help to Angela. For this reason, when Angela wants to borrow his washing machine, Cedric lets her use it.

Data 19

Jessie : "Mmm, I think we have enough money to cover all of rent this month."
Angela: "Yeah, I think so. More than enough. "

In this conversation, Jessie and Angela consider how they can use the money. Jessie thought they could pay the rent for a month, and Angela agreed with Jessie's utterance because she also lives in the house and feels responsible for paying the rent.

Here Jessie uses the eleventh positive politeness strategies be optimistic in her utterance to Angela. She does this because Jessie assumes that Angela must have the same thoughts about the usefulness of the money earned. In this case, Angela also helps Jessie to do what she wants. Angela maybe think that Jessie says for their togetherness.

4.1.1.11 Include both speaker and hearer activity

This strategy can be applied by involving the speaker and hearer in an activity to show cooperation. It can be addressed with the pronouns "we" or "let's" in the speaker's speech.

Data 20

Angela: "I'm really sorry all this is happening."

Jessie : "What? Angela, hell no. Look, all of this shit is 100% my brother's fault, okay? And whatever ends up happening, he has to deal with it. You and I are going on this trip, and we're gonna see so motherfuckin'dolphins, smoke some motherfuckin' ganja and eat some motherfuckin' doughnuts on the beach."

The researcher found that the speaker (Jessie) uses the including both speaker and hearer in the activity strategy. It is evidenced by the pronouns "I and you" and "we". It shows that the speaker wants to invite the hearer to do the same activity and indicates their solidarity.

The context shown in the conversation is Jessie trying to cheer up Angela, who feels that day is her worst day. Jessie says that they will go on vacation no matter what happens to them.

Data 21

Jessie : "No, not at all, because technically, we're helping him not get evicted.

Do you see what I'm saying? He's gonna forgive us."

Angela: "Yeah. I love you right now! Yes, let's go! "

Here, the researcher has identified that the speaker (Angela) uses the strategy of including both the hearer and speaker in the activity in her utterance, "Yes, let's

go!". The utterance indicates that the speaker invites the hearer to do the agreed-upon activity.

The above conversation occurred when they planned to come to Brandon's workplace to borrow money and ask for some food. They had planned and agreed on a scheme to get Brandon to give them the money.

4.1.1.12 Give reasons

In this strategy, speaker tries to show his cooperation with hearer. This strategy occurs when hearer wants to know about speaker's purpose and why he does the action.

Data 22

Jessie : "What? Are you serious? You used your rent money for this?"

Dustin : "Yo, that's how selling works, man."

Dustin : "You gotta have money to make money."

Angela: "Guess what. We don't even have our own rent money. So we can't help you."

The speaker (Jessie) shows that she uses the strategy of giving reason to her interlocutor (Brandon). The utterance, "Guess what. We don't even have our own rent money. So we can't help you," said Jessie to tell her brother that she does not have extra money, so she cannot lend him money. It is done to minimize the threat of face from the hearer and avoid disputes.

Brandon, who picked up Jessie and Angela from the police station, opened the conversation by saying that he needed money for his business and wanted to borrow it from Jessie. However, Jessie, who has no more money, cannot fulfill Brandon's wish.

4.1.1.13 Give-gift to hearer

The strategy found in this study is giving gifts to the hearer. The speaker can be used to satisfy the hearer's positive face by giving him a gift. It can indicate the speaker's concern for the hearer.

Data 23

Jessie : "What?"

Angela: "Yeah. There was a deal on Hotpons, so I went ahead and bought it, and we are going to Galveston for your birthday. Surprise!"

Jessie : "Oh, my God! Are you serious?"

Angela: "Yeah."

Jessie : "Oh, my God!"

Based on the data above, Angela uses the fifteenth strategy of positive politeness, namely giving gifts to the hearer. It is evidenced by the sentence "...we are going to Galveston for your birthday. Surprise!" to Jessie. With this sentence, the hearer feels satisfied because the speaker remembers her birthday and gives a gift as congratulation.

Angel and Jessie are in their room when Angela tries to tell Jessie about her surprise. Jessie initially did not believe Angela's words. However, Angela proves it by showing her proof of purchase.

4.1.2 Factors that Influenced The Main Female Characters in Using Positive Politeness Strategies

In this section, the researcher discusses the factors that Influence main female characters' utterances. There are two factors proposed by Brown & Levinson (1987, namely payoff (PAY) and sociological circumstances: relative power (RP), social distances (SD), and ranking of imposition (IR). Based on the data result, the

researcher found payoff and sociological factors that influenced Angela and Jessie in applying positive politeness strategy..

