

**AN ANALYSIS OF POSITIVE POLITENESS STRATEGY USED BY
CHARACTERS IN "MEMOIRS OF GEISHA" NOVEL**



THESIS

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By

Maisaroh

Reg. Number: A03211059

ENGLISH DEPARTMENT

FACULTY OF LETTERS AND HUMANITIES

STATE ISLAMIC UNIVERSITY OF SUNAN AMPEL SURABAYA

2015

DECLARATION

Name : Maisaroh

NIM :A03211059

This thesis contains materials which have been accepted for the award of Sarjana degree of English Department Faculty of Letters and Humanities UIN Sunan Ampel Surabaya. And to the best of my knowledge and belief, it contains no material previously published or written by other person except where due reference is made in the text of the thesis.

Surabaya,

Writer,



Maisaroh

A03211059

Approved to be examined

Surabaya,

Thesis advisor

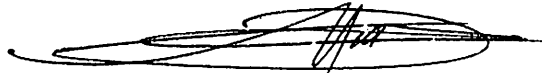


Dr. Mohammad Kurjum, M.Ag

NIP. 196909251994031002

Acknowledged by

Head of English Department



Dr. Mohammad Kurjum, M. Ag.

NIP. 196909251994031002

ENGLISH DEPARTMENT
FACULTY OF LETTER AND HUMANITY
STATE ISLAMIC UNIVERSITY OF SUNAN AMPEL SURABAYA

2015

This thesis has been approved and accepted by the board of examiners of English Department,
Faculty of Letters and Humanities, UIN Sunan Ampel Surabaya.

Surabaya, 18th June 2015

Dean



Dr. H. Imam Ghazali, M.A
NIP. 196002121990031002

The Board of Examiners

Head of Examination

Dr. Mohammad Kurjum, M.Ag
NIP. 196909251994031002

Secretary

M. Thoricussud, M.Pd
NIP. 198011182009121002

Examiner I

Prof. Dr. Hj. Zuliati Rohmah, M.Pd
NIP. 197303032000032001

Examiner II

Muhtarom, M.Ed, Grad DipTesol
NIP. 196512201992031005

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ABSTRACT

Maisaroh, 2015, Positive Politeness Strategy used by characters in *Memoirs of Geisha* novel. Thesis. English Department. Faculty of letters and Humanities. State Islamic University of Sunan Ampel Surabaya.
Advisor: Mohammad Kurjum, M. Ag

Key Words: Pragmatics, Positive Politeness strategies.

This study analyzes the Positive Politeness Strategies used by character in *memories of geisha* novel. The problems proposed are: (1) what kinds of positive politeness strategies are used by the character in *Memoirs of geisha* novel? (2) What factors influence the characters to apply those strategies in *Memoirs of geisha* novel? The source of data is *memories of geisha* novel which is written by Arthur Golden

The researcher uses descriptive method because she takes written material to be analyzed, which is in the form of novel. In addition, she uses descriptive analysis technique because she wants to make data description about the problems and through descriptive analysis the researcher tries to supply a better understanding about positive politeness strategy in *Memoirs of Geisha* novel. In collecting the data, the researcher takes the following steps: (1) choosing a novel, (2) reading the novel, (3) noticing the utterance contains refusal expressions (4) classifying the data. Then, in data analysis, the researcher takes some procedures, they are: (1) identifying the data, (2) classifying the data, (3) determining the data into each type of positive politeness, (4) describing the factors influencing the use of positive politeness.

After analyzing the novel, the researcher finds out the types of positive politeness which are used. Based on the data that have been analyzed, the researcher finds five types of positive politeness, They are strategy 4 namely use in-group identity marker, In strategy 10 namely offers / promise, strategy 11 namely be optimistic, strategy 12 namely include both the speaker and the hearer in the activity and strategy 13 namely give (or ask for) reasons. The most dominant of type of positive politeness that is used by the characters in this novel is strategy 13 namely give (or ask for) reasons.

INTISARI

Maisaroh, 2015, Positive Politeness Strategy used by characters in *Memoirs of Geisha* novel. Thesis. English Department. Faculty of letters and Humanities. State Islamic University of Sunan Ampel Surabaya.

Advisor: Mohammad Kurjum, M. Ag

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Key Words: Pragmatics, Positive Politeness strategies.

Penelitian ini menganalisis tentang strategi kesopanan positif yang digunakan oleh karakter dalam novel memoirs of geisha. Ada dua rumusan masalah dalam penelitian ini. (1) macam-macam strategi kesopanan positif apa yang digunakan oleh karakter dalam novel memoirs of geisha? (2) faktor apa yang mempengaruhi karakter dalam novel memoirs of geisha menggunakan strategi kesopanan positive? Sumber data yang digunakan adalah novel memoirs of geisha yang ditulis oleh Arthur Golden.

Peneliti menggunakan metode deskriptif karena penulis mengambil bahan tertulis untuk dianalisis, dalam bentuk novel. Selain itu, penulis menggunakan teknik analisis deskriptif karena penulis ingin membuat deskriptif data tentang masalah dan melalui analisis deskriptif peneliti mencoba untuk menyediakan pemahaman yang lebih baik tentang strategi kesopanan positif dalam novel memoirs of geisha. Dalam pengumpulan data, peneliti mengambil langkah-langkah berikut: (1) memilih novel, (2) membaca novel, (3) memperhatikan ucapan yang mengandung ekspresi, (4) mengklasifikasikan data. Kemudian dalam analisis data, peneliti mengambil beberapa prosedur, yaitu: (1) mengidentifikasi data, (2) mengklasifikasi data, (3) menentukan data masing-masing jenis kesopanan positif, (4) menjelaskan faktor-faktor yang mempengaruhi penggunaan kesopanan positif.

Setelah menganalisis novel, peneliti tahu jenis kesopanan positif yang digunakan.

Berdasarkan data yang telah dianalisa, peneliti menemukan lima jenis kesopanan positif, yaitu: strategi 4 yaitu menggunakan penanda identitas kelompok, dalam strategi 10 yaitu penawaran/ janji, strategi 11 yaitu optimis, strategi 12 yaitu mencakup pembicara dan pendengar dalam kegiatan dan strategi 13 yaitu memberikan (atau meminta) alasan. Strategi dominan adalah strategi 13 yaitu memberikan (atau meminta) alasan. Yang paling dominan dari jenis kesopanan positif yang digunakan oleh karakter dalam novel ini adalah strategi 13 yaitu memberikan (atau meminta) alasan.

CHAPTER I

INTRODUCTION

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In this chapter, the researcher presents the background of the study which contains the reason why the researcher chooses this title in her study, the statement of problems that are analyzed in this study, the objective of the study which describes some significant things of this study to the readers and also to the researcher herself, scope and limitation of the study, and definition of key terms to define some terms used in this study.

1.1 Background of the study

As human beings, people need language for interaction in their community to transfer their ideas without any misunderstanding one to others. However, it seems impossible for people to interact with others without language in their daily life. By language, people can express their feeling, opinions, ambitions, willing and others. It means that language is one of the ways used by people to explore their ideas related to the real life in their daily communication. According to Steven Brown Salvatore Attardo (2000: 13) Language is made of sounds. In other words, we communicate using sounds that somehow carry meanings. How this is accomplished is fairly complex. Human have a method for communication and interaction using language. There are many kinds and types of language, for example is conversation. Conversation used by speaker has different meaning and different aim.

Communication has an important role in our life. According to Gartside communication is the art of sharing anything. In its vital sense it means a sharing of ideas and feelings in a mood mutual understanding (1986:1). Thus, people can cooperate with each other when they communicate just as they do in any other shared activity. Communication is usually defined as conversation, namely for sending and receiving message. If the message cannot be received it means that communication does not work well. In order to make communication run in harmony, the hearer should know the speaker's aim. Moreover, everyday we adapt our conversation to different situations. Among our friends for instance, we can easily say something that would be seen discourteous among strangers and we avoid over formally with our friends. In both situations above we try to avoid making the hearer embarrassed and uncomfortable.

Edward Sapir (in Florian Coulmas 1998: 33). States that "everyone knows that language is variable." Variability in language is within everyone's experience of using and listening to language, and most people show some degree of interest in it. Thus, people can cooperate with each other's when they communicate just as they do in any other shared activity. Therefore, Wardhaugh (2006:2) states that language is when two or more people communicate with each other in speech; we can call the system of communication that they employ a code. Communication is usually defined as conversation, namely sending and receiving message. If the message cannot be received, it means that communication does not work well. In order hand, to make

communication run in harmony, the hearer should know the speaker's aim. Therefore, everyday people use conversation in different situation among people.

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Politeness is an important subject matter in a communication. Politeness is behaving in a way that attempts to take into account the feelings of the people being addressed. In this case, the speakers try to avoid embarrassing other person, or making him feel uncomfortable. Being polite is trying to determine what the appropriate things to say to someone else are and what ones are not to (Holmes, 1992:296-297) thus, politeness refers to the situation where we respect the others to whom we speak. It is truly significant in our daily communication in order to make a good relationship with our society.

Politeness in general terms as having to do with ideas like being tactful, modest, and nice to other people. In the study of linguistic politeness, the most relevant concept is 'face'. Your face in pragmatics is your public self-image. This is the emotional and social sense of self that everyone has and expects everyone to recognize (Yule, 2006:119). Face has two aspects, positive and negative. Positive face is the need to be connected to belong to be remember of the group. Negative face is the need to be independent and free from imposition. (Yule, 2006: 199-120). To have the freedom to act as one chooses (Thomas, 1995:169). Therefore, people in their relationship need to preserve both kinds of faces for themselves and the people they interact with the politeness utterances.

Therefore, people in their relationship need to preserve both kinds of faces for themselves and the people interact with the politeness utterances. In addition, there are four types of politeness strategies proposed by Brown and Levinson that sum up human "politeness" behavior: Bald on Record, Negative Politeness, Positive Politeness, and Off-Record. Each strategy is used differently depending on the situations. (Brown and Levinson, :1987:92)

In this study, the writer is interested in exploring some aspects of the politeness strategies. In this case, a novel entitled "*Memoirs of a Geisha*" is chosen to become the object of the study a novel of "*Memoirs of a Geisha*" is a novel created by Arthur Golden, published in 1997. The novel told Sayuri, a Geisha working in Kyoto before and after World War II. It is a glimpse of Japanese high society and culture at a unique point in its history. Sayuri is a young, impoverished girl who rises to become one of the most famous geisha in Japan and ultimately attains personal fulfillment.

