

**FLOUTING OF CONVERSATIONAL MAXIMS USED BY CHRIS GARDNER IN "THE PURSUIT OF HAPPYNESS" MOVIE**

**A THESIS**



Submitted as Partial Fulfillment of the Requirements for the Sarjana Degree of English Department Faculty of Letters and Humanities UIN Sunan Ampel Surabaya

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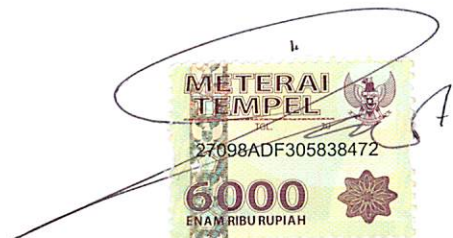
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## DECLARATION

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. In order 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.

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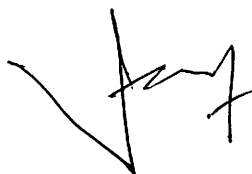
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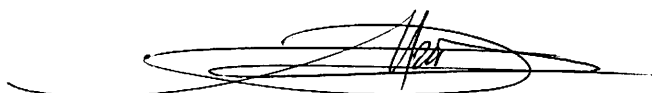
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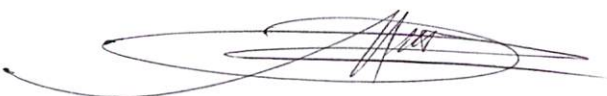
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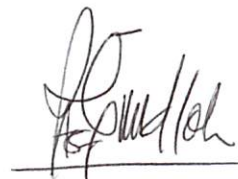
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## ABSTRACT

Ningrum, Wigya Laksmi Sanasti. 2015. *An Analysis of Flouting Conversational Maxim by Chris Gardner in "The Pursuit of Happiness" Movie*. English Department. Faculty of Letters and Humanities. The State Islamic University of Sunan Ampel Surabaya.

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Key Words : Co-operative Principle, Flouting Maxims, Characterization, Chris Gardner.

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This research focuses on the flouting maxim used by Chris Gardner. The objectives of this research are to identify the kinds of maxims are flouted by Chris Gardner in *The Pursuit of Happiness* movie, to reveal the reason he flouted the maxims and to find out his characterization as the author characterizes him through his flouting maxims. This research includes in the field of discourse and pragmatics. It uses the theory of cooperative principle by H.P Grice to analyze the object. It applies a descriptive qualitative approach since this research contains of analyzing by using interpretation.

The results of this research are as follows; first, all maxims, namely maxim of quantity, maxim of quality, maxim of relation and maxim of manner, are flouted by Chris Gardner. There are some ways he flouts the maxims; by sharing experience, telling the planning, telling personality, telling the sequence, repeating some utterance, giving little information, giving unsure answer, giving a hyperbole sentences, lying, pretending, changing the topic, cutting somebody's speaking, giving unrelated answer, giving an ambiguity sentence, and giving an unclear and an incomplete sentence. Second, the reason he flouts the maxims based on the context in each maxims are; for flouting maxim of quantity, the reasons are to convince somebody, to give reasoning, to show up from people's underestimated, to defense, to get intention, to show his existence to other people, to show seriousness, and not to know the answer. For flouting maxim of quality are to give a hope, to show intended meaning, to make people feel calm and fine, to make people not focus, and to suggest. For flouting maxim of relation are not to want to talk about something, to show intended meaning, not to have an appropriate answer, and there is something attracts the speaker. And for flouting maxim of manner is to show intended meaning. Last, flouting maxims can characterize him as attractive, argumentative, liar, aware and thinker person.

## INTISARI

Ningrum, Wigya Laksmi Sanasti. 2015. An Analysis of Flouting Conversational Maxim by Chris Gardner in “*The Pursuit of Happiness*” Movie. Tesis. Program Studi Sastra Inggris. Fakultas Adab dan Humaniora. Universitas Islam Negeri Sunan Ampel Surabaya

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Kata Kunci : Co-operative Principle, Flouting Maxims, Characterization, Chris Gardner.

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Penelitian ini fokus pada pelanggaran *maxim* oleh Chris Gardner. Tujuan dari penelitian ini adalah untuk mengidentifikasi macam-macam *maxim* yang dilanggar oleh Chris Gardner di film *The Pursuit of Happiness*, untuk mengungkapkan alasan dia melanggar *maxim* dan untuk mencari tahu karakternya sebagaimana penulis memberi karakter untuknya melalui pelanggaran-pelanggaran *maxim* nya. Penelitian ini tergolong dalam lingkupan *discourse* dan *pragmatics*. Penelitian ini menggunakan teori *co-operative principle* dari Grice untuk menganalisis objek nya. Penelitian ini menerapkan pendekatan deskriptif kualitatif sebagaimana di dalam penelitian berisi analisis dengan menggunakan interpretasi.

Hasil dari penelitian ini adalah; yang pertama, semua *maxim* yaitu *maxim of quantity*, *maxim of quality*, *maxim of relation*, *maxim of manner*, dilanggar oleh Chris Gardner. Terdapat beberapa cara saat dia melanggar *maxim*; dengan cara berbagi pengalaman, menceritakan rencana, menceritakan kepribadian, menceritakan urutan kejadian, mengulang beberapa ungkapan, memberikan sedikit informasi, memberikan jawaban yang tidak jelas, memberikan kalimat yang mengandung *hyperbole*, berbohong, berpura-pura, mengalihkan topik, memotong pembicaraan seseorang, memberikan jawaban yang tidak berhubungan, memberikan kalimat yang membingungkan, dan memberikan kalimat yang tidak jelas dan tidak lengkap. Yang kedua, alasan dia melanggar *maxim* berdasarkan konteks pada masing-masing *maxim* adalah; untuk *flouting maxim of quantity*, alasannya adalah untuk meyakinkan seseorang, untuk beralasan, untuk berunjuk diri dari remehan orang lain, untuk membela diri, untuk mendapatkan perhatian, untuk menunjukkan keberadaannya ke orang lain, untuk menunjukkan keseriusan, tidak mengetahui jawaban. Untuk *flouting maxim of quality* adalah untuk memberikan sebuah harapan, untuk menunjukkan maksud tertentu, untuk membuat orang lain merasa tenang dan baik, untuk membuat orang lain tidak fokus, untuk memerikan saran. Untuk *flouting maxim of relation* adalah tidak ingin membicarakan sesuatu, untuk menunjukkan maksud tertentu, tidak memiliki jawaban yang tepat, ada sesuatu yang menarik perhatian pembicara. Dan untuk *flouting maxim of manner* adalah untuk menunjukkan maksud tertentu. Yang terakhir, pelanggaran *maxim* dapat memberi karakter pada Chris Gardner sebagai seseorang yang menarik, suka berdebat, pembohong, sadar, dan pemikir.

## CHAPTER I

### INTRODUCTION

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This chapter presents background of study, research problems, objectives of the study, significance of the study, scope and limitation, and definition of key terms.

#### 1.1 Background of Study

Communication is the way of people to communicate each other. Through the conversation is being held, people can share what the world is going on to each other. As a language is the primary tool of communication, it carries an important role to communicate, to share the idea, to express, and to deliver the message. In a general communication system, people try to convey a clear and true message to their interlocutor in order to make a good feedback of their conversation. In certain condition, sometimes people let themselves to say untruth in order to show different meaning. Like when we want to stop the conversation in the phone, we like to say “I have to clean my house” rather than “can we stop the conversation now?”. When the speaker does not cooperate the conversation well, he/she actually hopes their interlocutor will understand what he/she intends to. From this kind of conversation, it proves that people can read the intention from other people. It is the unique way since we never be thought to learn a procedure of reading intention from other people. With the norms of conversation, the speaker and the hearer try to bring

the conversation cooperatively. In daily conversation, this case often happens consciously to people.

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In the way of people converse, there are particular principles to make a conversation effective and be understood by other people. This principle's theory is derived by Paul Grice (1989), the philosophy expert who proposes the co-operative principle in conversation. Grice's theory is one of the areas of pragmatics study.

Paltridge (2000) says that pragmatics is the study of meaning in relation to the context in which a person is speaking or writing. Co-operative principle is the rules or norms in doing conversation by set of principles to make the conversation contribute to each other as Grice (1989) defines "make our conversational contribution such as is required, at the stage at which it occurs, by the accepted purpose or direction of the exchange in which we are engaged" (p. 26).

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By the definition above, people who do conversation requires a good feedback from their interlocutor to get a conversation contribute to each other. So that, people can get information as required as they need. In the book *Discourse Analysis*, comes from Grice's paper *Logic and Conversation*, he proposes four principles to support conversation namely, maxim of quality, maxim of quantity, maxim of relation and maxim of manner (cited in Paltridge, 2000, p. 62) and each of these has different function. These maxims are manners of conversation which is needed to cooperate among speaker and hearer. In certain case, there is a time when people cannot say

straight during conversation or even they find difficulties to say the truth.

This phenomenon is described as flouting maxim which is defined as people do not observe the rule of maxim because of certain reasons. So, they prefer to say indirectly and sometimes ambiguity in giving feedback in conversation.

In the way people flout maxims, they have certain purpose to do it. The purpose which is intended by the speaker is expected to be understood by the hearer. Sometimes, we use this way to make people aware about something without hurting their heart. Rees (1999) gives example to advise somebody in indirect:

When Sir Maurice Bowra was Warden of Wadham College, Oxford, he was interviewing a young man or a place at the college. He eventually came to the conclusion that the young man would not do. Helpfully, however, he let him down gently by advising the young man, 'I think you would be happier in a large-or a small- college'. (As cited in Cutting, 2002, p.36)

In certain countries, saying actual words is good rather than makes it complex, but in the country like Indonesia which holds their tradition, this condition is more polite and people like to say in indirect way as flouting conversational maxim to deliver their intention. This phenomenon becomes behaves to people.

In the movie's dialogue, this case is often used by the characters in the movie. It is used to make the dialogue alive and make people guess what speaker's intention. Through the theory of flouting maxim, it is suitable to use this theory for analyzing a movie that contains of flouting conversational maxim. This study takes a concern in The Pursuit of Happiness movie which focuses on the conversation of the main character namely Chris Gardner.

This movie is a biography's movie. It tells a real story from a person, Chris Gardner, who always tries to get a better life. He starts his life from zero to be hero. Some of his conversations to other characters are indicated that he flouts the conversational maxims. By Grice's theory, people who flout the maxims of conversation or they do not give the information as informative means they keep a hidden meaning which wants to be expressed. In the theory of Grice, this is called as implicature. Grice states implicature as 'To imply is to hint, suggest or convey some meanings indirectly by means of language' (cited in Thomas, 1995). When the speaker says indirectly in his/her speech, he/she lets the hearer to seek for a hidden meaning which is uttered by the speaker. In this case, background knowledge of the case is needed to interpret the meaning.

After understanding the theory of flouting conversational maxim, the researcher is interested to take this field as her research because we often apply this way in our daily life including in the movie *The Pursuit of Happiness*. When people flout a maxim it means they have particular reasons to be expressed. This study is also important to understand somebody by his/her saying as a listener understanding the meaning from the speaker's saying.