The researcher found that the payoff factor influences 7 utterances or 15% of data and sociological circumstances influences 39 utterances or 85% of data. The sociological circumstances are divided into social distance factor with 30 data, relative power factor with 3 data, and ranking imposition with 6 data.

4.1.2.1 Payoff

In this factor, speaker can take the advantages by applying the positive politeness strategies. By using positive politeness strategies, the speaker can be appreciated for honesty, indicating that he genuinely believes in what he requires, for being outspoken, for avoiding misunderstanding, and for being able to minimize FTA.

Data 24

Jessie : "We're gonna swim with them in the ocean every day."

Angela: "We'll pretty much be dolphins."

Jessie : "I'm so excited."

Jessie and Angela were talking about their trip. They who finally get the money for their travel needs look happy and enthusiastic to see dolphins in their tourist destinations. Angela, who gave Jessie a surprise, explains the activities they can do. Jessie, who heard that was happy and flattered her by showing her enthusiasm.

The payoff is a factor that influences the speaker to use positive politeness strategies. The speaker [Angela] wants to receive good praise or rewards from her

interlocutor [Jessie] and keep a positive face. She gets this from Jessie's expression of enthusiasm for her gift. It can keep their relationship as an additional reward,

Data 25

Jessie : "What?"

Angela: "Yeah. There was a deal on Hot pons, so I went ahead and bought it, and we are going to Galveston for your birthday. Surprise!"

Jessie : "Oh, my God! Are you serious?"

Angela: "Yeah."

Jessie : "Oh, my God!"

Angela and Jessie are in their room when Angela tries to tell Jessie about her surprise. Jessie initially did not believe Angela's words. However, Angela proves it by showing her proof of purchase.

The factor that influences speakers in using the positive politeness strategy is social distance. The friendly relationship that is attached between the speaker and the hearer causes the speaker to want to give a gift as a birthday greeting. With this surprise, the hearer felt that the speaker appreciated his presence.

4.1.2.2 Sociological Circumstances Factors

a) **Relative Power**

In this factor, the position between the speaker and the hearer makes a difference. Their power and authority will determine how positively they use politeness. Alamanda (2020) argues that Asymmetric relationships underlie speaker and hearer using positive politeness strategies. This relationship exists within a company or organization structure, such as leaders and employees.

Data 26

Police : "Then maybe you wouldn't mind if we took a look around? Assess the damages? Ah. Well, well."

Jessie : "No, Officer, no one went back there, I promise you!"

The police, who received a report from Jessie's neighbor about the commotion in her house, came to their house and checked what happened. All the people gather in the living room, and the police question them and try to check each room. The two policemen discover a large glass and a powder in Jessie and Angela's room.

The factor that influences speakers using this strategy is relative power. It is because the police have more authority over them. So, it indicates that Jessie has a lower position than the police. Therefore, Jessie uses a positive politeness strategy in her words to minimize the negative face of her interlocutor.

Data 27

Roderick : "Don't give me a reason to have to call her in tomorrow, okay? Be here in the morning."

Angela : "We will come tomorrow."

Angela and Jessie explain to Roderick why they are late and ask for more hours. Roderick allows Angela and Jessie to get more hours at the restaurant he leads. Then, they promise to show up on time so that Crystal doesn't replace them.

The factor that influences the speaker in the use of strategy is relative power. The data in the movie shows that Angela is an employee of Roderick. It shows that the status between them is different. The speaker has a lower position than the interlocutor, so she must use polite language and obey her boss's words.

b) Ranking of Imposition

The last factor of the sociological factor is the ranking of imposition. This factor is based on actions that are face-threatening or influenced by situational conditions. This factor also involves the context between the speaker and the hearer. So, the more urgent the speaker's requirement is, the higher the use of politeness will increase.

Data 28

Jessie : "Look..."

Jessie : "Brandon, I am so sorry, like."

Angela : "Yeah."

Jessie : "I know he's my brother, but we had nothing to do with this. "

Brandon: "What was that about rent? Does he not have it?"

The context of the conversation occurred when Dustin and his friends had left after trying to rob Brandon's workplace, but it failed because Jesse and Angela were there and knew the robber's voice was Dustin. Jessie was here trying to apologize for her sister's name and clarify that she and Angela were not involved.

The factor that influenced Jessie in using positive politeness strategies is the imposition of ranking. The pressing and uncomfortable situation between the two of them with Brandon is due to the behavior of Dustin, Jessie's younger brother.