A novel of "*memoirs of a Geisha*" tells the story of a geisha known as Nitta Sayuri, who lives in New York as a hostess to Japanese businessmen. Sayuri reveals in the beginning that as a child she was known as Sakamoto Chiyo, the daughter of a fisherman in a small village in Japan. Soon after her mother died, she and her older sister are taken to Gion by one of the more well-off men in her village. Her sister is sold to a brother and Chiyo is sold to an Okiya, a house for geisha. With her unusual blue-grey eyes, Chiyo trains to become a geisha, but is constantly antagonized by

Hatsumomo, the top geisha of the Nitta Okiya. Hatsumomo cannot stand competes and recognizes that Chiyo will better her rival if she becomes a geisha. Chiyo's life goes from bad to worse thanks to Hatsumoro and she is reduced to becoming a servant in the Okiya without any hope of becoming a geisha.

A chance encounter with a kind and wealthy man with the title of chairman (here after known to Chiyo as the Chairman) changes her fortune. Chiyo wins the eye of the most successful geisha in Gion, Mameha, who is despised by Hatsumomo because she memorizes her in every aspect and cannot be toppled because, unlike Hatsumomo, Mameha has earned her independence as a geisha. She adopts Chiyo as her apprentice and trains Chiyo to compete Hatsumomo. Her entrance into apprenticeship is marked by changing her name to: Sayuri. With her success and her virginity sold, Sayuri not only becomes a highly successful geisha, she manages to pay off all the debts that bound her to the Nitta Okiya when she was a servant and also is adopted by the mistress of the Okiya. While Sayuri's fortunes seem to soar, even now that she has finally broken free of Hatsumomo's abuse, everything collapses in 1942 because of war. During her time become a geisha before the war, she encounters the Chairman again, but finds it impossible to get close to him as her desires.

Instead, she finds herself constantly being pushed to be with Nobu, the Chairman's most trusted friend. It is Nobu that saves Sayuri from the harsh labour of the war until Gion is able to open again on the condition that she will allow him to

become her patron, despite the fact that it is the Chairman she desires. Sayuri and Mameha destroy Hatsumomo's reputation entirely thereafter and Hatsumomo is thrown out of the okiya. However, it is not until Sayuri's desire to be with the Chairman truly frees her to pursue her own destiny. When Chairman frees her from the okiya to become his mistress, she sets up a posh teahouse for Japanese businessmen in New York so that he may save face in Japan when his daughter is about to marry a man set to be the Chairman's heir.

The writer chooses this novel become an object of study because this novel is quite representative to the problem that the writer wants to discuss about contain of simple daily conversations. A novel memoirs of a geisha is not only very fascinating one in the aspect of story itself but also some conversation conducted by the characters in this novel contain positive strategies, for the example:

"Why are you still here?"

The example above is spoken by old woman to chiyo. The conversation above happens when chiyo comes to old woman, Chiyo asks to old woman about Satsu because Chiyo wants to know where is Satsu, but old woman answers that she does not know about Satsu. After that Chiyo puts herself back down on the stool and sticks her feet out again. After that old woman asks reason to Chiyo, Why is Chiyo still here?

The conversation above Hatsumomo uses *give (or ask for) reasons* because Old woman asks a reason to Chiyo. The utterance "*Why are you still here?*" That is spoken by old woman to Chiyo. Old woman asks a reason to Chiyo. So, that indicates this strategy.

In the other hand, the writer chooses politeness strategies in this study because politeness has important rule in social interaction or daily conversation to make a good relationship with other people and the writer interested in the story. In addition the writer also understands speeches on the story to ease the writer when conduct research.

Based on the explanation above, the writer interested to analyze the politeness strategies, especially positive strategies among the characters with under title: *An analysis of positive politeness Strategy used by characters in "Memoirs of a geisha" novel*

1.2 The Problem of the Study

Based on the background, the writer formulates two questions as follow:

1. What kinds of positive politeness strategies are used by the characters in "*memoirs of Geisha*" novel?
2. What factors influence the characters to apply those in "*Memoirs of geisha*" novel?

1.3 The Objectives of the Study

From the problem statement mentioned above, the writer has the following the objectives of the study:

1. To describe the kinds of positive politeness strategies are used by the characters "*Memoirs of geisha*" novel
2. To explain the factors influencing the characters to apply those strategies "*Memoirs of geisha*" novel

1.4 The Significance of the Study

This study is hopefully can be a positive knowledge for researcher and the readers especially the students of "UIN Sunan Ampel" Surabaya about language variety. The writer gives information for readers about the employment of the positive politeness strategy in the novel entitled "*nemoirs of geisha*". Therefore, the research can help the readers or the next researcher to understand the theory of positive politeness strategy and the varieties of language. Finally, this study will give good assumption on the readers to choose their own style in using language.

1.5 Scope and Limitations

This study will be linguistic study that only focuses on politeness strategy. According to Brown and Levinson 1987 there are four kinds of politeness strategies.

They are Bald on record, Positive politeness, Negative politeness and off record but the writer applied the study on'y positive strategies in "*memoirs of geisha*" novel.

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1.6 Definition of Key Terms

In order to avoid misinterpretation about the use of terms, it is important for the researcher to give the suitable meaning of the key terms. Some terms are defined as follows:

1.6.1 Pragmatics : Pragmatics is the study of the speaker meanings.

(Yule, 1996:3)

1.6.2 Positive Strategy : The positive politeness strategy is redress directed To the addressee's positive face, his perennial desire that his want should be thought of as desirable (Brown and Levinson, 1987:101)

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CHAPTER II

REVIEW OF RELATED LITERATURE

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This chapter consists of many important aspects concerning the theoretical framework and the related studies.

2.1 Pragmatics

Pragmatics is communication clearly depends on not only recognizing the meaning of words in an utterance, but recognizing what speakers mean by their utterances. In many ways, pragmatics is the study of 'invisible' meaning, or how we recognize what is meant even when it isn't actually said or written. Therefore, speakers (or writers) must be able to depend on a lot of shared assumptions and expectations when they try to communicate. Yule (2006:112)

Charles Morris's in Jacob L. Mey (1993:4) states definition of pragmatics as the study of the relation of signs to interpreters (1938:6). It means that we necessary to pay attention to the context that are surrounding the happening of the conversation in order that know of the meaning in the context. Therefore Mey (1993:6) states that pragmatics is studies the use of language in human communication as determined by the conditions of society. Thus, pragmatics includes the relevant context, situation and condition, Instead of the meaning of usage. So, in communication we have to know the context of communication in order that easier in communication.

Pragmatics is one of the discussions in discourse field which concern with the language as a system, but with how to use language. Leech (1993:8) proposes the pragmatics deals with meaning of utterance in the speaker's point of view. It means that pragmatics is the study of meaning involving the context.

Meanwhile, Yule (1996:3) states that pragmatics is the study of contextual meaning. According to him, pragmatics is concerned with the study of meaning as communicated by a speaker (or a writer). And interpreted by a listener (or a reader) so, it involves the interpretation what people mean in the particular context and how the context influences what is said.

Based on the definition above, it can be said that pragmatics is the study of meaning contained the utterance in context. Therefore, in pragmatic view, to appreciate and to interpret the meaning of a statement or an utterance, one must consider the relation between language and context in which the situation is uttered.

Context is an important aspect in interpreting the meaning of an utterance. According to Yule, context is for interpreting words or sentences. The relevant context is our mental representation of those aspects of what is physically out there that we use arriving at an interpretation (2006:114)

From the statement above, it can be concluded that speech context of linguistics research is a context in all physical aspect or social background related with the speech, time, place, social environment, political condition, etc. Thus, context is a set of propositions describing the beliefs, knowledge, and commitments

and so forth of the participants in a discourse to in order to understand the meaning of an utterance.

2.2 Face

Brown and Levinson (1987:95) states that politeness strategies are strategies that are used formulate messages in order to save the hearer's face. Face refers to the self-image which the speaker or hearer would like to see maintained in the interaction. Face is something that is emotionally invested and that can be lost maintained and must be constantly attended to interaction (Brown and Levinson 1987: 110) states that every individual has two types of face positive and negative. They define positive face as the individual's desire that her/his wants be appreciated in social interaction or the need to have positive image accepted by other. For example if your student shows you his article which he thinks well of and expects your compliments, But yours response is "what a terrible work" which fails to meet her desire then her positive face is offended. Negative face as the individual's desire for freedom of action or from imposition, other words it is the need for autonomy.

2.3 FTA (Face Threatening Acts)

FTA is the acts that infringe on hearer's need to maintain their esteem, and their need to be respected (Brown and Levinson, 1987:72). FTA is described as when

the speaker says something that represents a threat to another individual's expectations regarding self-image (Yule, 1996:91).

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Brown and Levinson, (1987:1987:82) stated that in human communication, either spoken or written, people tend to maintain one another's face continuously. People need to do saving face to keep the conversation well; therefore face is the most part of our body which is used to show the expression, appearance, and identity among others. Face refers to the self-image that everyone wants to claim them. Face is something that is emotionally invested, and that can be lost, maintained or enhanced and must be constantly attended to in an interaction (Brown and Levinson, 1987:110). Then Yule, (1996:155) also stated that face is a mask that constantly changes depending on the audience and the social interaction. Face is divided into two different categories, which are positive face and negative face. Positive face is the desire of being seen as a good human being, and negative face is the desire to remain autonomous. A person's positive face is the need to be accepted, even liked, by others, to be treated as a member of the same group, and to know that his or her wants are shared by others. A person's negative face is the need to be independent, to have freedom of action, and not to be imposed on by others. In simple terms, negative face is the need to be independent and positive face is the need to be connected.

2.4 Politeness Strategy

Politeness is a system of interpersonal relations designed to facilitate interaction by human interaction by minimizing, potential conflict and confrontation inherent in all human interchange (Yule, 1996:104). In communication, politeness can be defined as showing awareness of and consideration for another person's face. Face means public self-image of person. It refers to that emotional and social sense of self that every person has and expects everyone else to recognize (Yule 2006:119).

Politeness is a strategy used in communication. Another definition provided by Yule (1996:104) is "politeness is the means employed to show awareness of another person's face." Similar definition suggested by Brown and Levinson is the concept of 'face'. It is 'public' self-image that every member wants to claim for himself (Brown and Levinson, 1987:61). For avoiding the face threatening acts of the hearer, it is better for the speaker to know about politeness strategies. Politeness strategies are strategies used to minimize or avoid the FTA (Face Threatening Act) that the speaker means (Brown and Levinson, 1987). There are four kinds of politeness strategies. They are bald on record, positive politeness, negative politeness and off record. However, the writer will focus on positive politeness strategies because what the writer going to analyze the implementation of positive politeness strategies.

a. Bald on record

Bald on record strategy do not attempt to minimize the threat to the hearer's face.