The study about flouting conversational maxims has been conducted by many people. The most famous one is conducted to create humor through the theory. From movies, Aguslani (2012) conducted a research which provoked humor by using Gricean maxims with a thesis's title is "Flouting of Maxims

Which Provokes Humor in The Big Bang Theory and Office Boy Shift 2 Movie Series”. The second thesis which concern in this study comes from Diastuti (2012) which looked for the cooperate maxims in the movie of “*The Tears of The Sun*”. The other one comes from Fajrina (2014) entitled “An Analysis of Flouting Maxims Used by Elizabeth in Austen’s *Pride and Prejudice* The Movie”.

By all of these, the researcher looks for the object of flouting maxims in the main character namely Chris Gardner who plays in *The Pursuit of Happyness* for number of reasons. First, the character of Chris Gardner conveys flouting conversational maxims in the way he does conversation. Mostly, he likes to say indirect speaking to hide something. Some of his conversation lets the hearer to seek the hidden meaning inside and some again lets the hearer avoids the meaning of his speaking while he hides something through the conversation. This kind of his conversation makes the watcher easier to know the reason. Second, this movie conveys a moral value which poured in the dialogue conversation. Every person is touched to see the movie as they success to understand the story by understanding conversation holding.

## 1.2 Research Problems

Based on the background of study presented above, the researcher formulates the problems as follows:

1. What maxims are flouted by Chris Gardner in The Pursuit of Happyness movie?
2. What are the reasons of flouting maxims showed by Chris Gardner in The Pursuit of Happyness movie?
3. How does the author characterize Chris Gardner by flouting maxim in The Pursuit of Happyness movie?

## 1.3 Objectives of the Study

In accordance with the formulation of the problems, the objectives of the study are as follow:

1. To identify the kinds of maxims are flouted in by Chris Gardner in The Pursuit of Happyness movie.
2. To reveal the reason of flouting conversational maxim showed by Chris Gardner in The Pursuit of Happyness movie.
3. To find out the characterization of Chris Gardner as the author characterized him through his flouting maxims.

## 1.4 Significance of the Study

This research is expected to be useful both theoretically and practically.

1. Theoretically, this research can enrich the knowledge of linguistics research especially in discourse analysis and pragmatics field. It can also



be a source of information about conversational implicature of co-operative principle that is derived by Grice in the object of main character of the movie.

2. Practically, this research can make people understand about the conversation in virtual world. By having practice through this study they can be easier to interpret what other people intent to. It might also help students of English Department to understand deeper in studying co-operative principle.

### **1.5 Scope and Limitation**

The scope of this research is a discourse analysis and pragmatics because it deals with co-operative principle and discourse which focuses in flouting the co-operative principle. This study focuses on the flouting maxims of co-operative principle that derived by Grice, namely; flouting maxim of quantity, flouting maxim of quality, flouting maxim of relation, and flouting maxim of manner. Flouting is the way when people disobey to observe the Gricean maxims.

Even though, there are many characters in *The Pursuit of Happyness* movie, the research limits in the main character namely Chris Gardner. The way he makes a dialogue with others characters shows the disobeying him to observe the conversational maxim. The data is purely taken from *The Pursuit of Happyness* movie which released in 2006.

## 1.6 Definition of Key Term

1. **Conversational maxim** : The rules or norms that people should contribute in conversation to make the conversation required as they are expecting such as maxim of quantity, maxim of quality, maxim of relation and maxim of manner.
2. **Flouting maxim** : When speaker does not observe a proper maxim during conversation to make certain meaning or purpose.
3. **The Pursuit of Happiness Movie** : The pursuit of Happiness is a movie inspired by true story that tells about a single father, Chris Gardner, who is struggling to get a better life for his life with his son. His success is not easy to get. He has to face many problems in the way he is trying to get job. His life is difficult. His wife leaves him because he cannot fulfill all the needs in their household. There remains only his son who is a power for him to reach a better life.
4. **Chris Gardner** : The main character of Pursuit of Happiness, sometimes called as Chris. He is a single father who tries to reach a better life.

## CHAPTER II

### REVIEW OF LITERATURE

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This chapter presents a brief overview on the theory of cooperative principle by H.P Grice, followed by its maxim and the explanation of implicature, context, flouting maxims and also characterization. In addition, the researcher presents some previous studies of this field.

#### 2.1 Theoretical Framework

The theory which is used in this research comes from H.P Grice (1989). Grice's theory is an attempt at explaining how a hearer gets from what is said to what is meant, from the level of expressed meaning to the level of implied meaning (cited in Thomas, 1995, p. 56).

The theory is included of the discourse analysis and pragmatics field. In discourse analysis, Paltridge (2006) says that it focuses on knowledge about language beyond the word, clause, phrase and sentence that is needed for successful communication. It can be said that discourse analysis concerns in analysing all about language which is spoken or written. There are sub subjects include in discourse analysis field according to Paltridge (2006) in his book *Discourse Analysis* namely; Discourse and society, Discourse and Pragmatics, Discourse and Genre, Discourse and Conversation, and Discourse and Grammar. While, pragmatics according to Paltridge (2006) is the study about meaning in relation to the context in which a person is speaking or writing. Another definition of pragmatics comes from Yule's (1996) points of view. According to Yule

(1996), firstly, pragmatics is the study of utterances as communicated by a speaker and interpreted by a hearer. Secondly, pragmatics is the study of contextual meaning. It requires a consideration of how a speaker organizes what he or she wants to say. Thirdly, pragmatics is the study of how the hearer gets the implicit meaning of the speaker's utterances. The last, pragmatics is the study of the expression of a relative distance. It is assumed as the study of the relationship between linguistics forms and the users of those forms. From all the definition above, discourse and pragmatics are combined to see the relationship between language and context.

Furthermore, according to Yule (1996) in his book *Pragmatics*, it covers several scopes; they are deixis, cooperative principles, implicature, presupposition and speech acts. From the areas of pragmatics field, the co-operative principle becomes a main theory of this research.

### **2.1.1 The Co-operative Principle by Grice (1989)**

H.P. Grice invents a theory of conversation like Thomas (1995) says that it “attempts explaining how a hearer gets from what is said to what is meant” (p. 56). In the way we are doing conversation, some principles should apply to make a good contribution of conversation as Grice's (1989) states “make our conversational contribution such as is required, at the stage at which is occurs, by the accepted purpose or direction of the exchange in which we are engaged” (p. 26). He suggests that all participants should give a contribution to each other in conversation by providing required information, speak the truth, be relevant and be clear. This principle will engage between

speaker and hearer to co-operate each other. The principle is called as a maxim which is defined as a short, pithy statement expressing a general truth or rule of conduct (Oxford dictionary). In a simple word, a maxim means a saying.

### **2.1.2 The Kind of Gricean Maxims**

In conversation, Grice (1989) presents four conversational maxims as the rules to express the cooperation during the conversation. They are maxim of quantity, maxim of quality, maxim of relation and maxim of manner. By these rules, the speaker should apply it in order to give a good feedback in conversation.

#### **2.1.2.1 Maxim of Quantity**

Maxim of Quantity is a rule to give right information. It demands the speaker should give information not to be more or not to be lack. This rule asks the speaker to be informative to the listener. In order to give information, Cutting (2002) states that the speaker knows how much information the hearer requires or can be bothered with. In the other words, giving more information will make the hearer gets bored because of this, or giving too little information will risk the hearer because the hearer does not get explicit information. According to Grice (1989), this maxim provides to:

1. Make your contribution as informative as is required (for the certain purpose of the exchange).

2. Do not make your contribution more informative than is required (p. 26).

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To make a clear explanation about maxim of quantity, Grice (1989)

also gives a brief analogue of this category as:

If you are assisting me to mend a car, I expect your contribution to be neither more or less than is required. If for example, at a particular stage I need four screws, I expect you to hand me four, rather than two or six (p. 28).

### 2.1.2.2 Maxim of Quality

Maxim of Quality is a rule to ask people should to speak the truth as they know. It demands the speaker to give information as the fact happen. Cutting (2002) notes that this rules “expects the speakers to be sincere as they believe corresponds to reality” (p. 35). According to Grice (1989) this maxim provides two specific maxims:

1. Do not say what you believe to be false.
2. Do not say that for which you lack adequate evidence (p. 27).

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In the analogue from Grice (1989) explains more clearly about maxim of quality that:

I expect your contributions to be genuine and not spurious. If I need a sugar as an ingredient in the cake you are assisting me to make, I do not expect you to hand me salt; if I need a spoon, I do not expect a trick spoon made of rubber (p. 28).

### 2.1.2.3 Maxim of Relation

This maxim should make the contribution relevant as Grice (1989) states “be relevant” (p. 28). According to Cutting (2002), “some speakers like to indicate how their comment has relevance to the conversation” (p. 35). In following analogue of Grice (1989), he also states that:

I expect a partner’s contribution to be appropriate to the immediate needs at each stage of the transaction. If I am mixing ingredients for a cake, I do not expect to be handed a good book, or even an oven cloth (though this might be an appropriate contribution at a later stage (p. 28).

### 2.1.2.4 Maxim of Manner

Maxim of manner takes a rule in the way people should say clearly during conversation. According to Grice (1989), he provides the characteristics of using maxim of manner.

1. Avoid obscurity of expression.
2. Avoid ambiguity.
3. Be brief (avoid unnecessary prolixity).
4. Be orderly (p. 27).

Being clearly and orderly are the key to observe this maxim. Like Grice (1989) analogue in his paper “I expect a partner to make it clear what contribution he is making and to execute his performance with reasonable dispatch” (p. 28).

From all above, through those maxims, people should be cooperative in communicating by obeying all maxims. The following example shows a person who observes all the maxims that Grice noted:

(1) Husband: Where are the car keys?

Wife : They're on the table in the hall. (cited in Thomas, 1995, p. 63)

The wife has answered clearly as she obeyed of the maxim of Manner, said truthfully as she obeyed a maxim of quality, has given just the right information as she obeyed the maxim of quantity and has directly given the goal answer as she obeyed a maxim of relation.

### **2.1.3 The Theory of Implicature**

In communication form, implicature means the way of speaker states indirectly and sometimes the meaning is to hint their listener to aware of something. This way is different from the literal meaning as they are saying. Grice states implicature as 'To imply is to hint, suggest or convey some meaning indirectly by means of language' (cited in Thomas, 1995, p.58). In addition, he makes clear explanation that an implicature is generated intentionally by the speaker and may (or may not) be understood by the hearer (cited in Thomas, 1995, p. 58). It seems like by using implicature, the speaker tries to show their intention to the hearer. In order the hearer gets it or not, it depends on the hearer's interpretation for understanding the meaning.



Grice (1975) proposes two kinds of implicatures. Those are conventional and conversational implicatures (cited in Thomas, 1995, p.57).

Conventional implicature would be found in general sentence which includes English conjunction such as Levinson (1983) mentions four list: but, even, therefore and yet (cited in Thomas, 1995, p. 57). Below is the example of conventional implicature:

(2) She was cursed with a stammer, unmarried but far from stupid.