Therefore, Jessie apologizes and politely explains that they are not part of Dustin's action.

Data 29

Angela: "Ma'am? Ma'am, excuse me. Um, we have to call our work. Can we please borrow your phone? It'll just take a second. Can you hear me? We don't have any quarters!"

The context shown in Angela's words is when she and Jessie were in prison for alleged drug use. Angela wants to get the chance to ask her friend for help by calling her friend. She asks the police to lend him his phone for a moment.

Here, the rank imposition factor affects the speaker's utterance. It is because there is only one policewoman on duty that night. On the other hand, Angela wants them to get out immediately by asking their relatives for help over the phone. With these conditions, she must ask the policeman for help to lend her cell phone. She uses her politeness so that the speaker's wishes are fulfilled. With politeness, the speaker can minimize the negative face of the hearer.

c) **Social Distance**

Social factors are influenced by the friendship relationship between the speaker and the hearer. This factor is in status, age, or intimacy between the two. Prameswarini (2022) stated that negative politeness would be chosen if the speaker and hearer have a distant relationship. It is directly proportional. If the two have a close relationship, the use of positive politeness will be lower.

Data 30

Angela: "Oh, I'm so excited. Are you happy? "

Jessie : "Happy? I'm obsessed with this trip. I can't stop thinking about it."

Angela: "I know. Me too. It's gonna be the best time."

The context of the conversation above is in Jessie and Angela's room. The two of them, who had just returned from work, discussed the trip they were going to do. Both of them seemed very excited about the trip they were going to do. To Angela's surprise, Jessie, Angela's best friend, applies a strategy of positive

politeness to show her feelings for Angela. Angela and Jessie seem enthusiastic about the topic they are talking about, and they express their feelings excessively. The use of this strategy is based on their intimacy as friends. This intimacy is included in the social distance factor. This factor is selected due to the frequency between them, and the age gap between them is pretty close. The informal situation makes it easy for both of them to convey their opinions to each other.

Data 31

Angela: "Yeah, but, dude, we're working, okay? So, we'll totally make it back."

Jessie : "I can't believe you didn't ask me about this."

Angela: "I wanted to surprise you, dude."

The context of the conversation above occurs in the room when Jessie asks where the money for the surprise came from. Angela replied that they could get the money by working a week because she had asked her boss. Angela's disclosure of the topic is done informally due to the intense interaction between them, so the use of politeness conveyed to Jessie is low. The factor that influences speakers is social distance. It is because speakers have a close relationship with hearers, namely friends. Therefore, to show solidarity with hearers, speakers use the greeting "dude" to hearers.

4.2 Discussion

Language and politeness are related to good communication. It is intended that the hearer can notice and understand the words of the speaker so it can create a sense of respect between the two. From this communication, the speaker and hearer can know the purpose of their actions which can improve a relationship or

create a distance due to actions before communication is established. Politeness is an aspect that must be considered because it can have an impact on the face of the hearer. According to Brown & Levinson (1987), politeness is divided into four strategies: bald on record, bald off record, negative politeness, and positive politeness.

This research discusses the positive politeness strategies proposed by Brown & Levinson (1987) and the factors that influence Angela and Jessie as the two main female characters in interacting with other characters in the movie. Positive politeness strategies have a significant role in establishing a relationship through communication. Yuniarti et al. (2020) revealed that positive politeness presents an offer to establish friendship and treats the interlocutor as a friend by not threatening his face.

In this study, the researcher found that Angela and Jessie applied 13 strategies from all positive politeness strategies. The strategies of exaggerate, use in group identity markers, and seek agreement are the strategies that occupy the top three frequencies often used by speakers in order. It indicates that Angela and Jessie prefer to express their utterances exaggeratedly and show solidarity to save face from their hearers. This exaggerated utterance is influenced by the character's characteristic of expressive behavior. Angela and Jessie often communicate topics about their desires. In line with this research, research conducted by Permadi (2018) showed that positive politeness strategies are used to maintain the positive face of the hearer. It is evidenced by the results of his research that the exaggerate strategy is the most widely applied by speakers. In addition, Pradnyani et al.

(2017) and Yuniarti et al. (2020) , who examined the characters in a movie, mentioned that the use of positive politeness makes it easier to interact with interlocutors because the use of sentences pays attention to and agrees with the needs of the interlocutors to create solidarity. It is evidenced by the fifth positive politeness strategy, "seek agreement," found in this analysis. Therefore, the researcher can conclude that the speaker wants to show her friendship by expressing her feelings and getting agreement from her interlocutor in using these strategies.