This strategy is most often utilized by the speaker who closely know their audience.

With the bald on record strategy there is a direct possibility that the audience will be shocked or embarrassed by the strategy. For example, a bald on record strategy might be to tell your sister to clean the dishes "Do the dishes. It's your turn".

Specially, Brown and Levinson (1987) explained that an FTA will be done in this way only if the speaker does not fear retribution from the addressee, for example in circumstance where:

- a) Speaker and listener both tacitly agree that the relevance of face demand may be suspended in the interest of urgency or efficiency.
- b) The danger to listener's face is very small, as in offers, request, suggestions that are clearly in listener's interest and do not require great sacrifice of speaker.
- c) Speaker is vastly superior in power to Hearer, or can enlist audience support to destroy Hearer's face without losing his own.

b. Positive politeness

According to Brown and Levinson (1987:70) positive politeness is oriented toward the positive face of the hearer, the positive self-image that he claims for himself and his perennial desire that his wants (or the action/acquisition/values/

resulting from them) should be thought of as desirable (1987:101). Positive politeness utterances are not only used by the participants who have known each other fairly well, but also used as a kind of metaphorical extension of intimacy to imply common ground or to sharing of wants to limited extent between strangers. For the same reason, positive politeness techniques are usable not only for FTA redress, but in general as a kind of social accelerator for the speaker in using them indicates that he wants to 'come closer' to the hearer.

Positive politeness strategy involves fifteen strategies, namely: notice, attend to the hearer (his interest, wants, needs, goods); exaggerate (interest, approval, sympathy with the hearer); intensify interest to the hearer; use in-group identity markers; seek agreement; avoid disagreement; presuppose / raise / assert common ground; joke; assert or presuppose the speaker's knowledge and concern for the hearer's wants; offer / promise; be optimistic; include both the speaker and the hearer in the activity; give (or ask for) reasons; assume or assert reciprocity; and give gifts to the hearer (goods, sympathy, understanding, cooperation). According to Brown and Levinson positive politeness consist of fifteen strategies, they are :

Strategy 1: Notice, attend to H's interest, wants, needs, goals

This strategy generally suggests S giving attend on to some aspects of H's conditions like noticeable changes, remarkable possessions, or anything which seems

as if H would want S to notice and endorse it. It is an example, *"Goodness, you cut, your hair! By the way, I come to borrow some flour.*

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Strategy 2: Exaggerate (interest, approval, sympathy with H)

This strategy is quite similar to the previous strategy. However, S's intention or sympathy to H is indicated own exaggerating intonation, stress, and other aspects prosodic, as well as with intensifying modifiers. The example is *"what a fantastic garden you have!"* The other feature that can be used to indicate S's sympathy is the using of exaggerative or emphatic words, such as *for sure, really, exactly, and absolutely*, for example, *Now absolutely marvelous* (ibid, 1987: 104-106).

Strategy 3: Intensify interest to H

S may communicate the share of his wants to H by intensifying the interest of S's own contribution to the conversations by creating a good story. The use of 'vivid present' is a common feature of positive politeness conversation for it pulls H's right into the middle of the events being conversed, metaphorically at any rate, thus increasing their intrinsic interest to him, for example, *I come down the stairs, and what do you think I see? - a huge mess all over the place, the phone's off the hook and clothes are scattered all over.....*

Strategy 4: Use in-group identity markers

It suggests that claiming implicitly the common ground with H, S can use in-group membership identity marker. The forms of it are in group usages of address, of language or dialect, of jargon or slang, and of ellipsis. The address forms included

generic names and terms like *mac, mate, buddy, pal, honey, dear, cutie*, and *guys* are the common address forms (*ibid, 1987: 107*)

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Strategy 5: Seek agreement

Seeking agreement of H is one of the characteristics of claiming common ground. S can achieve this condition by raising 'safe topics'. In this way, S is allowed to stress his agreement with H and satisfy H's want to be 'right', or to be corroborated in his opinion. Small talk about weather, sickness, or politics, and current local issues are some examples of 'safe topics'. When S, for example, wants to borrow something from H, he might open the conversation by stating *today is very hot, isn't it... By the way I want to borrow your hammer. You don't use it, do you?*

Another topic that can be chosen as 'safe topic' is H's possession like *isn't your new car a beautiful color?* The more S knows about H (e.g. home, children), the more safe topics that S can pursue with H (Brown and Levinson, 1987: 112).

Strategy 6: Avoid disagreement

In order to satisfy H's positive face, S should avoid disagreement with H. One of the strategies to achieve such circumstance is by pretending that S agrees with H's statement. This strategy is called '*taken agreement*'. This strategy is commonly used in request when someone wants to refuse one's request he lies or pretends that there are reasons why he cannot fulfill the request. In this situations, both S and H possibly realize that the reason is not true, but S has saved H's positive face but not refusing the request baldly, for example in response to a request to borrow a radio "*oh, I can't. The battery is dead*". (Brown and Levinson, 1987:116)

Strategy 7. Presuppose/raise/assert common ground

In this case, Brown and Levinson use the word presuppose loosely, that is the speaker presupposes something when he presumes that it is mutually taken for granted. Firstly, S may presuppose knowledge of H's wants and attitudes. In doing so, S can use negative questions, which presume 'yes' as an answer, to indicate that he knows H's wants, and therefore partially redress the imposition of FTA, for example, we can say for offers *wouldn't you like a drink?* Or for opinions, *isn't it a beautiful day?* Secondly, to redress the imposition of FTAs, S may presuppose familiarity in S-H relationship. The use of familiar address forms like *darling, honey, mate, Mac, or buday* indicate that the addressee is familiar and therefore soften the threat of FTA, for example *look, you're pal of mine, so how about...* (Brown and Levinson, 1987: 122-123)

Strategy 8: Joke

Alternative strategy to share common ground (background or values) is by creating a joke. Brown and Levinson state that joke is a basic technique of positive politeness. It is since by making a joke, S can put H at ease, e.g. in responding to a faux pass of H's and minimizes an FTA of requesting as well as in *how about lending me this old heap of junk? (H's new Cadillac)* (Brown and Levinson, 1987: 124).

Strategy 9: assert or presuppose S's knowledge of and concern for H's wants

The first way to show that S and H are cooperators is by declaring or implying knowledge of H's wants and willingness. Implying knowledge of H's wants and

willingness allow S to put pressure on H to cooperate with him, e.g. to receive the speaker's request. Negative questions sometimes function to achieve such situation, for example for request or offer, *look, I know you can't bear parties, but this one will really be good-do come!* (Ibid, 1987: 125).

Strategy 10: Offer, promise

Another way to satisfy H's positive politeness is by stressing that whatever H wants, S wants for him and will help to obtain. S may state offers and promises to create such condition with a purpose S's good intentions in redressing H's positive face wants even if they are false. For example, *I'll drop by sometimes next week* (ibid. 1987: 125).

Strategy 11: Be optimistic

The cooperative strategy can be performed by assuming that H wants what S wants for himself (or for both of them) and H will help S to obtain it. On contrary of strategy 10, this strategy suggests S being presumptuous that H will cooperate with him for their mutual shared interest. Being presumptuous or optimistic allows S to put pressure on H to cooperate with him, for example *look I'm sure you won't mind if I borrow your typewriter or you'll lend me your lawnmower for the weekend, I hope.* These optimistic expressions of FTA appear to be successful by reducing the size of face threat – implying that the cooperation between S and H will only take a small thing to be granted by using certain expressions like a little, a bit, for a second, etc. – or sometimes softening the presumptuousness with a taken tag like in *I'm borrowing*

your scissors for a second – OK? Or I just drop by for a minute to invite you all for tea tomorrow - you will come, won't you? (Brown and Levinson, 1987: 126-127).

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Strategy 12: Include both S and H in the activity

Including both S and H in the activity is another way to perform cooperative strategy. By using word 'we' (inclusive form), so it is commonly used to make H involved in S's action thereby redress FTA. Some common examples are *let's have a cookie, then (i.e. me), give us a break* and *I will do it for our benefit*. This strategy is often used to soften request where S pretend Is as if H wanted the requested think to and offers where S pretend as if S were as eager as H to have the action. for example *"We (inclusive) want your salt, We (inclusive) will shut the door ma'am. The wind's coming in"* (Brown and Levinson, 1987 127-128)

Strategy 13: give (or ask for) reasons

This is still related to strategy 12. Including H and S's action can be done by giving reasons in respect of why S wants what he wants Giving reason or asking for is a way of implying 'A can help you' or 'you can help me', and assuming cooperation, a way of showing what help is needed. This fact directs to pressure to go off record, to investigate and see H whether or not he is cooperative. If he seems to be, the context is probably enough to push the off- record reason into on record request or offer. Hence, indirect suggestions which lead to demand rather than give reason are a conventionalized positive politeness forms. This strategy generally use the word 'why not' in performing the FTA, like *why not lend me your cottage for the weekend?* And *why don't we go to the seashore*. It implies that if S has good reasons why H should

not or cannot cooperate. The strategy can also be used to criticize H's past action why he did or did not do something without any good reason, e.g. *Why didn't you do the dishes (ibid, 1987: 128)*.

Strategy 14: Assume or assert reciprocity

This strategy suggests that giving evidence of reciprocal rights or obligation obtaining between S and H can be used to claim or urge the existence of cooperation between S and H. It means that S may 'I'll do X for you if you do Y for me or 'I did X for you last week. For example: *I'll give you the bonus if you can sell a machine*. In this way, S may soften his FTA by negating the depth aspect (Brown and Levinson, 1987: 129).

Strategy 15: Give gifts to H (goods, sympathy, understanding, cooperation)

Lastly, to satisfy H's face S may grant H what H wants e.g. by giving gifts to H, not only tangible gift which indicates that S knows H's wants and wants them to be fulfilled, but also human relations wants like the wants to be liked, admired, cared about, understood, listened to and so on (*ibid, 1987:129*).

c. Negative Politeness

Negative politeness is oriented to satisfy H's negative face, his basic want to be free and unimpeded. It means that the speaker recognizes and respects the addressee's freedom of action and will not (or will only minimally) impede it. The characteristics of negative politeness are self-effacement; formality and restraint, with attention to very limited aspects of H's self-image, focusing on H's want to be

unimpeded. In this strategy, the FTA is equipped with apologies for transgressing, with linguistic and non-linguistic deference, with hedges on illocutionary force of the act, with impersonalizing mechanism that make S and H distant from the act, and other alleviating mechanism that make H feel there is no force on his response (Brown and Levinson, 1987: 70).

a. Be direct

This strategy is derived from the aspect of negative politeness that specifies on record delivery of the FTA, whereas, other strategies are derived from the aspect do redressing H's negative face. According to R. Lakoff (in Brown and Levinson, 1987: 130), coming rapidly to the point to minimize the imposition and avoiding the further imposition of prolixity and obscurity is the most important feature of politeness. Therefore, when someone chooses this strategy to convey his message e.g. request, he will face the dilemma between the desire to deliver the FTA on record as bald on record usage and the desire to save H's face negative face. However, Brown and Levinson disagree with this statement. They argue that even though the desire to go on record provides a pressure to deliver the FTA directly, it is a desire that never convey it baldly. Hence, it can be stated that choosing negative politeness strategy appears a natural tension between two wants, namely the want to go on record (be direct) and the want to go off record (indirect) to avoid imposing or transgressing. To overcome this problem, Brown and Levinson suggest that speaker employs conventional indirectness (1987: 130).