Notice that although it is not actually asserted that unmarried people (or, perhaps, people who stammer) are stupid, the word but definitely implies that this is the case. The word but carries the implicature that what follows will run counter to expectations (cited in Thomas, 1995, p. 57).

The other one is conversational implicature as the focus of this research also. The implicature could be found in the conversation. The dialogue below is taken from Cruse (2004):

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(3) A: Am I in time for supper?

B: I've cleared the table (p. 349).

Here it is obviously B's intention to convey the proposition that A is too late for supper, but this has to be worked out by the hearer.

To distinguish the differences between conventional implicature and conversational implicature that there is a dependence context in conversational implicature, while in conventional implicature, it is formed by the particular linguistics form.

#### 2.1.4 Context

Context is the central understanding in interpreting the meaning. According to Cutting (2002), he divides it into three kinds aspect of context.

They are situational context, background knowledge context and co-textual context.

Cutting (2002) explains the term situational context as “what speakers know about what they can see around them” (p. 3). In the way of conversation, the speaker and hearer engage themselves to use the things around them to support their speaking. Like Cutting (2002) says that it is an immediate physical co-presence, the situation where the interaction is taking place at the moment of speaking.

Background knowledge context is people say what they know about each other and the world. It includes cultural knowledge and interpersonal knowledge. Paltridge (2006) explains that cultural knowledge tends to say “what they know about the world, what they know about various areas of life, what they know about each other and what they know about the norms and expectation of particular discourse community in which the communication is taking place” (p. 54). Interpersonal knowledge engages between speaker and hearer has relationship before. As Cutting (2002) sates “share interpersonal language is knowledge acquired through previous verbal interaction or joint activities and experiences, and it includes privilege personal knowledge about their interlocutor (p. 6)”. So that they can share everything that both people

know without feeling disturbing because they ever have a communication before.

The last is co-textual which engages in what they know about what they have been saying. Cutting (2002) says that the co-textual deals with the contextual context, the context of the text itself. This aspect includes grammatical cohesion and lexical cohesion. The grammatical cohesion expands to endoporic reference, substitution and ellipsis while the lexical cohesion deals with repetition, synonyms, superordinates and general words.

### **2.1.5 Flouting Co-operative Principle**

In cooperative principle by Grice, maxim should be applied in the way of conversation. A set of maxims that could be not observed by speaker because of certain purpose is called as flouting maxim. Cook (1989) says there is a condition when speakers could not observe the maxims:

There are times, however, when being truthful, brief and relevant might have different meanings, indeed different context and situation may have different understanding of what 'be truthful, relevant and brief' means. There are further, occasions where we cannot be brief and true at the same time. This leads us to the 'flouting' of the co-operative principle and its maxims (cited in Paltridge, 2000, p. 64).

When people apply it perfectly in conversation, it means they are observing maxims. If they do not apply it, it means they are failing the maxim. As Grice pointed out, there are five ways of failing to observe maxim, namely; flouting, violating, infringing, opting out and suspending (cited in Thomas, 1995, p. 64). All these kinds are the kinds of not observing

the maxim as should be. So, the function is still not obeying cooperative principle.

Flouting is the type of failing maxim in order the speaker wishes the hearer to get a certain meaning as Thomas (1995) said “the speaker wishes to prompt the hearer to look for a meaning which is different from, or in addition to, the expressed meaning” (p. 65). The second type is violating maxim. This maxim is different from flouting. If flouting asks the hearer looks for the other meaning, this failing maxim discourages the hearer for seeking for implicature. Grice draws ‘violating maxim as the unostentatious non observance of a maxim. Grice (1989, p. 30) states directly “a speaker who violates a maxim will be liable to mislead”. The third type is infringing of maxim. Grice said infringing is failing the maxim because of imperfect linguistics performance such a young child or a foreign learner or in the way the speaker’s nervousness, drunkenness, excitement. Opting out maxim is the way the speaker fail maxim to indicate unwillingness to cooperate in the way the maxim require. It is the kind of legal or ethical reason (cited in Thomas, 1995, p. 74). The last is suspending of maxim. The speaker might use this failing maxim in under certain circumstance as part of certain events there is no expectation on the part of any participants that one or several maxims should be observed (cited in Thomas, 1995, p. 74).

As the research focuses on flouting conversational maxim, the following will emphasize its discussion more on flouting in each maxim.

### 2.1.5.1 Flouting Maxim of Quantity

Grice has said that flouting comes if ‘the speaker wishes to prompt the hearer to look for a meaning which is different from, or in addition to, the expressed meaning’ (cited in Thomas, 1995, p.65). Maxim of quantity demands the speaker to give right information. Flouting maxim of quantity occurs when speaker disobey this rules. Cutting (2002) explained the flouting maxim of quantity seems to give little information and too information. Here is the example taken from Cutting (2002):

- (4) A: Well, how do I look?  
 B: Your shoes are nice (p. 37).

From this conversation, we know that B flouts the maxim of quantity. In this case A expects B to give a comment for his whole appearance but B gives lack information by saying a part of his appearance “Your shoes are nice”. By only saying A’s shoes looking, B knows that A will understand that his performance is good enough. Even though B does not give whole information as A expects, A gets the meaning of B saying.

### 2.1.5.2 Flouting Maxim of Quality

Maxim of quality is known as a maxim which demands us to give information based on the fact. Flouting maxim of quality comes when the speaker say unreal information or they are lack adequate evidence. Here is the example taken from Thomas (1995):

(5) A: Is he nice?

B: She seems to like him (p. 66).

This conversation shows that B flouts the maxim of quantity because B is not sure whether he is nice or not. Normally, speakers may flout the maxim of quality in several ways as Cutting (2002) describes below:

#### 1. Hyperbole

The speaker may flout the maxim by using hyperbole words such “I could eat horse” (p. 37). When the speaker used this sentence, it does not really mean eating a real horse. The hearer will understand that the speaker’s saying means speaker is hungry now.

#### 2. Metaphor

Using metaphor to flout maxim often occurs in our daily conversation.

The sentence “I’m going to wash my hand” (p. 37), we agree to understand this sentence with ‘I’m going to urinate’.

#### 3. Irony and Banter

Leech (1983, p. 144) noted that while irony is an apparently friendly way of being offensive (mock politeness), the type of verbal behaviour known as “banter” is an offensive way of being friendly (mock impoliteness). (cited in Cutting, 2002, p. 38)

#### 4. Sarcasm

It is a kind of offensive like irony but the result is hurting people. This kind of flouting maxim can be seen in the way people saying and be

based from the context again like ‘This is lovely undercooked egg you’ve given me here, as usual. Yum!’ (cited in Cutting, 2002, p. 38).

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### **2.1.5.3 Flouting Maxim of Relation**

A person who flouts maxim of relation means his/her saying is irrelevant with the topic. Cutting (2002) stated that flouting maxim of relation seems to expect the hearer know the real utterance which did not say. Below is the example of flouting maxim relation.

(6) A: So, what do you think of Mark?

B: His flatmate’s a wonderful cook (As cited in Cutting, 2002, p. 39).

B does not say that B was not very impressed with Mark, but by not mentioning him in the reply and apparently saying something irrelevant, B implies it.

### **2.1.5.4 Flouting Maxim of Manner**

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. Cutting (2002) said that flouting of manner appears when the speaker to be obscure. To flout the maxim of manner, people like to give ambiguity information. It will make the listener gets unclear information from the speaker. When it is conducted by a certain purpose, the listener can get what the speaker means. Here is the example:

(7) Interviewer : Did the United States Government play any part in Duvalier's departure? Did they, for example, actively encourage him to leave?

Official : I would not try to steer you away from that conclusion (cited in Thomas, 1995, p. 71).

Actually the official can say “Yes”, but her actual response is extremely long-winded and convoluted. So, the official chooses to flout the maxim of manner.

### 2.1.6 Characterization

Characterization is given by author to draw a personality of characters in a story. This element includes in literary works. There are two ways to characterize the characters. Minderop (2005) says that they are direct characterization method or telling and indirect characterization method or showing.

Direct characterization means telling a watcher about the personality character by the author directly. Pickering and Hoepfer (1981, p. 27) states briefly about direct method:

One method is telling, which relies on exposition and direct commentary by the author. In telling - a method preferred and practiced by many older fiction writers – the guiding hand of the authors is very much evidence. We learn and look only at what the author calls to our attention (cited in Minderop, 2005, p. 8)

According to Minderop (2005), direct method includes characterization through the use of names, characterization through appearance, and characterization by the author. Characterization through names means using a name to create an idea to be shown in character.

While indirect characterization is showing things that reveal the personality of a character. It ignores the author’s appearance as Pickering and Hoepfer (1981, p. 27-28) says:



The other method is the indirect, the dramatic method or showing, which involves the author's stepping aside, as it were, to allow the characters to reveal themselves directly through and their action. With showing much of the burden of character analysis is shifted to the reader, who is required to infer the character on the basis of the evidence provided in the narrative. (cited in Minderop, 2005, p. 22)

This method can characterize the characters through their dialogue and their action. It is known that the reader can infer the characters from their conversation or dialogue by his/her speaking. The other hand, the character's action has a big influence to draw the character's personality.

As the research reveals the characterization of the main character in the movie, the indirect way through a dialog can influence the characterization of Chris Gardner. The dialogues which contain of flouting maxims are the main focus to reveal the character.

## 2.2 Previous Study

The study about flouting conversational maxims has been conducted by many people. The most famous study of flouting conversational maxims is conducted to create humor through the Grice's theory. One of thesis which provokes humor by using this theory comes from Aguslani, 2012, from Petra Christian University. The second thesis which concerned in the same field comes from Diastuti, 2012, from State Islamic Studies Institute (STAIN) Salatiga. The other one comes from Fajrina, 2014, from State Islamic University Sunan Ampel Surabaya.

### 2.2.1 The study of Aguslani (2012)

Aguslani (2012), from Petra Christian University, conducted an analysis of flouting conversational maxim entitled “Flouting of Maxims Which Provokes Humor in The Big Bang Theory and Office Boy Shift 2 Movie Series”. This thesis used Gricean maxims to look for the humor which was created in Big Bang Theory and Office Boy Shift 2 Movie Series. In this study, he compared two movies for looking the frequently appearance of flouting maxim in both movies. He also gave a detailed explanation how the characters create humor through the flouting maxims.

As a result, the study found that the characters in two movies flouted all maxims in the way to make humor appears in the movies. In The Big Bang Theory and Office Boy Shift 2 Movie, the maxim of relation was the maxim that often flouted with ratio of 18:10. The second most flouted was maxim of quantity with ratio 12:4. Maxim of quality was put on the third place maxim flouted with ratio 5:4. And the last was maxim of manner with ration 5:2.

Different with this study, the researcher’s study do not focus on the humor. Provokes humor through flouting maxim has been conducted by many people. There were many studies of co-operative principles in focusing on flouting maxims to look for humor. Humor became a favourite one in doing research of flouting maxims. In the researcher’s study, the character that is elected is not the kind of humorist person. He is a typical of serious person. Since looking for the flouting maxim in the humorist person has been

so many, the study is conducted to serious person as the main character of the movie.