The use of positive politeness strategies are not detached from the factors that influence it. Brown and Levinson (1987) stated that there are two factors: payoff and relevant circumstances, which included the ranking of imposition, relative power, and social distance. All factors that affect the main female characters were also found in this study. Meanwhile, social distance is a factor that often influences Angela and Jessie in their conversations. Some of the factors that appear can indicate why Angela and Jessie use these strategies. The influence of the payoff factor on the two main female characters is that the speaker receives praise for what they say to the hearer because they try to fulfill the hearer's wishes. While in some factors included in sociological circumstances, the speaker's words often show a sense of solidarity with the interlocutor because it is influenced by the social distances factor where they are relatively the same age. It is the same as stated by Prameswarini (2022) that the speaker uses positive politeness strategies if he has a close relationship with the hearer. Meanwhile, the relative power factor is behind the use of positive politeness strategies because of

the difference in status at work and to maintain the positive face of the hearer.

Then, imposition ranking affects the speaker because the speaker is in an urgent situation and wants to fulfill her wishes. It follows Alamanda (2020) that the rank of imposition factor is more concerned with self-image.

There are differences between the results of this research and previous research (Prameswarini, 2022; Thoyyibatunnisa, 2020), which examined the main characters. The research from Prameswarini (2022), which examined the main male characters, found that jokes and seeking agreement are the strategies that appeared most in her research. It is because the speaker creates a harmonious relationship by minimizing the negative face of the interlocutor. Differences also occur from the factors influencing the main characters' use of these strategies. In her study, Payoff and relative become frequent factors because vocalists have more authority on stage. Furthermore, the research of Thoyyibatunnisa (2020) examined two main characters of different gender and found that the twelfth strategy is the strategy that appears the most. It is because the speaker wants to appreciate and cooperate with the hearer. In addition, the most prominent factor in her research is payoff. It indicates that the speaker wants to benefit from the hearer. From the differences from previous studies, it can be concluded that male characters want to show their closeness with some jokes and cooperation. In contrast, women show their closeness by expressing their feelings exaggeratedly.

Generally, the positive politeness strategies can be used to show an invitation to friendship with the hearer. Speakers can apply these strategies by expressing their feelings to respect the hearer. The close relationship between the speaker and

the hearer can ensure understanding in conveying her point to the hearer. A good relationship will be preserved if the communication runs smoothly and respects each other.



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CHAPTER V

CONCLUSION AND SUGGESTION

This section is divided into two parts, which are conclusion and suggestion. The researcher explains the result of the research and gives suggestion or recommendation for the next research.

5.1 Conclusion

Based on the analysis before, the researcher can conclude that Angela and Jessie, as main female characters, apply positive politeness strategies in their conversation, and the use of positive politeness strategies is influenced by payoff and sociological circumstances factors. The researcher discovered 46 data from Angela and Jessie's utterances.

The researcher discovered thirteen strategies from fifteen strategies proposed by Brown & Levinson (1987). There are noticing to hearer with 5 data, exaggerating with 10 data, 3. Intensify interest to the hearer with 2 data, using group identity markers with 6 data, seeking agreement with 7 data, avoiding agreement with 3 data, raising or asserting common ground with 3 data, Asserting the speaker's knowledge and concern for the hearer wants with 1 data, promising with 2 data, being optimistic with 2 data, including both speaker and hearer in activity with 3 data, giving reason with 1 data, giving a gift to hearer with 1 data. In addition, exaggerate strategy becomes the most frequent strategy in this research. It indicates that the speaker wants to reveal her feeling and save the positive face of the hearer.

Related to the positive politeness strategy found in this study, the factors influence the utterances of Angela and Jessie in applying these strategies. These factors are the payoff, social distances, relative power, and imposition of ranking. Social distance is the highest factor influencing their utterances, with 32 data. Besides, 3 data is relative power, 6 data is ranking of imposition, and 7 data is the payoff. The speaker applies payoff and sociological circumstances to minimize misunderstanding and show closeness between speaker and hearer.

The research shows that teenagers still utilize positive politeness strategies in their utterances in their environment. It indicates that they want to establish their relationship with the speaker by showing similarities in some activities.

5.2 Suggestion

The researcher would like to convey suggestions that might be considered for further research regarding politeness strategies. This research focuses on positive politeness strategies on the subject above. First, if future researchers want to take the same issue with politeness strategies, they can investigate negative politeness. It is because of the possibility of another type of politeness strategies that could become the dominant strategy in the issue. Second, researchers can examine positive politeness strategies in adolescents with different background from this research.

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