Strategy 1: Be conventionally indirect

Conventional indirect speech act is unambiguous sentence or phrases (by virtue of conventionalization) which contextually have different meaning from its internal meaning. In many contexts there are many sentences which are conventionally understood differently from its literal meaning e.g. questions are used to make request or assertion, imperatives to make offers, assertion to command. This strategy encodes the clash of desires. The desire of going on record and the desire of going off record and partially allow the speaker to achieve both. For example when someone says "can you pass the salt?" it is understandable as a request for salt (not asking about the addressee's potential abilities) (*ibid*, 1987: 132-133)

b. Do not presume / assum

To satisfy H's negative face S should carefully avoid presuming or assuming what H desires or believes in FTA, or H's personal interest such as his want, interest or what is worthy of his attention, in other word, S would keep ritual distance from H (*ibid*, 1987: 144)

Strategy 2: Question, hedge

The second strategy which is derived from the desire not to presume and the desire not to coerce H is using hedge. Hedge is a particle word, or phrase that modifies the degree of membership of as predicate or noun phrase in set. It involves particle like *really*, *sincerely*, *certainly*, as in "he really did run that way" or "I tell you he certainly run that way" (*ibid*, 1987: 145)

c. Do not Coerce II

Another way to satisfy H's negative face is avoiding coercing him especially when FTA involves predicating act of H such as requesting help to offering something which needs H's acceptance. This condition can be created by explicitly giving H the option not to do the expected act. By assuming that H is not likely to do the act, there by this makes easy for H to open out. The second way to avoid coercing H is by minimizing the threat of coercion by clarifying the P (Power), D (Distance), and R (ranking of imposition) values (*ibid*, 1987: 172)

Strategy 3: Be pessimistic

His strategy suggests that H is not likely to do his expected act. It means that S should be pessimistic about H's response. There are three important realizations of this strategy, namely the use of negative (with a tag), the use of subjunctive, and the use of remote-possibility markers.

Some examples can be given as follows: (*ibid*, 1987:173-175)

1. *you could not by any chance pass the salt, could you? – (the use of negative tag)*
2. *Could you do me a favor?-(the use of subjunctive)*
3. *Perhaps you'd care to help me. -(the use of remote possibility markers)*

Strategy 4: Minimize the imposition, R:

Another strategy to avoid coercing H is minimizing the imposition on H by inserting some expression like *just, a drop, a tiny little bit* and *a bit in his remarks*. These expression function to delimit the extent of FTA. Some examples of the use of such expressions are '*I just ask you if I can borrow a tiny bit of paper*', '*could I have*

a taste (chi, slice) of that cake?', and *'just a second.'* (*chi. A few minutes*) (*ibid*, 1987: 177).

Strategy 5: give deference

This strategy suggests that S considers H being in higher social status than him. There are two ways to actualize this one; one in which S humbles and *lowers* himself and the other in which S raises H's position or threats H as superior. (*ibid*, 1987: 178)

d. Communication S's want to not impinge on H

The other strategy to satisfy H's negative face is by indicating that S recognizes H's negative face demands and takes them into account in his decision to communicate the FTA. This strategy produced two kinds of sub strategies namely apologizing (strategy 6) and conveying implicitly S's reluctance for being imposing on H, the latter can be carried out by dissociating S and H from the infringement. The dissociation can be obtained by various ways; those are by making it unclear that the agent of the FTA is, by being fuzzy about who H is (strategy 7), by phrasing the FTA as general principle (strategy 8), and by de-stressing the act of imposing by nominalizing the expression of the FTA (strategy 9) (*ibid*, 1987: 187-190)

Strategy 6: Apologize

The next strategy to show that S does not mean to impinge H is apologizing. By apologizing for doing FTA, S indicates his reluctance to impose on H's negative face. Some expressions that can be used are *I'm sure you must be very busy, but....., I*

know this is a bore, but, or I hope this isn't going to bother you too much. (ibid, 1987: 187).

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Strategy 7: impersonalize S and H

The seventh strategy is to indicate that S does not want to impinge on H's negative face is to phrase the FTA as though the agent were other than S, or at least possibly not S alone, and the addressee were other than H, or only inclusive of H. This strategy result an avoidance of the pronoun 'I' and 'you' is another technique to save H's negative face. For example S may use performatives such as in *it is so* instead of *I tell you that it is so and do this for me* instead of *I ask you to do this for me.*

Strategy 8: State the FTA as general rule

Another way to distance S and H from the impingement in FTA is by conveying that S does not intend to impinge, but is merely forced to by circumstances, general rule, or obligation. The example is *international regulations require that the fuselage be sprayed with DDT, the committee request the president... and the late comers cannot be seated till the next interval (ibid, 1987: 206-207)*

Strategy 9: Nominative

It suggests that S can minimize the threat of his FTA and save H's negative face by nominalizing the subject, the verb phrase and even the complement of his utterance. For example: *I am surprised at your failure to replay* instead of *I am surprised that you failed to replay.* Hence, the sentences become more formal as the speaker nominalizes the subject, predicate, or complement. It is because intuitively

the more nouny expression, the more removed the speaker or/and the addressee is from doing, feeling for being something (*ibid*, 1987: 208).

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e. Redress other wants of H's

The last higher-order strategy of negative politeness is offering partial compensation for the face threat or damage in FTA by satisfying or redressing other wants of H's. Nevertheless, the wants which are compensated are very limited for negative politeness focus on a narrow band of H's wants. Or a narrow face of person. However from the core of negative politeness namely satisfying, H's desire for territorial integrity and self determination other want can be derived such as a higher power. There are two strategies naturally emerged; those are giving deference (strategy 5) and going on record as incurring a debt (strategy 10) (*ibid*, 1987: 209).

Strategy 10: Go on record as incurring a debt, or as not indebteding H

This suggests S may redress his FTA by explicitly conveying his indebtedness to H or disclaiming any indebtedness of H. These are the example in request. S may state *I'd be eternally grateful if you would...* or *I'll never be able to replay you if you....*; or for offer he may say *I could easily do it for you or it for you or it wouldn't be any trouble; I have to go right by there anyway* (*ibid*, 1987: 210)

d. Off Record

This strategy uses indirect language and removes the speaker from the potential to be imposed. Even if the speaker decides to say something, the speaker does not actually have to ask for anything. Yule, 1996 stated that the types of statements are

not directly addresses to the other. According to Brown and Levinson, 1987 a communicative act is done off-record if it is done in such a way that it is not possible to attribute only one clear communicative intention to the act. Therefore if a speaker wants to do an FTA, and chooses to do it indirectly, he must give the hearer some hints and hope that the hearer picks up on them and thereby interprets what the speaker really means (intends) to say.

2.5 Factors Influencing the Use of Positive Politeness Strategy

The employment of politeness strategy is influenced by several factors. According to Brown and Levinson (1987:71) there are two factors that influence the speaker to employ positive politeness strategy. The factors are payoff and circumstances.

1. Payoff

The speaker employs the positive politeness strategy because they can get any advantages. The speaker can minimize the FTA by assuring the hearer that he likes the hearer and wants to fulfill the hearer's wants. Thus, the hearer positive face is not threatened by the speaker because it can be seen for their mutual shares. For example: "Let's get on for dinner." (Brown and Levinson, 1987:114) The example above shows that the speaker minimizes the FTA (request) to the hearer by including the speaker himself equally as the participant.

2. Relevant Circumstances

The seriousness of an FTA is also influenced by the circumstances, sociological variables, and thus to a determination of the level of politeness. According to Brown and Levinson in Rahardi (2005:68) there are three dimensions to determine the level of politeness. Among them are relative power (P), social distance (D) and size of imposition (R).

a. Relative Power

Power (P) is the general point is that we tend to use a greater degree of politeness with people who have some power or authority over us than to those who do not. It is based on the asymmetric relation between the speaker and the hearer. These types of power are most found in obviously hierarchical settings, such as courts, the military, workplace. For example, you would probably be more polite about conveying to your employer because she or he always arrives late, than in conveying to your brother. This is because your employer can influence your career in a positive way (reward power) or negative way (coercive way).

b. Social Distance

Social distance (D) can be seen as the composite of psychologically real factors (status, age, sex, degree of intimacy, etc) which together determine the overall degree of respectfulness within a given speech situation. It based on the symmetric relation between the speaker and the hearer. For example, you feel close to someone

or you know him well because he is similar in terms of age or sex, then you will get closer to him and the distance rating will get smaller. As a result you will not employ polite utterance when you ask him to do something. On the contrary, you will employ polite utterance when you interact with person whom you have not known well, such as person who is older than you.

c. Size of Imposition

Size of imposition (R) can be seen from the relative status between one-speech act to another in a context. For example, borrowing a car in the ordinary time will make us feel reluctant, but in urgent situations it will natural. Thus, in the first context we will employ polite utterance. Meanwhile, in the second context it is not necessary to employ polite utterance because the situation is urgent.

2.6 Previous Study

The previous study about Politeness Strategies that is quite helpful for this research. Almost 27 years (1987-2014) the theory of Brown and Levinson has been used and applied in many linguistic study and research, especially the study of politeness and any other studies related to linguistic politeness. The writer will show the similar focus in the study. First, "*Politeness Strategies In The Interaction Between Santriwati and Ustadz/Ustadzah In Pesantren Zainul Hasan*" as the title by Wardatun Nadzifah student of English department of Airlangga University of Surabaya 2012. This study on Politeness Strategies used in the interaction between santriwati and

ustadz/ ustadzah in Pesantren Zainul Hasan was conducted to examine the types of Politeness Strategies employed by both santriwati and ustadz/ ustadzah. Further, a case study qualitative approach by doing observation based on the politeness strategies theory based on the theory proposed by Brown and Levinson. There are two research's questions, there are: 1. What kind of Politeness strategies are used in the interaction between santriwati and ustadz/ ustadzah in Pesantren Zainul Hasan? 2. What factors motivated santriwati and ustadz/ ustadzah of Pesantren Zainul Hasan to employ politeness strategies in their interactions?