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**2.2.2 The study of Diastuti (2012)**

Diastuti (2012), from State Islamic Studies Institute (STAIN) Salatiga, conducted a research entitled “The analysis maxims in “*Tears of The Sun*” Movie”. Her research concerned in analyzing the cooperative maxims which was used by all characters in the movie through their conversation. Different with the first thesis above, if the first thesis used flouting maxim, this thesis analyzed in observing maxims. In this thesis, the she focused to seek the kinds of maxims that were obeyed by all characters. In this case, she also gave a detailed expression for showing that the characters observed the maxims. In the second focus, she intended to find the characterization of the characters that were drawn through obeying maxims. The result is it has found that the actors and actress obeyed all of Gricean maxims in Cooperative Principle. For maxims of quality, she characterized the character as loyal soldier, brave, honest, satirist and responsible. The maxim of quantity could show the kind of person which is patience, brave, distinct, and charitable. The characteristics of a person convey maxims of relations was loyal soldier, brave, honest, satirist and responsible. For the last, maxim of manner was loyal, brave, distinct person, and responsible.

Although Diastuti’s (2012) study focused on obeying maxims to describe the character of the actor and actress that was played in the movie, the

researcher's study uses flouting maxims to characterize the character in the movie. This kind of study has not found yet.

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### **2.2.3 The study of Fajrina (2014)**

Fajrina (2014) used the Grice's theory to analyze her research entitled "An Analysis of Flouting Maxims Used by Elizabeth in Austen's *Pride and Prejudice* The Movie". She said that movie contains the dialogue of the character which uses all of communication to transfer the message of the story to the audience or hearers. *Pride and Prejudice* is the movie adapted from Austen's novel *Pride and Prejudice* which directed by Joe Wright in 2005. In this research, she looked for the kinds of maxims which flouted by Elizabeth as the main character. After it found, she continued to look the reason of Elizabeth flouted the maxim and she also described the context when Elizabeth flouted the maxim. In her research, she conducted the study by using descriptive-qualitative approach. It focused on the conversation between Elizabeth and the characters who did dialogue with her. By the approach, she showed the context to create meaning.

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The result of this research found that Elizabeth flouted all maxims; maxim of quality, maxim of quantity, maxim of relation and maxim of manner. It was found that the aims of Elizabeth flouts maxims are because she wanted to add the information to the hearer to make it clearer. The second aim was Elizabeth wanted to create a humor as the speaker is humorist

person. The last was breaking the maxims because the speaker wanted to make the conversation alive.

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Although this study and the researcher's study uses flouting maxim in the main character, a research on flouting Gricean maxims to describe the characterization of the main character has not found.

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## CHAPTER III

### RESEARCH METHOD

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This chapter presents the method that the researcher used for this study. It includes research design, data source, data, data collection, research instruments, and data analysis.

#### 3.1 Research Design

This study applied a descriptive qualitative approach. Qualitative tends to eliminate the number and gains the words of the reason. As Neuman (2007) said in his book *Basic of Social Research*, “Qualitative researchers often rely on interpretive or critical social science, follow a nonlinear research path, and speak a language of cases and contexts” (p. 85). Since this research focused on observing the flouting maxims that have been categorized, the research employed this approach for using free interpretation to describe the way of maxim flouted.

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#### 3.2 Data Source

According to the Creswell (1994) qualitative data can be collected through document analysis or visual material. The main data source was taken from *The Pursuit of Happyness* movie. This movie was directed by Gabriele Muccino and released in December, 15 2006 in USA.

### 3.3 Data

The source data of this study was utterance produced by the main character namely Chris Gardner. The data was the dialogue's line contains of flouting maxims by Chris Gardner Gardner. Besides, the researcher enclosed some utterances which were produced by the other character to indicate the flouting maxims by Chris Gardner Gardner.

### 3.4 Data Collection

The main data was purely collected from *The Pursuit of Happyness* movie. The movie was downloaded from internet. The researcher also sought the transcription of the movie to strengthen the data. The researcher observed the movie by watching the movie for several times to make a deep understanding. Understanding the movie became the first step. After that the researcher matched the movie dialogue with the script by closely reading to make it sure that the script was same as the movie's dialogue. Then, the researcher marked the dialogues which contained of the flouting conversational maxim. It was conducted by observing the dialogue and highline the script. Finally, the researcher arranged the data which appeared from the movie and was continued in explaining the conversation which consisted of flouting maxims.

### 3.5 Instruments

In this research, the researcher is the main instrument for analysing the data. She did observation in the movie of *The Pursuit of Happyness*. A deep

observation in every utterance by Chris Gardner in the movie was used to collect the main focus in flouting conversational maxim. Below are the tools which were needed to be used:

1. Internet: to support the researcher to get the movie, the script and browsed some relates studies.
2. Sound: to support the researcher to match the data which was identified as flouting maxim.
3. Laptop: to support the researcher to write a report file.

### **3.6 Data Analysis**

In analysing the data, the researcher did several steps. They were:

1. First, the researcher watched the entire movie to understand the story. The movie was watched in several times to match it with the movie's script.
2. Then, the researcher did observation in the utterance of Chris Gardner to see the main focus of his flouting conversational maxim.
3. After doing observation, the researcher made a highlight in the script to mark in which part he flouted the maxims.
4. Next, the researcher classified the utterance and categorized it by using Grice theory to see which utterance included in flouting maxim of quality, flouting maxim of quantity, flouting maxim of relation, and flouting maxim of manner.
5. Then, the researcher analysed the data based on the research questions. First, it explained the kinds of the maxims flouted and how Chris



Gardner flouted the maxim. Second, by seeing the context, the researcher gave the explanation of the reasons of Chris Gardner flouted the maxims. In the final, the researcher gave the description of the characterization of Chris Gardner by using self-interpretation based on the Chris Gardner's speech in his flouting maxims.

6. After collecting data, the next step was drawing the tables. The tables divided into three types. The first table showed the summary of flouting maxim by Chris Gardner in *The Pursuit of Happiness* movie. It was drawn to show the percentage of the data appeared.

**Table 3.1**

**Sample Table of The Summary of Flouting Maxim by Chris Gardner in *The Pursuit of Happiness* movie**

<b>Flouting maxims</b>	<b>Data</b>	<b>Percentage</b>
Quantity		
Quality		
Relation		
Manner		
<b>Total</b>		

The data was calculated to show the frequency. The formula used:

$$A = \frac{a}{tot} \times 100\%$$

Note:

*A* : The percentage of certain flouted maxim

*a* : The frequency of flouting maxims

*tot* : Total of the frequency of flouted maxims.

The second table was the finding of flouting maxims by Chris Gardner in *The Pursuit of Happiness* movie. A tick (✓) sign was used to code the type of maxim being flouted and the bold sentences was used to show the utterance being flouted.

**Table 3.2**

**Sample Table of The Finding of Flouting Maxims by Chris Gardner in *The Pursuit of Happiness* movie**

No.	Utterance	Flouting Maxim				Characterization
		QN	QL	R	M	
1.						
2.						
3.						
4.						

Note:

QN : Flouting maxim of Quantity

QL : Flouting maxim of Quality

R : Flouting maxim of Relation

M : Flouting maxim of Manner

The third was drawn to make a summary of the ways and the reasons of Chris Gardner flouted the maxims as same as the data presented.

This table was appeared in the finding and discussion chapter.

**Table 3.3****Sample Table of Ways and Reasons in Flouting Maxims**

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<b>No</b>	<b>Flouting Maxims</b>	<b>Ways</b>	<b>Reasons</b>
<b>1.</b>	<b>Maxim of Quantity</b>		
<b>2.</b>	<b>Maxim of Quality</b>		
<b>3.</b>	<b>Maxim of Relation</b>		
<b>4.</b>	<b>Maxim of Manner</b>		

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## CHAPTER IV

### FINDING AND DISCUSSION

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This chapter presents the finding based on the questions. It shows the kinds of flouting maxims which is flouted by Chris Gardner. It includes the ways he flouts the maxim and also the reasons. The researcher also describes the characterization of Chris Gardner through his speech in flouting maxims. In addition, the researcher presents a discussion to review the research.

This research found that Chris Gardner as the main character in this movie flouted all maxims. They were maxim of quality, maxim of quantity, maxim of relation and maxim of manner. Flouting maxim of quantity is the most flouted maxim by Chris Gardner in this movie as it draws in the table;

**Table 4.1 The Summary of Flouting Maxim by Chris Gardner in *The Pursuit of Happiness* Movie**

<b>Flouting maxims</b>	<b>Data</b>	<b>Percentage</b>
Quantity	17	39 %
Quality	11	26 %
Relation	9	21 %
Manner	6	14 %
<b>Total</b>	<b>43</b>	<b>100 %</b>

The table shows that the maxim of quantity is the maxim which is often flouted with the highest percentage, 39 %. The second most flouted is the maxim of quality with the percentage is 26 %. The third is flouting maxim of relation

with 21%. The last maxim which is rarely flouted is maxim of manner with 14%.

The overall data which are counted as flouting maxim are total 43 data. The data finding can be seen in the table below;

**Table 4.2 The Finding of Flouting Maxims by Chris Gardner in *The Pursuit of Happyness* Movie**

No.	Utterance	Flouting Maxim				Charact erization
		QN	QL	R	M	
1.	Christopher: Can we go to the park today, after?  Chris Gardner: <b>No, I gotta go to Oakland. Well, maybe, we'll see.</b>		√			<b>Indirect</b>
2.	Chris Gardner: <b>This is part of my life story. This part is called "Riding the Bus."</b>				√	-
3.	Chris Gardner: <b>You see that car? The one with the pretty yellow shoe on it?</b> That' mine. There' no parking near hospitals. That' what happens when you're always in a rush.		√			<b>Indirect</b>
4.	Linda: <b>Did you pay the taxes?</b>  Chris Gardner: <b>No, I'm gonna have to file an extension.</b>			√		<b>Indirect</b>
5.	Linda: For what?  Chris Gardner: I wanna see about a job there. Yeah?  Linda: What job?  Chris Gardner: <b>You know, when I... when I was a kid, I could go through a math book in a week. So I'm gonna go see about what job they got down there.</b>  Linda: What job?	√				<b>Indirect</b>

	<b>Chris Gardner: Stockbroker.</b>					
6.	<b>Chris Gardner: Can I ask you a favor, miss?</b> Do you mind if I leave this here with you just for five minutes? I have a meeting in there and I don't wanna carry that... looking smalltime. Here is a dollar and I'll give you more money when I come back out. <b>Okay? It's not valuable. You can't sell it anywhere. I can't even sell it, and it's my job. All right?</b>	√				<b>Indirect</b>
7.	<b>Chris Gardner: The program took just 20 people every six months. One got the job. There were three blank lines after "high school" to list more education. I <i>didn't need that many lines.</i></b>	√				<b>Indirect</b>
8.	<b>Chris Gardner: This part of my life... Wait! ...this part here... ...it' called "Running."</b>				√	-
9.	<b>Chris Gardner: You should've seen me out there today.</b> <b>Somebody stole a scanner. I had to run the old girl down...</b>  <b>Linda: Whatever.</b>	√				<b>Indirect</b>
10.	<b>Chris Gardner: Hey, don't you ever take my son away from me again. You hear me?</b>  <b>Linda: Leave me alone!</b>  <b>Chris Gardner: Don't take my son away from me again.</b> Do you understand what I'm saying to you? Don't you walk away from me when I'm talking to you. Do you hear me? <b>Do you wanna leave?</b>  <b>Linda: Yeah.</b>  <b>Chris Gardner: You wanna leave?</b>  <b>Linda: Yes, I want to leave!</b>	√				<b>Indirect</b>

	<p><b>Chris Gardner: Get the hell out of here, then, Linda. Get the hell out of here. Christopher's staying with me.</b></p> <p><b>Linda: You're the one that dragged us down. You hear me?</b></p> <p><b>Chris Gardner: You are so weak.</b></p> <p><b>Linda: No. I am not happy anymore. I'm just not happy!</b></p> <p><b>Chris Gardner: Then go get happy, Linda! Just go get happy. But Christopher's living with me.</b></p> <p><b>Linda: Stop!</b></p> <p><b>Chris Gardner: Did you hear what I said? Christopher's living with me!</b></p>					
11.	<p><b>Christopher: Where's Mom?</b></p> <p><b>Chris Gardner: Look, just get your stuff.</b></p> <p><b>Christopher: But she told me she was coming to pick me up today.</b></p>			√		<b>Indirect</b>
12.	<p><b>Christopher: Where do I sleep tonight?</b></p> <p><b>Chris Gardner: Let me ask you something. Are you happy?</b></p> <p><b>Christopher: Yeah.</b></p> <p><b>Chris Gardner: All right. Because I'm happy. And if you're happy and I'm happy, then that's a good thing, right?</b></p> <p><b>Christopher: Yeah.</b></p> <p><b>Chris Gardner: All right. You're sleeping with me. You're staying at home, where you belong, all right?</b></p>				√	

13.	<p>Charlie: Hey, listen. I need the rent. I can't wait anymore.</p> <p>Chris Gardner: <b>Yeah, I'm good for that, Charlie. I'm gonna get it.</b></p>		√			<b>Indirect</b>
14.	<p>Chris Gardner: All right, look. I need more time.</p> <p>Charlie: No.</p> <p>Chris Gardner: All right, I'll paint it myself. All right, but I just... I gotta have some more time... <b>I got my son up in here.</b></p> <p>Charlie: All right. One week. And you paint it.</p>	√				<b>Indirect</b>
15.	<p>Police: You gotta stay until this thing clears.</p> <p>Chris Gardner: No, I can't spend the night here. <b>I have to pick up my son.</b></p> <p>Police: You verify at 9:30 tomorrow.</p> <p>Chris Gardner: <b>Sir, I have a job interview at Dean Witter at 10:15 tomorrow morning.</b></p>	√				<b>Indirect</b>
16.	<p>Chris Gardner: Hello.</p> <p>Linda: Hey. What do you want?</p> <p>Chris Gardner: You gotta get Christopher from daycare. I can't. Just keep him for the night and I'm... And... Just one night.</p> <p>Linda: What happened?</p> <p>Chris Gardner: <b>I'll pick him up from daycare tomorrow. I'm gonna go right... You can just... You can drop him off and I'll pick him up.</b></p>			√		<b>Indirect</b>
17.	Linda: How is he?					<b>Indirect</b>



	<p><b>Chris Gardner: He's fine. All right, just... All right, take him to the park.....and bring him back, all right? All right, just bring me my son back.</b></p>	√				
18.	<p><b>Mr. Frohm: How many in the class?</b></p> <p><b>Chris Gardner: Twelve. It was a small town.</b></p> <p><b>Mr. Frohm: I'll say.</b></p> <p><b>Chris Gardner: But I was also first in my radar class... ...in the Navy, and that was a class of 20.</b></p>	√				<b>Indirect</b>
19.	<p><b>Chris Gardner: Can I say something? I'm the type of person... ...if you ask me a question, and I don't know the answer... ...I 'm gonna tell you that I don't know. But I bet you what. I know how to find the answer, and I will find the answer. Is that fair enough?</b></p> <p><b>Mr. Frohm : Chris. What would you say if a guy walked in for an interview.....without a shirt on... ...and I hired him? What would you say?</b></p>	√				<b>Indirect</b>
20.	<p><b>Mr. Frohm: Chris. What would you say if a guy walked in for an interview.....without a shirt on... ...and I hired him? What would you say?</b></p> <p><b>Chris Gardner: He must've had on some really nice pants.</b></p>			√		<b>Indirect</b>
21.	<p><b>Chris Gardner: Thank you, Mr. Twistle.</b></p> <p><b>Mr. Twistle: Hey, now you can call me Jay. We'll talk to you soon.</b></p> <p><b>Chris Gardner: All right, so I'll let you know, Jay.</b></p>				√	<b>Indirect</b>

	<p>Mr. Twistle: "You'll let me know, Jay"? What do you mean?</p> <p>Chris Gardner: <b>Yeah, I'll give you a call tomorrow sometime...</b></p> <p>Mr. Twistle: What are you talking...? You hounded me for this. You stood here...</p>					
22.	<p>Mr. Twistle: What are you talking...? You hounded me for this. You stood here...</p> <p>Chris Gardner: Listen, there's no salary.</p> <p>Mr. Twistle: No.</p> <p>Chris Gardner: <b>I was not aware of that.</b> <b>My circumstances have changed some...</b> <b>...and I need to be certain that I'll be...</b></p> <p>Mr. Twistle: All right. Okay. Tonight.</p>	√				<b>Indirect</b>
23.	<p>Linda: I'm going to New York. My sister's boyfriend... ..opened a restaurant, and they may have a job for me there. So I'm going to New York, Chris.</p> <p>Chris Gardner: <b>Christopher's staying with me.</b></p>			√		<b>Indirect</b>
24.	<p>Christopher: I'm going pro.</p> <p>Chris Gardner: Okay. <b>Yeah, I don't know, you know. You'll probably be about as good as I was. That's kind of the way it works, you know. I was below average. You know, so you'll probably ultimately rank... ..somewhere around there, you know, so...</b> <b>...I really... You'll excel at a lot of things, just not this. I don't want you</b></p>	√				<b>Indirect</b>

	<b>shooting this ball all day and night.</b>				
25.	<p>Christopher: Dad, why did we move to a motel?</p> <p>Chris Gardner: <b>I told you. Because I'm getting a better job.</b></p>		√		<b>Indirect</b>
26.	<p>Chris Gardner: <b>This part of my life is called "Internship."</b></p>			√	-
27.	<p>Mr. Frohm: You're not quitting on us yet,are you?</p> <p>Chris Gardner: No,sir. Ten-minute break.</p> <p>Mr. Frohm: Pop out,get a quick bite and then back in there for board prep. Oh ,man, I remember mine. And ours were only an hour, not three like yours. We <i>didn't do world markets ,didn't bother with taxes.....</i>and it was still a pain in the ass. Funny what you remember. There was a beautiful girl in that class.I can't remember her name,but her face was so...</p> <p>Chris Gardner: <b>I've seen an old friend of mine. Do you mind?</b></p> <p>Mr. Frohm: No,go ahead.</p> <p>Chris Gardner: Good talking to you,sir.</p>			√	<b>Indirect</b>
28.	<p>A man: Hey, you just got hit by a car. Go to the hospital.</p> <p>Chris Gardner: <b>I'm in a competitive internship at Dean Witter.</b></p>			√	<b>Indirect</b>
29.	<p>Mr. Frakesh: Chris,what's up?-</p> <p>Chris Gardner: Hey,Mr. Frakesh.</p> <p>Mr. Frakesh: Hey,do you have five minutes?</p> <p>Chris Gardner: <b>I got a green light from Walter Ribbon...</b></p>			√	<b>Indirect</b>
30.	<p>Chris Gardner: I'm gonna need to take</p>				<b>Indirect</b>

	<p>you with me this weekend. A couple of doctors' offices. On sales calls, okay?</p> <p>Christopher: Okay.</p> <p>Chris Gardner: <b>Then, possibly, we'll go to the football game.</b></p> <p>Christopher: Really?</p> <p>Chris Gardner: <b>Possibly.</b> All right?</p> <p>Christopher: All right.</p> <p>Chris Gardner: Come on, finish up.</p> <p>Christopher: Are you sure?</p> <p>Chris Gardner: <b>Possibly.</b></p>		√			
31.	<p>Chris Gardner: Mr. Ribbon.</p> <p>Mr. Ribbon: Yes?</p> <p>Chris Gardner: How are you, sir? Chris Gardner. Dean Witter.</p> <p>Mr. Ribbon: Oh, hi.</p> <p>Chris Gardner: Hi. This is my son, Christopher.</p> <p>Christopher: Hi.</p> <p>Mr. Ribbon: Hey, Christopher. What are you doing up here?</p> <p>Chris Gardner: I came to apologize... ...for missing our appointment.</p> <p>Mr. Ribbon: You didn't need to come up.</p> <p>Chris Gardner: <b>We were in the neighborhood visiting a very close</b></p>		√			<b>Indirect</b>

	<p><b>friend.....and I wanted to take this opportunity to say thank you for your time.</b> I know you probably waited for me.</p> <p>Mr. Ribbon: Little bit.</p>					
32.	<p>Mr. Ribbon: Oh, come on. What's that?</p> <p>Chris Gardner: <b>Oh,it's an Osteo National bone-density scanner. A company I bought into prior to going to work at Witter.</b></p>	√				<b>Indirect</b>
33.	<p>Mr. Ribbon: Hey, why don't you just put that in your car?</p> <p>Chris Gardner: <b>Yeah, okay. Sure, sure.</b></p> <p>Christopher: We don't have a car.</p> <p>Chris Gardner: Oh, my... -What happened?</p> <p>Chris Gardner: <b>I think I got stung by a bee.</b></p>		√			<b>Indirect</b>
34.	<p>Chris Gardner: <b>It seemed we were doing good. Till one day.....that day... ..that letter brought me back to earth.</b></p>		√			<b>Indirect</b>
35.	<p>Chris Gardner: <b>This part of my life is called "Paying Taxes."</b></p>				√	-
36.	<p>Chris Gardner: It's been four months, Wayne. <b>I need my money. I need my money. I need my money right now.</b></p> <p>Wayne: I don't have it, man. I'm sorry.</p> <p>Chris Gardner: Go get my money.</p>	√				<b>Indirect</b>
37.	<p>Christopher: Why are our things here? Dad.</p> <p>Chris Gardner: Let's go. Come on.</p> <p>Christopher: Where?</p> <p>Chris Gardner: <b>Just out of here.</b></p>	√				<b>Indirect</b>