Second, the thesis titled "*Politeness Strategies used by Joe and Kathleen in you've Got Mail*" by Irena Wongso student of English department of Petra Christian University 2005. She uses 'You've Got Mail' as the source to investigate the politeness strategies based on Brown and Levinson theory that are used in the movie. The film is a romantic comedy set in the age of email based around the remake of the 1940 film. There is several questions about politeness expression as follows: 1. What is the politeness strategies produced by Kathleen when speaking to Joe? 2. What are the politeness strategies by Joe when speaking to Kathleen? 3. Which politeness strategies are mostly used by Kathleen and Joe?

Third, the thesis titled "The Politeness Strategies used by Sebastian in the film Cruel Intention" by Anne Darsono Hadi student of English department of Petra Christian University 2000. In her study, she intends to find out the politeness strategies used by Sebastian when conversing with Kathryn and Anette, the factors for the choice of each strategy and analyze the influence of Sebastian's relationship

with Kathryn and Annette to the choice strategy. The problem of the research is whether Sebastian, the main male character in the film *Cruel Intentions*, uses different politeness strategies or not when conversing with two main female characters in the film; Kathryn and Annette and which strategy is used the most to each character. This problem then, leads to what factors and reasons that affect the usage of each strategy and how Sebastian's relationship with Kathryn and Annette influences his usage of politeness strategies.

Fourth, the thesis titled "*Politeness Strategies used by George Milton in John Steinbeck's Of Mice and Men*". She intended to know how the politeness strategies used by George Milton in his directive utterances in Steinbeck's *Of Mice and Men* and the reasons why certain politeness strategies used by George Milton in his directive utterances. She used the theory of Brown and Levinson of four categories of the politeness strategies and also two factors why the speaker chooses certain strategy based on Brown and Levinson's theory to analyze the data. The result of the research shows that there are some commands, requests and suggestion, which include in four categories of Brown and Levinson theory, used by George Milton in his directive utterances. George's choice of certain strategy to deliver his directive utterances was mostly influenced by the situation and the hearer's condition.

Another research is "*Politeness Strategies in John Grisham's Novel the Client*" done by Yuli Fitriyana (2007). In his research, the writer focuses on what politeness strategies used in John Grisham's *The Client*. Like previous study, the writer also

used Brown and Levinson to analyze the data. She can conclude that there are many politeness strategies including bald on record, positive politeness, negative politeness and off record are applied by portrayed characters although not all strategies are covered.

Based on the previous study above, this research has similar study. Politeness strategies but the writer only focuses on Positive Politeness strategies in the same theory that used in this research but has different topic of object. The writer analyzes the conversation among the characters in the novel "*memoirs of geisha*". In this research, the writer uses Descriptive to analyze her research. The writer chooses that previous study to her references because it has some things that relevant with her research.

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CHAPTER III

RESEARCH METHODS

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In this chapter, the researcher discussed the research approach, the method of the study, the source of data, the procedures of data collection, and the procedures of data analysis.

3.1 Research Design

As this research was conducted in analyzing a specific element, which is to analyze a positive politeness strategy in the novel entitled "*memoirs of geisha*". the type of this research was descriptive research. It can be called descriptive because it described a linguistic phenomenon. The researcher tried to explain the phenomenon under the study. As stated by Ary (1990: 381): "Descriptive research studies are designed to obtain information concerning the current status of phenomena'. It explained that a descriptive research is used to give more information or explanation of the utterance which is used by the characters in the novel.

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3.2 Instruments

As a descriptive interview and investigate the data (novel), the key instrument of the present study was the researcher herself. Such study of positive politeness and the novel itself. Therefore, she spent a great deal of her time reading and understanding the related theories and concepts before collecting and analyzing the data. Thus, she acted as an instrument and a data collector at the

same time. The researcher was the main instrument, because it was impossible to investigate directly without any interpretation from the researcher herself.

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3.3 Data and Data Source

Source of data refers to the subject from which the data are obtained (Arikunto, 2002: 107). Data themselves may appear in the form of discourse, sentences, clauses, phrases or words which can be obtained from magazines, newspapers, books, etc (Subroto, 1992: 7). The data of this study is in the form of utterances that considered as positive politeness. The data source is novel entitled "*Memoirs of geisha*".

In conducting this research, the researcher employs the novel entitled "*memoirs of geisha*" directed by Arthur Golden. The novel is chosen since the characters apply many kinds of positive politeness strategy. Besides, the characters represent the people in real life, the social and situational contexts are like in the characters in the real world. Data in this research contain the positive politeness strategy spoken by the characters in the novel entitled "*memoirs of geisha*".

3.4 Data Collection

The researcher uses documentation technique in collecting the data. There are some following steps used by the researcher in collecting the data:

1. Choosing a novel

The first step which is done by the researcher is choosing a novel. It is aimed to get which novel is suitable to be analyzed. The researcher tries to find out any kind of title which consists of characters expressions. So the chosen novel can be used as source of data which be analyzed further.

2. Reading the novel

After selecting the novel carefully, the researcher starts to read the novel accurately. The researcher reads the novel many times first and comprehends it until she really understands all the aspects of the story. This is done because the researcher wants to understand about contain in the novel.

3. Noticing the utterances

During the reading process, the researcher notices all of utterances the expressions performed by the characters in the novel. After rechecking the data and revising some part, the researcher finds the characters expressions that becomes the data of this research.

Table 3.1 The table of noticing the utterance that contain of Positive politeness

No Data	Utterances	Speaker
1	"I'll be late again. Just go and pretend <u>we</u> didn't hear her," (32)	Chiyo
2	"What <u>we</u> need is smart girl, not a pretty girl." (26)	Granny
3	" where shall <u>we</u> spend our day together," (102)	Chiyo
4	"what a shame," little <u>sweatheart</u> ," her friend said to me.because if you make Hatsumomo tell you again, you'll lose the chance to find your sister." (46)	Korin
5	"Daddy, <u>Why are you so old?</u> " (3)	Chiyo
6	" <u>You can come with us, well run away together.</u> "(33)	Chiyo
7	" when <u>we</u> were ready to leave," (111)	Mameha
8	"I'll <u>Promise</u> never to bother you again" (246)	Chiyo

In table 3.1, utterances that in the bold font and underlined are the example of positive politeness. In those utterances, positive politeness are appear in

different forms, such as strategy 4, strategy 10, strategy 11, strategy 12 and strategy 13 to positive politeness. In this part, the researcher only noticed the utterances contained positive politeness. Then, after noticing all the utterances contained positive politeness, the researcher rechecking all the utterances and revising some part that did not include in positive politeness.

3.5 Data Analysis

To analyze the data, the researcher uses content analysis. Content analysis consists of two kinds: latent and communication contents. Latent content is the content of the document and text while communication content is the message of communication happens (Ratna: 48-49). In latent content, we analyze "*what does x mean?*". The data analysis is done by some steps, they are; indentifying the utterances, classifying the data, determining of the types of positive politeness, describing the context of situation of its positive politeness, and drawing a conclusion. The clearer steps of data analysis as follows:

a. Identifying the utterances that containing of positive politeness;

The first step in data analysis is identifying the utterances that containing the positive politeness. After the researcher collected the data, she identified the utterances that containing expression by giving an underline in different color.

We can see the example in picture 3.1.

Picture 3.1 the example of identifying utterances containing positive politeness.

"You want me to tell you where she is? Well, you're going to have to earn the information. When I think how, I'll tell you. Now get out." I didn't dare disobey her, but just before leaving the room I stopped, thinking perhaps I could persuade

her. "Hatsumomo-san, I know you don't like me," I said. "If you would be kind enough to tell me what I want to know, I'll promise never to bother you again."

"Pumpkin, are you from Kyoto? Your accent sounds like you are."
 "I was born in Sapporo. But then my mother died when I was five, and my father sent me here to live with an uncle. Last year my uncle lost his business, and here I am."

'My father had a curse put on him and died last year.

Red underline = Strategy 10: offer, Promise
 = strategy 13: give (or ask for reasons)

b. Classifying the data into each type of positive politeness;

After identifying the utterances, the researcher classified the utterances that have been identified in the first step into each type positive politeness. In table 3.2 below is the way of the researcher in classifying the data into each type of positive politeness.

Table 3.2 Data classification of types positive politeness

NO	Utterances	Types of positive politeness
1	"Little Chiyo, I'll return it soon, I promise."	Strategy 10 = Promise
2	"Why do you want to go there?"	Strategy 13 = ask for reasons
	If we're late, we may as well drown ourselves in the sewer	Strategy 12 = include both S and H in the activity

c. Determining of the kind of positive politeness used in every classification and their frequencies;

The next step that also done by the researcher in analyzing the data is determined of the kinds of positive politeness used in every classification and

their frequencies. In this part, the researcher determined each type positive politeness and counted their frequencies. In table 3.2, the researcher showed the frequencies and the percentage of each type of positive politeness performed by the characters in *Memoirs of geisha*, a novel by Arthur Golden.

Table 3.2 Types of positive politeness and their frequencies.

Types of positive politeness	Frequency	percentage
Strategy 13 : give (or ask for reasons)	35	43.2%
Strategy 11 : Be optimistic	20	24.6%
Strategy 12 : include both S and H in the activity	19	23.4%
Strategy 10 : offer, Promise	5	6.17%
Strategy 4 : use in group identity markers	1	1.23%
Total	80	100

d. Describing the factors influencing the use of positive politeness strategies.

After determining the types of positive politeness into each of classification, the researcher describes of the factors influencing the use of positive politeness.

(Example):

"Mameha-san! I've just seen a friend of Hatsumomo's!"

"I didn't know Hatsumomo had any friends."

"It's Korin. She's over there ... or at least, she was a moment ago, with another geisha."

"I know Korin. Why are you so worried about her? What can she possibly do?"

I didn't have an answer to this question.

In the sentence above, that is spoken Mameha to chiyo. The conversation above happened when chiyo go to the house. After that Chiyo tell about friend of Hatsumomo to Mameha. The Chiyo see friend of Hatsumomo with another geisha. At the time Mameha ask a reason to Chiyo by utterance **Why are you so worried about her.**

The influence factor is social distance. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). The influence factor is social distance, because the status of Mameha is an old Chiyo.

e. Drawing a conclusion based on the result of analysis.

After describing how the types of positive politeness used by the characters in the novel, and in what the factors influencing the characters to apply the positive politeness strategy based on Brown and Levinson's politeness scale which consists of payoff, relative power, social distance and absolute ranking of imposition. It is used, the researcher makes a conclusion based on the result of the analysis.