	<p>Christopher: Why?</p> <p>Chris Gardner: <b>We can't stay here tonight.</b></p> <p>Christopher: Yes, we can. Open the door!</p>					
38.	<p>Christopher: It's not a time machine. The guy said it was a time machine. It's not a time machine. He was wrong.</p> <p>Chris Gardner: What guy?</p> <p>Christopher: The guy. He was at the park. He said it was a time machine.</p> <p>Chris Gardner: <b>Yes, it is.</b></p> <p>Christopher: No, it's not.</p> <p>Chris Gardner: <b>It is.</b></p> <p>Christopher: No, it's not.</p> <p>Chris Gardner: <b>All we gotta do is push this black button right here. Wanna push it?</b></p> <p>Christopher: Okay.</p> <p>Chris Gardner: <b>Come on. Come on, man. Right here. Wait a minute. Where you wanna go?</b></p> <p>Christopher: I don't know. Some place from before.</p> <p>Chris Gardner: <b>You gotta close your eyes. You close your eyes.</b></p> <p>Christopher: I wanna see.</p> <p>Chris Gardner: <b>All right, come on. We'll push it together. You gotta close your eyes. Close your eyes. It takes a few seconds. Oh, my</b></p>	√				<b>Indirect</b>

	<p><b>goodness. Open, open, open!</b></p> <p>Christopher: What is it?</p> <p>Chris Gardner: <b>Dinosaurs.</b></p> <p>Christopher: Where?</p> <p>Chris Gardner: <b>You don't see all these dinosaurs?</b>  <b>Look around. Look at all these dinosaurs. Can you see them?</b></p> <p>Christopher: Yeah.</p> <p>Chris Gardner: <b>Wait. Come on, come on. Wait, watch out.</b></p> <p>Christopher: What is it?</p> <p>Chris Gardner: <b>Don't step in the fire. We're cavemen. We need this fire, because there's no electricity.....and it's cold out here, okay?</b>  <b>Watch out! Whoa! Oh, my good... A T. Rex. Get your stuff. Get your stuff. Get it. We gotta find someplace safe.</b></p> <p>Christopher: Like what?</p> <p>Chris Gardner: <b>We need a cave.</b></p> <p>Christopher: A cave?</p> <p>Chris Gardner: <b>We gotta find a cave. Come on.</b></p> <p>Christopher: Okay.</p> <p>Chris Gardner: <b>Come on, come on. Watch your back! Look out. Here it is. Here's a cave. Come on. Right here, right here. Go, go, go. Go ahead. Get in. Hurry, hurry, hurry.</b></p> <p>Christopher: Are we safe?</p>					
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	Chris Gardner: Yeah, I think so.					
39.	<b>A man: Get out of the line, both of you. Both of you.</b>  Chris Gardner: <b>I was here first. They told me that we had to be on time. I got here on time. I was in line. I came from work, I got my son. I was here on time. We were here on time!</b>	√				<b>Indirect</b>
40.	Christopher: What's that?  Chris Gardner: <b>I guess they want us to go to sleep.</b>		√			<b>Indirect</b>
41.	Chris Gardner: Hey, good morning, Mr. Frakesh.  Mr. Frakesh: What's up?  Chris Gardner: <b>Work trip.</b>		√			<b>Indirect</b>
42.	Mr. Frohm: Chris, you got five bucks? I left my wallet upstairs.  Chris Gardner: <b>Let me run up and grab that for you, Mr. Frohm.</b>			√		<b>Indirect</b>
43.	Christopher: Where are we going, then?  Chris Gardner: <b>Probably stay at a hotel.</b>		√			<b>Indirect</b>

Next, the researcher analyzes several data from the tables above starting from the maxim is often flouted is maxim of quantity. Then it is continued analyzing the data of flouting maxim of quality. The third is flouting maxim of relation and last is flouting maxim of manner. To make focus in analysis, the data that is presented to be discussed is six for each flouting maxims. Those are the representative of the whole findings.



## 4.1 The Kinds of Flouting Maxims used by Chris Gardner

### 4.1.1 The Flouting Maxim of Quantity

The maxim of quantity is the maxim that is mostly flouted by Chris Gardner. The ways he flouts the maxim are by sharing his experience, repeating some utterance, telling the planning, telling his personality, telling the sequence and giving little information. Below is the explanation;

#### Datum 1

It happened at Chris's rent home. After taking a bath, Linda and Chris talked about job.

Linda	: For what?
Chris Gardner	: I wanna see about a job there. Yeah?
Linda	: What job?
Chris Gardner	: You know, <b>when I... When I was a kid, I could go through a math book in a week. So I'm gonna go see about what job they got down there.</b>
Linda	: What job?
Chris Gardner	: Stockbroker. (5)

This conversation shows that Chris flouted a maxim of quantity by adding information with sharing his experience that Linda did not need to know as well. It was a simple question that needed a simple answer but Chris did not answer it directly. He started to describe the job by sharing his experience when he was a kid. When Linda asked him secondly about the job, he answered directly "**Stockbroker**". By sharing his experience that related to the job, he wanted to convince Linda that he was able to get the job and work in the company.

## Datum 2

It happened in the road. Chris met Linda in the road and talked about their son.

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- Chris Gardner : Hey, don't you ever take my son away from me again. **You hear me?**
- Linda : Leave me alone!
- Chris Gardner : Don't take my son away from me again. Do you understand what I'm saying to you? Don't you walk away from me when I'm talking to you. **Do you hear me? Do you wanna leave?**
- Linda : Yeah.
- Chris Gardner : **You wanna leave?**
- Linda : Yes, I want to leave!
- Chris Gardner : **Get the hell out of here, then, Linda. Get the hell out of here. Christopher's staying with me.** Linda: You're the one that dragged us down. **You hear me?** You are so weak.
- Linda : No. I am not happy anymore. I'm just not happy!
- Chris Gardner : **Then go get happy, Linda! Just go get happy. But Christopher's living with me.**
- Linda : Stop!
- Chris Gardner : **Did you hear what I said? Christopher's living with me!** (10)

From the dialogue above, Chris flouted this maxim by repeating some utterance to Linda. Chris shouted “**you hear me**” in many times to Linda because when Chris talked to her, she did not care to him. She walked away and showed irresponsive to him. He uttered “**do you wanna leave?**” for two times in order to make Linda heard with his asking. Besides, the sentence, “**get the hell out of here**” was uttered twice to make her knew that he granted her wish even she still did not care about his saying. He also said “**then go get happy, Linda! Just go get happy**”. He said it to Linda to make sure her that he was serious to let her go. The last repeated sentence in the dialogue is “**Christopher's staying with me**”. He repeated it in three times. He repeated it to make Linda heard about his asking

to let Christopher to stay with him. The way Chris repeated some utterances as he flouted the maxim of quantity were to get the intention of Linda, to show his

existence to Linda, and to show his seriousness.

### Datum 3

It happened in the police office. Chris was arrested because he did not pay taxes yet.

- Chris Gardner : No, I can't spend the night here. **I have to pick up my son.**
- Police : You verify at 9:30 tomorrow.
- Chris Gardner : **Sir, I have a job interview at Dean Witter at 10:15 tomorrow morning. (15)**

In the dialogue, Chris became too informative by telling about his planning in order to give the reason why he could not stay in the jail. By giving the reason, he wanted the police to free him. But the rule is always the rule. He was arrested until the time allowed him to be free.

### Datum 4

It happened in interview. At the time Chris faced the head officer to do interview.

- Chris Gardner : **Can I say something? I'm the type of person... ..if you ask me a question, and I don't know the answer.....I 'm gonna tell you that I don't know. But I bet you what. I know how to find the answer, and I will find the answer. Is that fair enough?**
- Mr. Frohm : Chris. What would you say if a guy walked in for an interview.....without a shirt on... ..and I hired him? What would you say? (19)

Here Chris became too informative. He flouted the maxim of quantity by telling the interviewer about his personality without they asked him to tell it. He did it because he wanted to show up himself to the interviewers since he was underestimated because his dressed was like garbage man. He wanted the interviewers saw him from his ability not from his costume. So that, he made an offering to them by telling his ability that he would try to answer the question that they gave. By this utterance, Chris succeeded to make them think about him again and he was given a question by Mr. Frohm.

#### **Datum 5**

It happened in front of Chris's room in motel. Chris and Christopher were so confused because their goods in outside.

Christopher : Why are our things here? Dad.

Chris Gardner : Let's go. Come on.

Christopher : Where?

Chris Gardner : **Just out of here.**

Christopher : Why?

Chris Gardner : **We can't stay here tonight.**

Christopher : Yes, we can. Open the door! (37)

It could be seen that all their goods laid in front of their room. Chris Gardner understood that they were chased from that motel. In the dialogue, Chris flouted the maxim of quantity to his son. He gave little information when Christopher asked him. When Christopher asked where they would go, Chris answered with "**Just out of here**". He did not know where they would go. He just said that they had to go. And when Christopher asked him why they go, he just answered that they could not stay there. Here, he gave a little information to

Christopher because he did not know the proper answer to explain it to Christopher.

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#### **Datum 6**

It happened in the entrance of the home for homeless. Chris Gardner was in a line to enter the building.

A man : Get out of the line, both of you. Both of you.  
Chris Gardner : **I was here first. They told me that we had to be on time. I got here on time. I was in line. I came from work, I got my son. I was here on time. We were here on time!** (39)

After the building was full of people, a man shouted to announce that the place was full. Chris was the last one to enter the building but another man behind Chris cut his line. Chris could not accept with the man's attitude, he fought with the man in that place. Then a man asked both of them to out from there. Here, Chris became too informative by telling the sequence he came to the place to that man. The situation supported him to do that because he must defend himself and he had a right to get the place.

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#### **4.1.2 The flouting Maxim of Quality**

The second maxim which is mostly flouted by Chris Gardner is the flouting maxim of quality. The ways he flouted this maxim are by giving unsure answer, giving a hyperbole sentences, lying, and pretending.

#### **Datum 1**

It happened in the way Chris and Christopher walked to the daycare. Here was the conversation between them.

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Christopher : Can we go to the park today, after?  
 Chris Gardner : **No, I gotta go to Oakland. Well, maybe, we'll see.** (1)

This utterance showed that Chris refused to go to park because of his business, but he gave a little hope to Christopher by saying “**Well, maybe, we'll see**”. In this conversation, Chris Gardner flouted the maxim of quality which he was not sure whether he could go or not. By saying “**Maybe**”, it seemed that the speaker was not confident and did not provide adequate evidence. In this case, Chris flouted this maxim because he wanted Christopher to not feel disappointed if his father could not accompany him in the park. So that he gave a little hope to Christopher.

## Datum 2

It happened in the pavement. He saw his car and made a monologue.

Chris Gardner : **You see that car? The one with the pretty yellow shoe on it?.** That' mine. There' no parking near hospitals. That' what happens when you're always in a rush. (3)

That bold sentence contained of the flouting maxim of quality by making a hyperbole sentence. Chris saw his car and described it as the pretty yellow shoe. According to the Cutting (2002), Hyperbole, metaphor, irony and banter, and sarcasm are the kinds of flouting maxim of quality. With the sentence, he hid a meaning. The meaning of his utterance was his car was locked in its wheel with the tool colored yellow. It was because he parked in the edge of road and the policeman locked it and gave tickets bills.

### Datum 3

It happened inside of motel. Chris Gardner and Christopher newly moved in a motel.

Christopher : Dad, why did we move to a motel?  
Chris Gardner : **I told you. Because I'm getting a better job.** (25)

Here, Chris flouted the maxim of quality by lying to Christopher about his job. The real condition was Chris Gardner did not get a better job. He moved to a motel because it was cheaper than rented the house. When his son asked him why they move, he answered "**Because I'm getting a better job**". He was lie to his son because he did not want him to think about the real condition of their family's finance. So that, telling a positive sentence would make his son felt calm and fine.

### Datum 4

It happened in the Mr. Ribbon house. Chris Gardner and Christopher came to Mr. Ribbon house to meet him.

Chris Gardner : Mr. Ribbon.  
Mr. Ribbon : Yes?  
Chris Gardner : How are you, sir? Chris Gardner. Dean Witter.  
Mr. Ribbon : Oh, hi.  
Chris Gardner : Hi. This is my son, Christopher.  
Christopher : Hi.  
Mr. Ribbon : Hey, Christopher. What are you doing up here?  
Chris Gardner : I came to apologize.....for missing our appointment.  
Mr. Ribbon : You didn't need to come up  
Chris Garner : **We were in the neighborhood visiting a very close friend.....and I wanted to take this opportunity to say thank you for your time. I know you probably waited for me.**  
Mr. Ribbon : Little bit. (31)

Chris came to Mr. Ribbon's house with Christopher for saying apology to Mr. Ribbon about missing their appointment. By Mr. Ribbon sentence "you

**didn't need to come up**”, he thought that Chris did not have to come up to his house or maybe there was a way to say apologize by telephone or letter. But Chris lied to Mr. Ribbon that he came to visit his neighbor, so he took this chance to visit Mr. Ribbon also to say apology. The fact was Chris did not have any neighbors near Mr. Ribbon’s house. Indeed, he had the intended meaning to come to Mr. Ribbon house. He took this chance to speak about his business again which failed in previous day as his attempt to sale the service again to Mr. Ribbon.

### Datum 5

It happened in the Mr. Ribbon’s house. Mr. Ribbon, his son, Chris Gardner and Christopher prepared to watch football.

Mr. Ribbon	: Hey, why don't you just put that in your car?
Chris Gardner	: <b>Yeah, okay. Sure, sure.</b>
Christopher	: We don't have a car.
Chris Gardner	: Oh, my... -What happened?
Chris Gardner	: <b>I think I got stung by a bee.</b> (33)

In this sentence, he flouted the maxim of quality as he lied about his car and pretended to be stung by a bee. He was asked by Mr. Ribbon to put the machine to Chris’s own car. The fact was he did not have a car and he did not tell it to Mr. Ribbon. So that, he just said yes to reply Mr. Ribbon’s asking without doing anything. The second, when Christopher answered Mr. Ribbon question that he said **“We don't have a car”**, directly, Chris caught Mr. Ribbon attention by pretending that he was stung by a bee. The situation supported him to do this to make Mr. Ribbon did not focus on Christopher’s saying. Because he did not tell Mr. Ribbon that he did not have a car, so he pretended.



### Datum 6

It happened in the house for homeless. Chris Gardner and Christopher stayed there for a night. When Chris was bathing Christopher, suddenly they found that the lamp was blackout.

Christopher : What's that?  
Chris Gardner : **I guess they want us to go to sleep.** (40)

In this conversation, Christopher asked Chris what happened when the light was blackout. Chris did not know what really happened, but he kept Christopher to feel calm by saying “**I guess they want us to go to sleep**”. From the movie, it could be seen that the condition when Chris Gardner and Christopher entered the house is in the evening to night. There was a lot people stayed there. In one side, the owner switched off the lamp because of night and the other side, the owner switched off it to save the electrical. In this case, Chris would not say to his son that complicated one. He used this condition to suggest him to get sleep quickly. As children, Christopher understood and obeyed the command.

#### 4.1.3 The Flouting Maxim of Relation

The third maxim which is flouted by Chris is the maxim of relation. He flouts this maxim by changing the topic, cutting somebody's speaking, giving unrelated answer

### Datum 1

It happened in Chris's rent house. After dinner Linda and Chris talked about tax.

Linda : Did you pay the taxes?  
Chris Gardner : **No, I'm gonna have to file an extension.** (4)

In this conversation, Chris flouted the maxim of relation. It could be seen when he answered Linda's question with "**No, I'm gonna have to file an extension**". In this case, Chris flouted maxim of relation by giving unrelated answer from taxes with going to have to file extension. It was because he knew that Linda worried about the tax and he knew that she knew about his unsold machine. So that he flouted the maxim because he did not want to talk about that. By the utterance he confessed that he did not pay the tax yet but he made Linda sure that would get money soon.

## Datum 2

It happened in the daycare. Chris picked up Christopher from a daycare after he met Linda in the street.

Christopher : Where's Mom?  
 Chris Gardner : **Look, just get your stuff.**  
 Christopher : But she told me she was coming to pick me up today. (11)

This conversation showed that Chris flouted the maxim of relation by changing the topic. At first Christopher asked Chris about his mom. Chris did not answer the question, but he made a command to his son to take his stuff. His utterance showed the intended meaning that he wanted Christopher to go home with him, not with his mom. With this utterance, Christopher got the meaning that his father picked him earlier.

### Datum 3

It happened in the police office. Chris Gardner called Linda to ask a help.

Chris Gardner : Hello.  
 Linda : Hey. What do you want?  
 Chris Gardner : You gotta get Christopher from daycare. I can't. Just keep him for the night and I'm... And... Just one night.  
 Linda : What happened?  
 Chris Gardner : **I'll pick him up from daycare tomorrow. I'm gonna go right... You can just... You can drop him off and I'll pick him up. (16)**

In this conversation, Chris tried to call Linda to ask a help. He just told Linda the purpose he called. He wanted her to take Christopher in the daycare. When Linda asked him what happened, Chris did not tell anything the condition that he was arrested in the police office. He continued his speaking by changing the topic that he would bring back Christopher again. He flouted this maxim because he hid something to Linda which he did not want Linda think about him. Even though Linda did not get detail information in what really happened and became confused with him, she did not want to ask more detail about it.

### Datum 4

It happened in the interview's room. Chris was interviewed by Mr. Frohm and other men.

Mr. Frohm : Chris. What would you say if a guy walked in for an interview.....without a shirt on.....and I hired him? What would you say?  
 Chris Gardner : **He must've had on some really nice pants. (20)**

There was an accident for Mr. Frohm when Chris attended the formal interview with informal dressed. When Chris offered himself to be given a question, Mr. Forhm asked him with the sentence **“Chris. What would you say if a guy walked in for an interview.....without a shirt on.....and I hired him? What would you say?”**. This question was a description of Chris’s dressed at the time. Directly, it was satire him. When he was asked like that, he felt confused to answer. He did not have an appropriate answer for this case. The appropriate one was relating with the clothes. So that, he run to answer about pants **“He must've had on some really nice pants”** which related but not be expected. In this case, Chris flouted the maxim of relation by giving unrelated answer because he did not know the appropriate answer. By his answer, actually Mr. Forhm did not expect him to answer like that. He may expect a strong reason to defense himself. But the statement succeeded to make all of people in interview’s room laugh aloud.

### Datum 5

It happened in the street. Chris met Mr. Frohm when he was in time breaking of Internship. Mr. Forhm told a story about his past.

Mr. Frohm	: You're not quitting on us yet, are you?
Chris Gardner	: No, sir. Ten-minute break.
Mr. Frohm	: Pop out, get a quick bite and then back in there for board prep. Oh, man, I remember mine. And ours were only an hour, not three like yours. We didn't do world markets, didn't bother with taxes.....and it was still a pain in the ass. Funny what you remember. There was a beautiful girl in that class. I can't remember her name, but her face was so...
Chris Gardner	: <b>I've seen an old friend of mine. Do you mind?</b>
Mr. Frohm	: No, go ahead.
Chris Gardner	: Good talking to you, sir. (27)

In the conversation above, Chris flouted the maxim of relation as the bold one, **“I’ve seen an old friend of mine. Do you mind?”**. Here Chris flouted the maxim of relation by cutting Mr. Frakesh’s speaking to get permission to leave him because there was something attracted his attention. He saw an insane person that stole his machine. Even though he said he saw his old friend, he was not Chris’s old friend. This way was a polite one when someone wanted to cut somebody’s saying.

## Datum 6

It happened in the office. Chris met Mr. Frakesh while he was walking out.

Mr. Frakesh	: Chris, what's up?-
Chris Gardner	: Hey, Mr. Frakesh.
Mr. Frakesh	: Hey, do you have five minutes?
Chris Gardner	: <b>I got a green light from Walter Ribbon...</b> (29)

In this conversation, Chris flouted the maxim of relation by giving unrelated answer. When Mr. Frakesh asked his five minutes, he knew that he asked a help from Chris. At the same time he answered with this, **“I got a green light from Walter Ribbon”**. By giving unrelated answer, he wanted to ignore Mr. Frakesh’s asking. Chris did not say “yes” or “no”, but the utterance showed that he was busy. The intended meaning here was Chris wanted Mr. Frakesh knew that he was busy and in hurry to meet Mr. Ribbon. So that, Chris could not help Mr. Frakesh.

### 4.1.4 The Flouting Maxim of Manner

Flouting maxim of manner is the maxim which is rarely flouted. With this maxim, Chris flouts by giving an ambiguity sentence.

**Datum 1**

It happened in the bus.

Chris Gardner : **This is part of my life story. This part is called "Riding the Bus." (2)**

In this part, Chris did monologue by saying **"This is part of my life story. This part is called "Riding the Bus.""**. Here Chris flouted the maxim of manner to deliver the intended meaning to the watchers. In the first time the watchers heard the sentence, they would be so confused with the statement. Chris drove the watchers to thought about the meaning "Riding the bus". In this part, the story was held in the bus, but it was not about the bus. Chris wanted the watchers to think the important thing in this part. That means thinking the story when he met an insane person in the bus who was claiming that the scanner machine that Chris brought was the time machine. This part made him so memorable. It described as the time when Chris met the insane person, so that he made this part became a part of his life.

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**Datum 2**

It happened in the street. He saw the Hippie woman who took his machine.

Chris Gardner : **This part of my life... Wait! ...this part here.....it' called "Running." (8)**

In this part, Chris did monologue by saying **"This part of my life... Wait! ...this part here.....it' called "Running.""**. How running became a part for Chris could make watchers curious about the running story. Here Chris flouted the maxim of manner to deliver the intended meaning to the watchers. Chris drove

the watchers to look for the important thing in this part. That it was not a running competency or running for sport. In this utterance, Chris wanted the watcher knew that he run to take back the machine that a Hippie woman stole from him. So that, it was the time when he succeeded to take back his machine again.

### Datum 3

It happened in the daycare. Chris took Christopher from the daycare and asked him to go with him.

- Christopher : Where do I sleep tonight?  
 Chris Gardner : **Let me ask you something. Are you happy?**  
 Christopher : Yeah.  
 Chris Gardner : **All right. Because I'm happy. And if you're happy and I'm happy, then that's a good thing, right?**  
 Christopher : Yeah.  
 Chris Gardner : All right. You're sleeping with me. You're staying at home, where you belong, all right? (12)

This dialogue contains of flouting maxim of manner. When Chris was asked by Christopher, he did not provide the answer and asked back to Christopher if he was happy or not. He made Christopher confused about his utterance. It could be seen in the way he answered with one word “**Yeah**” and he tried to look his father’s eyes. He really did not understand why his father asked him about that. Here Chris gave an ambiguity sentence because he wanted to deliver the intended meaning to Christopher. The meaning was he tried to show to Christopher if he would be happy beside Chris. In the end of the dialogue, Chris provided the answer that Christopher could sleep with him in their house.