CHAPTER IV

FINDING AND DISCUSSION

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As mentioned in the previous chapter, the aims of the study are to show the kinds of positive politeness strategies applied by the characters and to describe the factors influencing the characters to apply those strategies in "*Memoirs of geisha*" Novel.

The researcher used Brown and Levinson's politeness strategy to describe the kinds of positive politeness strategies. It is used to describe how the characters in "*Memoirs of geisha*" novel deliver those strategies to minimize or redress the FTAs. Then, in order to describe the factors influencing the characters to deliver each of positive politeness strategy, the researcher analyzes it by considering factors that influence the use of Positive Politeness strategy based on Brown and Levinson.

According to Brown and Levinson Positive Politeness consist of fifteen strategies, they are : Strategy 1: Notice, attend to H's interest, wants, needs, goals, Strategy 2: Exaggerate (interest, approval, sympathy with H), Strategy 3: Intensify interest to H, Strategy 4: Use in-group identity markers, Strategy 5: Seek agreement, Strategy 6: Avoid disagreement, Strategy 7.Presuppose/raise/assert common ground, Strategy 8: Joke, Strategy 9: assert or presuppose S's knowledge of and concern for H's wants, Strategy 10: Offer, promise, Strategy 11: Be optimistic, Strategy 12: Include both S and H in the activity, Strategy 13: give (or ask for) reasons, Strategy

14: Assume or assert reciprocity and Strategy 15: Give gifts to H (goods, sympathy, understanding, understanding, cooperation). and the writer finds five types of positive politeness strategies that used by characters in "*Memories of Geisha*" they are: strategy 11 be optimistic, strategy 12 include both speaker and hearer in the activity, strategy 13 give or ask for reason, strategy 4 use in groups identity markers and strategy 10 offer, promise. The dominant strategy is strategy 13 give or asks for reason.

According to Brown and Levinson There are two factors that influence the using of politeness strategy. The factors are Payoff and circumstances (Power, social distance and size imposition.) The most dominant factors that influence Politeness strategies used by characters in "*Memoirs of Geisha*" novel is social distance.

4.1 Findings: The kinds of Positive Politeness strategies and their use Factors influencing

First of all, the researcher focuses on the types of Positive Politeness. In this part, the researcher found 81 utterances containing positive politeness. Secondly, the researcher focuses on the factors influencing the use of positive politeness that is performed by the characters.

4.1.1 Include both S and H in the activity

In this type, the writer found the data that concerned with the type of positive politeness. There are 19 or 23.4% of the total of percentage of Include both S and H

in the activity applied by the characters in *Memoirs of Geisha* a novel by Arthur Golden, and these are the most unique forms of Include both S and H in the activity.

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Data 1:

Pumkin was waiting for me in the entryway with a worried look. I was just about to slip my feet into my shoes when granny called me to her room. "No! Pumkin said under her breath; and really, her face sagged like wax that had melted "I'll be late again. Let's just go and pretend we didn't hear her!" I'd like to have done what Pumpkin suggested; but already Granny was in her doorway, glowering at me across the formal entrance hall. As it turned out, she didn't keep me more than ten or fifteen minutes; but by then tears were welling in Pumpkin's eyes. When we finally set out, Pumpkin began at once to walk so fast I could hardly keep up with her.

In the utterance above, indicates that Chiyo tries to involve Pumkin in an activity that actually wants to do by Pumkin. In this utterance, Chiyo uses the sentence "we". This strategy used by Chiyo to save Pumkin's face.

The conversation above shows that Chiyo employ positive politeness, strategy 12 (include both the speaker and hearer). It is because she states the word "we" that is categorized as "inclusive us" in this strategy. Inclusive us itself is one of the criteria of strategy 12, so that this utterances belongs to strategy 12. The word "we" that Chiyo utters in conversation above is refers to Chiyo and Pumkin.

This conversation influenced by Payoff factor. Payoff is speaker employs the positive politeness strategy because they can get any advantages. The example above shows that the speaker minimizes the FTA to the hearer by including the speaker himself equally as the participant.

Data 2:

*"With so much water in her personality," Mother said, "probably she'll be able to smell a fire before it has even begun. Won't that be nice, Granny? You won't have to worry any longer about our storehouse burning with all our kimono in it." Granny, as I went on to learn, was more terrified of fire than beer is of a thirsty old man. "Anyway, she's rather pretty, don't you think?" Mother added. "There are too many pretty girls in Gion," said Granny. **"What we need is a smart girl, not a pretty girl.** That Hatsumomo is as pretty as they come, and look at what a fool she is!"*

The conversation Granny utters the word "we" to convey that they are (Granny dan mother) involved in the same activity. At that time Granny and mother tell a about girl. So that, Granny says **We need is a smart girl, not a pretty girl.**

In the conversation above, Granny uses positive politeness strategy in the conversation above by applying include both speaker and hearer in the activity. Granny utterance belongs to strategy 12 because it indicates the word "we" (speaker and hearer) that she uses.

The factor that influenced Granny used polite utterance to mother is social distance. Granny uses polite utterances because mother is older than her, and also they have known each other very well. So, sometimes Granny does not employ polite utterance when she talks to mother or asks mother to do something, and the positive face of mother will not threatened.

Data 3:

*Mother made me say it all again in a proper Kyoto accent, which I found difficult to do. When I'd finally said it well enough to satisfy her, she went on: "I don't think you understand your job here in the okiya. **We all of us think of only one thing-how we can help Hatsumomo be successful as a geisha.** Even*

Granny. She may seem like a difficult old woman to you, but really she spends her whole day thinking of ways to be helpful to Hatsumomo."

I didn't have the least idea what Mother was talking about. To tell the truth, I don't think she could have fooled a dirty rag into believing Granny was in any way helpful to anyone.

The conversation mother utters the word "we" to convey that they are (mother and Granny) involved in the same activity. At that time mother and Granny tell about Hatsomomo to be successful like as a geisha. So that, Mother says We all of us think of only one thing-how we can help Hatsumomo be successful as a geisha.

In the conversation above, Mother uses positive politeness strategy in the conversation above by applying include both speaker and hearer in the activity. Mother utterance belongs to strategy 12 because it indicates the word "we" (speaker and hearer) that she uses.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced mother used polite utterance to Granny is social distance. Mother uses polite utterances because mother is younger than her. So that she use polite utterances.

Data 4:

What I discovered that afternoon was that when my body felt heavy, I could move with great dignity.

And if I imagined the Chairman observing me, my movements took on such a deep sense of feeling that sometimes each movement of a dance stood for some little interaction with him. Turning around with my head tipped at an angle might represent the question, "Where shall we spend our day together, Chairman?" Extending my arm and opening my folding fan told how grateful I felt that he'd honored me with his company. And when I snapped my fan shut

again later in the dance, this was when I told him that nothing in life mattered more to me than pleasing him.

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In the conversation utterance the word “we” to convey that they are (Chiyo and Iwa Mora) involved in the same activity. At that time Chiyo said to Iwa Mora **“Where shall we spend our day together.”** So that, in this utterance, Chiyo uses the sentence **“we”**. This strategy used by Chiyo to save Iwa Mora’s face.

The conversation above, Chiyo uses positive politeness Strategy in the conversation above by applying include both speaker and hearer in the activity. Chiyo utterance belongs to strategy 12 because it indicates the word **“we”** (speaker and hearer) that she uses.

The conversation above Chiyo uses relative Power because the relation between Chiyo and Iwa Mora is a chairman to her servant. In this case the Power of Iwa Mora as a chairman and Chiyo as a servant, So Chiyo need to express very polite utterances to Iwa Mora when they are talking, and Positive face of Iwa Mora will not threatened.

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4.1.2? Give (or ask for) reasons

In this type, the writer finds the data that concerned with the type of positive politeness. There are 35 or 43.2% of the total of percentage of give (or ask for) reasons applied by the characters in *Memoirs of geisha*, a novel by Arthur Golden, and these are the most unique forms of give (or ask for) reasons.

Data 5:

"Pumkin, are you from Kyoto? Your accent sounds like you are." I was born in Sapporo. But then my mother died when I was five, and my father sent me here to live with an uncle. Last year my uncle lost his business, and here I am." "Why don't you run away to Sapporo again?" "My father had a curse put on him and died last year. I can't run away. I don't have anywhere to go."

The sentence is state by Chiyo, it means that Chiyo suggests to Pumpkin to escape back to her residence in Sapporo. The sentence of *"Why don't you run away to Sapporo again?"* means that Chiyo asks for reason to Pumkin. so that this utterances belongs to strategy 13.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). The influence factor of politeness strategies between Chiyo and Pumkin is social distance because they are similar in age. So, they have knowr. each other very well. So, sometimes Chiyo does not employ polite utterance when she talks to Pumkin or asks Pumkin to do something, and the positive face of Pumkin will not threatened.

Data 6:

In my father's case this was a good thing, for he was a fisherman, and a man with wood in his personality is at ease on the sea. In fact, my father was more at ease on the sea than anywhere else, and never left it far behind him. He smelled like the sea even after he had bathed. When he wasn't fishing, he sat on the floor in our dark front room mending a fishing net. And if a fishing net had been a sleeping creature, he wouldn't even have awakened it, at the speed he worked. He did everything this slowly. Even when he summoned a look of

concentration, you could run outside and drain the bath in the time it took him to rearrange his features. His face was very heavily creased, and into each crease he had tucked some worry or other, so that it wasn't really his own face any longer, but more like a tree that had nests of birds in all the branches. He had to struggle constantly to manage it and always looked worn out from the effort. When I was six or seven, I learned something about my father I'd never known. One day I asked him, "Daddy, why are you so old?" He hoisted up his eyebrows at this, so that they formed little sagging umbrellas over his eyes.

The sentence above is spoken by Chiyo to his father. The conversation above happens when Chiyo's father is not fishing. At the time Chiyo asks a reason why his father is old. Because at the time Chiyo is seven or eight years. The conversation above Chiyo uses strategy 13 asks for reasons because Chiyo asks a reason so, that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). although Chiyo known his father very well but Chiyo must use polite utterance to his father because the status of his father is as his father.

Data 1:

*"You've got an eggplant on your face, little daughter of Sakamoto."
He went to a drawer and took out a small mirror to show it to me. My lip was swollen and blue, just as he'd said.
"But what I really want to know," he went on, "is how you came to have such extraordinary eyes, and why you don't look more like your father?"
"The eyes are my mother's," I said. "But as for my father, he's so wrinkled I've never known what he really looks like."*

The sentence above is spoken by Tn. Tanaka to Sakamoto. The conversation above happens when sakamoto tipsy in her house Tn. Tanaka. At the time Tn.Tanaka asks a reason why his does not look more like his father. The conversation above Tn. Tanaka uses strategy 13 asks for reasons because Tn. Tanaka asks a reason so, that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Tn.Tanaka used polite utterance to Sakamoto is social distance. Tn.Tanaka uses polite utterances because Tn.Tanaka is older than Sakamoto. So that she use polite utterances.

Data 8:

The rain was falling more heavily now, so I ran, rather than walked, down a narrow alley alongside the teahouse. The door at the back entrance rolled open as I arrived, and the same maid knelt there waiting for me. She didn't say a word but just took the shamisen case from my arms.

"Miss," I said, "may I ask? . . . Can you tell me where the Miyagawa-cho district is?"

"Why do you want to go there?"

"I have to pick up something."

The sentence above is spoken by Hatsumomo to chiyo. The conversation above happens when chiyo comes from out. At the time rain on the way and come back at her home. When Chiyo arrives at home, chiyo meets with Hatsumomo. And

then, chiyo asks to Hatsunom to tells where Miyagawa-cho? After that Hatsumomo asks reason to Chiyo, why she want to go to there (Miyagawa-cho)? The conversation above Hatsumomo uses strategy 13 ask for reasons because Hatsumomo asks a reason so, that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Hatsumomo used polite utterance to Chiyo is social distance. Hatsunomo uses polite utterances because Hatsumomo is older than Chiyo. So, they have known each other very well. So, sometimes Hatsumomo does not employ polite utterance when she talks to Chiyo or asks hiyo to do something, and the positive face of Chiyo will not threatened.

Data 9:

"Please, ma'am," I said, "do you have a girl here named Satsu?"

"We don't have any Satsu," she said.

I was too shocked to know what to say to this; but in any case, the old woman suddenly looked very alert, because a man was just walking past me toward the entrance. She stood partway and gave him several bows with her hands on her knees and told him, "Welcome!" When he'd entered, she put herself back down on the stool and stuck her feet out again.

"Why are you still here?" the old woman said to me. "I told you we don't have any Satsu."

"Yes, you do," said the younger woman across the way. "Your Yukiyo. Her name used to be Satsu, I remember."

"That's as may be," replied the old woman. "But we don't have any Satsu for this girl. I don't get myself into trouble for nothing."

The sentence is spoken by old woman to chiyo. The conversation above happens when chiyo comes to old woman, Chiyo asks to old woman about Satsu because Chiyo wants to know where is Satsu, but old woman answers that she does not know about Satsu. After that Chiyo puts herself back down on the stool and sticks her feet out again. After that old woman asks reason to Chiyo, Why is Chiyo still here?

The conversation above old women uses strategy 13 ask for reasons because Old woman asks a reason to Chiyo. The utterance **"Why are you still here?"** That is spoken by old woman to Chiyo. Old woman asks a reason to Chiyo. So, that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced old women used polite utterance to Chiyo is social distance. Old women uses polite utterances because old women is older than Chiyo. So that she use polite utterances.

Data 10:

"Mameha-san! I've just seen a friend of Hatsumomo's!"

"I didn't know Hatsumomo had any friends."

"It's Korin. She's over there ... or at least, she was a moment ago, with another geisha."

*"I know Korin. **Why are you so worried about her? What can she possibly do?"**"*

I didn't have an answer to this question.

The sentence above is spoken Mameha to chiyo. The conversation above happens when chiyo goes to the house. After that Chiyo tells about Hatsumomo's friend to Mameha. That Chiyo sees Hatsumomo's friend with another geisha. At the time Mameha asks a reason to Chiyo by utterance *Why are you so worried about her.*

The conversation above Mameha uses strategy 13 ask for reasons because Mameha asks a reason to Chiyo. The utterance that *Why are you so worried about her* is spoken by Mameha to Chiyo because Mameha asks a reason to Chiyo. So, that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Mameha used polite utterance to Chiyo is social distance. Mameha uses polite utterances because Mameha is older than Chiyo. So that she use polite utterances.

Data 11:

"What is it?" I heard her boyfriend's voice say. "Is someone there?"

"It's nothing," Hatsumomo whispered.

"Someone's there."

"No, it's no one at all," she said. "I thought I heard something, but it's no one."

There was no question in my mind Hatsumomo had seen me. But she apparently didn't want her boyfriend to know. I hurried back to kneel in the hallway, feeling as shaken as if I'd almost been run over by a trolley. I heard groans and noises coming from the maids' room for some time, and then they stopped. When Hatsumomo and her boyfriend finally stepped out into the corridor, her boyfriend looked right at me.

"That girl's in the front hall," he said. "She wasn't there when I came in."

"Oh, don't pay her any attention. She was a bad girl tonight and went out of the okiya when she wasn't supposed to. I'll deal with her later."

"So there was someone spying on us. Why did you lie to me?" "Koichi-san," she said, "you're in such a bad mood tonight!" "You aren't the least surprised to see her. You knew she was there all along."

The sentence above is spoken by Koichi-san to Hatsumomo. The conversation above happens when Hatsumomo comes from out. At the time Koichi-san asks a reason to Hatsumomo why did you lie to me? The conversation above Koichi-san uses strategy 13 asks for reasons because Koichi-san asks a reason so, that indicates this strategy.

The conversation above Koichi-san uses relative Power because the relation between Koichi-san and Hatsumomo is a boss to her servant. In this case the power of Koichi-san as a boss and Hatsumomo as a servant, so Koichi-san doesn't need to express very polite utterances to Hatsumomo when they are talking, and the Positive face of Hatsumomo will not threatened.

4.1.3 Offer, promise

In this type, the writer found the data that concerned with the type of positive politeness. There are 5 or 6.17% of the total of percentage of offer, promise applied by the characters in *Memoirs of Geisha* a novel by Arthur Golden, and these are the most unique forms of offer, promise.

Data 12:

"Bring a few more geisha next time, if you think it will help," Nobu said. "We'll come back next weekend. Invite that older sister of yours"

"Mameha's certainly clever, but the Minister is so exhausting to entertain. We need a geisha who's going to, I don't know, make a lot of noise! Distract everyone. You know, now that I think of it... it seems to me we need another guest as well, not just another geisha."

The sentence above is spoken by Nobu to Mameha for making agreement that they will come back next weekend. In a promise, Nobu uses a strategy that can satisfy a positive of Mameha's face. In the conversation above Nobu uses promise because Nobu makes promise with Mameha. Nobu utterance belongs to Promise because the utterance **"We'll come back next weekend"** is a promise that he uses.

This conversation influenced by the factor social distance. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). The influence factor of politeness strategies between Nobu and Mameha is social distance because they are similar in age. So, they have known each other very well. So, sometimes Nobu does not employ polite utterance when she talks to Mameha or asks Mameha to do something, and the positive face of Mameha will not threatened.

Data 13:

*"Hatsumomo-san-" "You want me to tell you where she is? Well, you're going to have to earn the information. When I think how, I'll tell you. Now get out." I didn't dare disobey her, but just before leaving the room I stopped, thinking perhaps I could persuade her. "Hatsumomo-san, I know you don't like me," I said. "If you would be kind enough to tell me what I want to know, **I'll promise never to bother you again.**"*

Hatsumomo looked very pleased when she heard this and came walking toward me with a luminous happiness on her face. Honestly, I've never seen a more astonishing-looking woman. Men in the street sometimes stopped and took their cigarettes from their mouths to stare at her. I thought she was going

to come whisper in my ear; but after she'd stood over me smiling for a moment, she drew back her hand and slapped me.

The sentence above is spoken by Chiyo to Hatsumomo. The conversation above happens when Chiyo wants to know about her sister. So, Chiyo asks to Hatsumomo to tell about her sister. But, Hatsumomo does not tell about her sister. So that Chiyo promises to Hatsumomo. If Hatsumomo tells about her sister, Chiyo Promises that she will not disturb Hatsumomo again.

In the conversation above chiyo uses promise because chiyo makes promise with Hatsumomo. Chiyo utterance belongs to Promise because the utterance **"We'll come back next weekend"** is a promise that he uses.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Chiyo used polite utterance to Hatsumomo is social distance. Chiyo uses polite utterances because Chiyo is younger than Hatsumomo. So that she use polite utterances.

Data 14:

"Several years ago I took on two new younger sisters," Mameha continued. "One worked very hard, but the other slacked off. I brought her here to my apartment one day and explained that I wouldn't tolerate her making a fool of me any longer, but it had no effect. The following month I told her to go and find herself a new older sister."

"Mameha-san, I promise you, such a thing will never happen with me," I said. *"Thanks to you, I feel like a ship encountering its first taste of the ocean. I would never forgive myself for disappointing you."*

In the sentence above is spoken by Chiyo to Mameha. The conversation above happens when Chiyo listens story from mameha. Mameha tells about "Severa' years ago I took on two new younger sisters," Mameha continued. *"One worked very hard, but the other slacked off. I brought her here to my apartment one day and explained that I wouldn't tolerate her making a fool of me any longer, but it had no effect. The following month I told her to go and find herself a new older sister."* After Chiyo listens story from Mameha, Chiyo said, that Chiyo promises to Mameha that she will never do what Mameha have told to her.

The sentence of "Mameha-san, I promise you, such a thing will never happen with me," means that Chiyo promises to Mameha. In the conversation above, chiyo uses promise because: chiyo makes promise with Mameha.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Chiyo used polite utterance to mameha is social distance. Chiyo uses polite utterances because Chiyo is younger than Mameha. So that she use polite utterances.

Data 15:

"You knew perfectly well what I meant when I wondered if you had hair, but you made me look like a fool. I owe you a favor, little Chiyo. I'll return it soon, I promise."
Hatsumomo's anger seemed to close itself up, and she walked back out of the okiya, where Pumpkin was waiting on the street to bow to her.

she smoothed her kimono and then pinched her eyes closed in anger and said to me, "All right, Sayuri.

What exactly did you say to Hatsumomo?"

*"Mameha-san, after all this work? **I promise you I would never do anything to ruin my own chances.**"*

"The Doctor certainly seems to have thrown you aside as though you're no better than an empty sack.

I'm sure there's a reason . . . but we won't find it out until we know what Hatsumomo said to him tonight."

The sentence above is spoken by Chiyo to Memaha. The conversation above happens when Chiyo and Mameha are in the room. The sentence of **I promise you I would never do anything to ruin my own chances.** means that, Chiyo promises to Mameha that she will never do anything to ruin herself. In the conversation above, chiyo uses promise because Chiyo makes promise with Mameha. So, that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Chiyo used polite utterance to Mameha is social distance. Chiyo uses polite utterances because Chiyo is younger than Mameha. So that she use polite utterances.

4.1.4 Use in-group identity markers

In this type, the writer found the data that concerned with the type of positive politeness. There is 1 or 1.23% of the total of percentage of use in-group identity markers applied by the characters in *Memoirs of Geisha* a novel by Arthur Golden.

Data 17:

"I can't do it, Hatsumono-san!" I cried. "What a shame, little sweatheart," her friend said to me. "Because if you make Hatsumomo tell you again, you'll lose the chance to find your sister." "Oh, shut up, Korin. Chiyo knows she has to do what I tell her. Write something on the fabric, Miss stupid. I don't care what it is."

The utterance above said by Korin, she is Hatsumomo's friend. This utterance has meaning that Hatsumomo's friend, Chiyo recommends to not make Hatsumomo told him again, because if Chiyo makes Hatsumomo be anger's, she will lose the chance of finding her sister.

The use of the phrase of "*sweatheart*" in this speech confirms that Korin and Chiyo have a balanced position. Through the utterance of "*sweatheart*" can be seen that Korin declares this speech because she wants to show the friendly relations between Korin and Chiyo.

In the conversation above Korin used strategy 4 use in group identity markers (address forms). Address form used to convey such in group membership include generic names and term of address like mate, buddy, honey, dear, and *sweatheart*. And in the conversation above Korin used the word "*Sweheart*" that indicates this strategy.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Korin used polite utterance to Chiyo is social

distance. Korin uses polite utterances because Korin is older than her. And also she does not know well about Chiyo So that she uses polite utterances.

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4.1.5 be optimistic

In this type, the writer found the data that concerned with the type of positive politeness. There are 20 or 24.6% of the total of percentage of be optimistic applied by the characters in *Memoirs of Geisha* a novel by Arthur Golden, and these are the most unique forms of Be optimistic.

Data 18:

*“When I find my sister **“You can come with us. We’ll run away together.”** Considering what a difficult time Pumkin was having with her lessons, I expected she would be happy at my offer. But she didn’t say anything at all.*

The sentence above is spoken by Chiyo to Pumkin to show a sense of optimism. Chiyo is very optimistic that Chiyo and Pumkin can escape together if Pumkin followed Chiyo. Chiyo assumes that their desires are same so, Chiyo decided to use this strategy. The utterance of optimism can also increase the intensity of Pumkin to Chiyo’s speech. This strategy is uses by Chiyo because she wants to gives satisfaction to the positive Pumkin’s face by showing a sense of optimism generated from Chiyo’s utterance.

This conversation influenced by social distance factor. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). The influence factor of politeness strategies between Chiyo and

Pumkin is social distance because they are similar in age. So, they have known each other very well. So, sometimes Chiyo does not employ polite utterance when she talks to Pumkin or asks Pumkin to do something, and the positive face of Pumkin will not be threatened.

Data 19:

"The girls are healthy," she said to Mr. Tanaka when he came back into the room, "and very suitable. Both of them are intact. The older one has far too much wood, but the younger one has a good deal of water. Pretty too, don't you think? Her older sister looks like a peasant beside her!"
"I'm sure they're both attractive girls in their way," he said. "Why don't we talk about it while I walk you out? The girls will wait here for me."
When Mr. Tanaka had closed the door behind them, I turned to see Satsu sitting on the edge of the platform, gazing upward toward the ceiling. Because of the shape of her face, tears were pooled along the tops of her nostrils, and I burst into tears myself the moment I saw her upset. I felt myself to blame for what had happened, and wiped her face with the corner of my peasant shirt.

The sentence above is spoken by Mrs. Fidget to Tn. Tanaka to show a sense of optimism. Tn. Tanaka says to Mrs. Fidget that both of them are attractive girls in their way. Tn. Tanaka is very optimistic. The utterance of optimism can also increase the intensity of Mrs. Fidget to Tn. Tanaka's speech. This strategy is used by Tn. Tanaka because he wants to give satisfaction to the Mrs. Fidget by showing a sense of optimism generated from Tn. Tanaka's utterance. The utterance above includes optimistic.

The positive politeness strategy that used by Mrs. Fidget in the conversation above is strategy 11 be optimistic because the utterance above indicates optimistic expression of Mrs. Fidget "I am sure"

The influence factor of polite utterance that produced Mrs.Fidget to Tn.Tanaka is social distance. Mrs.Fidget uses politeness strategies when talking with Tn.Tanaka because Tn.Tanaka is older than Mrs.fidget. So that she use polite utterances to keep the positive face of Tn.Tanaka.

Data 20:

"Oh, ma'am ... I'd give anything to undo my mistakes," I said. "It's been more than two years now. I've waited so patiently in the hopes that some opportunity might come along."

"Waiting patiently doesn't suit you. I can see you have a great deal of water in your personality. Water never waits. It changes shape and flows around things, and finds the secret paths no one else has thought about-the tiny hole through the roof or the bottom of a box. There's no doubt it's the most versatile of the five elements. It can wash away earth; it can put out fire; it can wear a piece of metal down and sweep it away. Even wood, which is its natural complement, can't survive without being nurtured by water. And yet, you haven't drawn on those strengths in living your life, have you?"

"Well, actually, ma'am, water flowing was what gave me the idea of escaping over the roof."

***"I'm sure you're a clever girl,"** Chiyo, but I don't think that was your cleverest moment. Those of us with water in our personalities don't pick where we'll flow to. All we can do is flow where the landscape of our lives carries us."*

"I suppose I'm like a river that has come up against a dam, and that dam is Hatsumomo."

The sentence above is spoken by Mameha to chiyo to show a sense of optimism. Mameha said to Chiyo that she is a clever girl. Mameha is very optimistic. The utterance of **"I'm sure you're a clever girl"** means that, Mameha Shows sense optimism to Chiyo.

The positive politeness strategy that uses by Mameha in the conversation above is be optimistic because the utterance above indicates optimistic expression

"I'm sure you're a clever girl." This strategy is used by Mameha because she wants to give satisfaction to the Chiyo by showing a sense of optimism generated from Mameha's utterance.

The positive politeness strategy that used by Mameha in the conversation above is strategy 11 be optimistic because the utterance above indicates optimistic expression of Mameha "*I am sure*"

This conversation influenced by the factor social distance. Social distance can be seen as the relation between the speaker and listener. (Status, age, sex, degree of intimacy, etc). the factor that influenced Mameha used polite utterance to Chiyo is social distance. Mameha uses polite utterances because Mameha is older than her. And also she knows well about Chiyo so that she uses polite utterances.

From the analysis above, the writers conclude that there are five types of positive politeness strategies that used by characters in "*Memories of Geisha*" they are: strategy 11 be optimistic, strategy 12 include both speaker and hearer in the activity, strategy 13 give or ask for reason, strategy 4 use in groups identity markers and strategy 10 offer promise. The most factors that influence characters used politeness are social distance.

4.2 Discussions

Based on the explanation above, there are some important points. The First, there are 80 strategies that used by the character in *Memoirs of geisha*. The strategies based on the finding on the types of positive politeness strategy, it is shown that

strategy 13 give (or ask for reason) are dominant. For example *"Daddy, why are you so old?"*

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 In the sentence above, that is spoken by Chiyo to his father. The conversation above happened when his father chiyo not fishing. At the time chiyo ask a reason why his father is old. Because at the time chiyo was seven or eight years.

In the conversation above chiyo used **Strategy 13: give (or ask for) reasons** because chiyo ask a reason so, that indicates this strategy. The influence factor is social distance. Social distance can be seen as the relation between the speaker and listener. (status, age, sex, degree of intimacy, etc). chiyo uses polite utterance because the status his father.

Moreover, there are different focuses in my research among other researches done before. In my research, the writer focuses on the types of positive politeness strategy and the factor that influence the use of Positive politeness strategy. Furthermore, different from the previous that use talk show, I use novel as source of digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id the data.

In addition, the writer tries to add another point of view about this study. Politeness appears naturally in every conversation and other face to face interaction. In case of communication, the speakers will choose the strategies to have polite conversation. People use politeness strategies in order to get their conversation run well and go smoothly. It means that not only speaking in fine linguistics but also considering other's feeling are important. In other word, speaking politeness involves

taking account of the other's feeling and being polite person means that he should make others feel comfortable. On the other hand like in the qur'an surah Al Baqarah:

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قَوْلٌ مَعْرُوفٌ وَمَغْفِرَةٌ خَيْرٌ مِّنْ صَدَقَةٍ يَتَّبِعُهَا أَذَى ۗ وَاللَّهُ غَنِيٌّ حَلِيمٌ

Meaning: kind speech and forgiveness are better than charity followed by injury, and Allah is free of need and forbearing.

This ayah makes clear the logic of Islam due to the social values concerning the honor of people. Islam considers the value of the action of those who speak helpfully and leadingly with the needy people in order to protect them and keep their secrets hidden.

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CHAPTER V

CONCLUSION AND SUGGESTION

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5.1 Conclusion

After analyzing the data and based on the research finding, the researcher concludes that positive politeness is an important thing for daily communication, because by applying positive politeness strategies, the conversation will run well and go smoothly. In this study, the researcher analyzes 80 data of positive politeness. Based on the data that have been analyzed, the researcher concludes that there are five types of positive politeness that are performed by the characters in the novel. They are strategy 4 namely use in-group identity marker, In strategy 10 namely offers / promise, strategy 11 namely be optimistic, strategy 12 namely include both the speaker and the hearer in the activity and strategy 13 namely give (or ask for) reasons. The dominant strategy is strategy 13.namely give (or ask for) reasons.

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After classifying the types of positive politeness, the researcher explains the factors influencing the use of positive politeness that is performed by the characters in the novel. According to Brown and Levinson there are two factors that influence of choosing strategies. They are payoff and circumstances (social distance, relative power and size of imposition), the most factors that influence chosen polite strategies used by characters in "*Memoirs of Geisha*" novel based on the Brown and Levinson theory is social distance.

After reading the findings, the researcher hopes the readers will know how to make positive politeness in the right way. Positive politeness strategy is an important thing for daily communication because by applying it, the message can be accepted by the hearer well and also it can maintain the relationship.

5.2 Suggestion

Based on the analysis and conclusion of the research, the researcher would like to give some suggestions about the analysis of dialogs in a novel using pragmatics approach particularly on Positive Politeness Strategy based on Brown and Levinson.

Hopefully, this study can be used for additional references for those who want to make further research in this field. The research can also be done by choosing another field of study like Sociolinguistic. Besides, other researchers can also use this novel for a research by choosing another field of study like positive politeness strategy and the type of positive politeness strategy used by the characters in their conversation, because the researcher thinks that this novel is very good to be analyzed.

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