#### Datum 4

It happened in front of lift. This dialogue happened after doing interview.

Chris Gardner : Thank you, Mr. Twistle.  
 Mr. Twistle : Hey, now you can call me Jay. We'll talk to you soon.  
 Chris Gardner : All right, so I'll let you know, Jay.  
 Mr. Twistle : "You'll let me know, Jay"? What do you mean?  
 Chris Gardner : **Yeah, I'll give you a call tomorrow sometime...**  
 Mr. Twistle : What are you talking...? You hounded me for this. You stood here... (21)

In this conversation, Chris made Mr. Twistle confused about his statement "**Yeah, I'll give you a call tomorrow sometime...**". By doing this, Chris flouted the maxim of manner, because he gave unclear and incomplete statement that made his interlocutor, Mr. Twistle confused about it. He let Mr. Twistle to be confused in order to make him understand about the meaning of it. By his utterance, he wanted to show the intended meaning. The statement was meant that he wanted to quit from it because after doing interview, he was pessimistic to be elected. Beside that, indirectly, he made a signal to Mr. Twistle to give certainty answer for him. After that, Mr. Twistle gave him a promise that he would be elected to follow internship.

#### Datum 5

It happened in the office. Chris did monologue about internship.

Chris Gardner : **This part of my life is called "Internship."** (26)

Here Chris flouted the maxim of manner. He drove the watchers to be confused in the meaning of "**Internship**" until it was the important part for Chris.



In this part, Chris flouted the maxim of manner to deliver the intended meaning to the watchers. He wanted the watchers to know that doing internship was not easy. He was underestimated, he had to compete with all people there and the way he had to face his problem and did the internship was difficult. So that it became a memorable part.

#### **Datum 6**

It happened in in the letter's room. He found the letter that was addressed to him.

Chris Gardner: **This part of my life is called "Paying Taxes."** (35)

In this case, Chris did a monologue by saying **"This part of my life is called "Paying Taxes.""**. With the sentence, it could make the watchers confused. Here Chris flouted the maxim of manner to deliver the intended meaning to the watchers. Chris drove the watchers to think about the important thing inside paying taxes. For some people, paying tax looks just so so, but in this movie, paying tax became important. Chris made the watcher saw that paying tax for him was the time he lost all his money in his saving to pay the tax. He did not have anything to sell. It was the time when he had nothing.

From the data above, there were some ways to flout the four maxims by Chris Gardner in *The Pursuit of Happiness* movie. Also, there were some reasons to flout each maxim. To make it easier to see the finding, it is viewed on the table below as the summary from the analysis above.

**Table 4.3 The Ways and Reasons in Flouting Maxims**

No	Flouting maxim	The ways	The Reasons
1.	Maxim of Quantity	Giving more information by: <ul style="list-style-type: none"> <li>- Sharing experience</li> <li>- Telling the planning</li> <li>- Telling his personality</li> <li>- Telling the sequence</li> <li>- Repeating some utterance</li> </ul>	<ul style="list-style-type: none"> <li>- To convince somebody</li> <li>- To give reasoning</li> <li>- To show up from people's underestimated</li> <li>- To defense</li> <li>- To get intention</li> <li>- To show his existence to other people</li> <li>- To show seriousness</li> </ul>
		Giving little information	<ul style="list-style-type: none"> <li>- Do not know the answer</li> </ul>
2.	Maxim of Quality	By: <ul style="list-style-type: none"> <li>- Giving unsure answer</li> <li>- Giving a hyperbole sentences</li> </ul>	<ul style="list-style-type: none"> <li>- To give a hope</li> <li>- To show intended meaning</li> <li>- To make people feel calm and fine</li> </ul>

		<ul style="list-style-type: none"> <li>- Lying</li> <li>- Pretending</li> </ul>	<ul style="list-style-type: none"> <li>- To make people not focus</li> <li>- To suggest</li> </ul>
3.	Maxim of Relation	By: <ul style="list-style-type: none"> <li>- Giving unrelated answer</li> <li>- Changing the topic</li> <li>- Cutting somebody's speaking</li> </ul>	<ul style="list-style-type: none"> <li>- Do not want to talk about something</li> <li>- To show intended meaning</li> <li>- To hide something</li> <li>- Do not have an appropriate answer</li> <li>- There is something attract the speaker</li> <li>- To ignore</li> </ul>
4.	Maxim of Manner	By: <ul style="list-style-type: none"> <li>- Giving an ambiguity sentence</li> <li>- Giving an unclear and incomplete sentence</li> </ul>	<ul style="list-style-type: none"> <li>- To show intended meaning</li> </ul>

#### 4.2 The Characterization of Chris Gardner

When the author wrote the script for the actress and actors, the author used the theory of direct or indirect characterization. In this movie, the author drew the

characters by using indirect characterization. The author considered the way the actress or actors did dialogue to create a characterization for them. This way was appeared in the character of Chris Gardner. By using the dialogue of Chris Gardner which contained of flouting maxims in this movie, the author gave him the characterization as attractive, argumentative, liar, aware and thinker. Below is the explanation of the characterization which appears based on each flouting maxims;

#### 4.2.1 Flouting Maxim of Quantity

This maxim requires the speaker to be informative. When this maxim is flouted, it means the speaker is not informative as giving more or lack information. In this movie, flouting maxim of quantity can draw characterization of Chris Gardner as attractive and argumentative person. These characterizations make him to give more contribution to other people. Here is the supporting dialogue to show the characterization of Chris Gardner as attractive person;

Chris Gardner : **Can I say something? I'm the type of person... ..if you ask me a question, and I don't know the answer.....I 'm gonna tell you that I don't know. But I bet you what. I know how to find the answer, and I will find the answer. Is that fair enough?**

Mr. Frohm : Chris. What would you say if a guy walked in for an interview.....without a shirt on... ..and I hired him? What would you say? (19)

Chris was clever to attract people. In the dialogue, Chris tried to show up himself to the interviewers. He made an offer to the interviewer as his attempt to get the opportunity to enter the job. Because his characterization was attractive, he could make other person impress him and follow the offering. Another

characterization of Chris Gardner from flouting maxim of quantity was argumentative. Here is the supporting dialogue to show the characterization of Chris Gardner as argumentative person;

A man	: Get out of the line, both of you. Both of you.
Chris Gardner	: <b>I was here first. They told me that we had to be on time. I got here on time. I was in line. I came from work, I got my son. I was here on time. We were here on time!</b> (39)

To defend himself from the thing he did not do it, he made an argument to the man in order to make him believe that he was right. Another man tried to cut his way and Chris did not accept the way. Because his characterization was argumentative, he defended himself to show that he deserved to get the room.

#### 4.2.2 Flouting Maxim of Quality

This maxim requires the speaker to speak truthful. When this maxim is flouted, it means the speaker is untruthful. In this movie, flouting maxim of quality can draw characterization of Chris Gardner as a liar person. The interesting one is his lie is not the kind of bad attitude. Most the dialogues that make him lie are the kind of white lie. White lie is a lie for the goodness. Everything what he lie, he consider it with someone's feeling which he do not want to hurt anybody. Here is the supporting dialogue to show the characterization of Chris Gardner as a liar person;

Christopher	: Dad, why did we move to a motel?
Chris Gardner	: <b>I told you. Because I'm getting a better job.</b> (25)

Here, Chris definitely lied to his son about his job. He did a white lie to Christopher as he did not want to make him to think deeply about his father's job.

Because his characterization was a liar, he gave a lie answer to Christopher about his job.

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#### 4.2.3 Flouting Maxim of Relation

This maxim requires the speaker to be relevant in conversation. When this maxim is flouted, it means the speaker could not perceive it well. In this movie, flouting maxim of relation can draw a characterization of Chris Gardner to be aware. He uses it to aware something that he felt more important than continues the previous conversation. Here is the supporting dialogue to show the characterization of Chris Gardner as aware person;

Mr. Frakesh	: Chris, what's up?-
Chris Gardner	: Hey, Mr. Frakesh.
Mr. Frakesh	: Hey, do you have five minutes?
Chris Gardner	: <b>I got a green light from Walter Ribbon...</b> (19)

Here, when Chris was asked if he had five minutes or not, he understood that Mr. Frakesh wanted him to do something. He was aware with Mr. Frakesh's question which could guess that he would ask a help from Chris. To ignore it, he answered it by giving an irrelevant answer. It was because he wanted to show Mr. Frakesh that he had to meet Mr. Walter Ribbon at the time. Because his characterization was aware, he was aware something that was more important to him and aware of intended meaning from other person.

#### 4.2.4 Flouting Maxim of Manner

This maxim requires the speaker to be clear. When this maxim is flouted, it means the speaker is not clear enough. Based on the explanation, this flouting maxim creates the characterization of Chris Gardner as a thinker person. Here is

the supporting dialogue to show the characterization of Chris Gardner as a thinker person.

Chris Gardner : Thank you, Mr. Twistle.  
 Mr. Twistle : Hey, now you can call me Jay. We'll talk to you soon.  
 Chris Gardner : All right, so **I'll let you know, Jay.**  
 Mr. Twistle : "You'll let me know, Jay"? What do you mean?  
 Chris Gardner : **Yeah, I'll give you a call tomorrow sometime...**  
 Mr. Twistle : What are you talking...? You hounded me for this. You stood here... (21)

The dialogue showed that Chris was doubt whether he continued to follow the program or not. The program was held to seek twenty applicants to enter the prestige job. Unfortunately, just one person could get the job and during the program, the applicants were not paid for six months. Chris was the one of the applicant and he made Mr. Twistle confused with Chris's utterance "**I'll let you know, Jay**" which was unclear enough for him. It showed that he was doubt of himself and almost gave up following the program. It was because he was realistic. He considered his condition that he needed money to fill his needs. His realistic made him to think deeply when he decided something for his life.

### 4.3 Discussion

Based on the research questions, the result of the research showed that the character of Chris Gardner flouted all maxims, namely flouting maxim of quantity, flouting maxim of quality, flouting maxim of relation, and flouting maxim of manner. It was same with the study of Aguslani (2012) which conducted the flouting maxim which provokes humor in the Big Bang Theory and Office Boy Shift 2 movie series. He found that all characters in the two movies

flouted all maxims in order to create a humor. It made this research and his research were different in giving a detailed reason why the speaker flouted the maxims. It can be seen that flouting maxims not only used to provoke humor, but also it can appear in many situation like Chris Gardner did.

On the other hand, the ways and the reasons are important to know how the speaker flouts the maxims and what the reason supports the speaker. These questions are very popular to conduct the study of flouting conversational maxims. Many researchers used the questions as research problems. They did the analysis based on the theory of Grice to find how the speaker flouted the maxims, and theory of context to find the reason. The detailed result in this study was different to the study of Fajrina (2014) who conducted the flouting maxim used by Elizabeth in Austen's *Pride and Prejudice* the movie. She applied the questions based on the theory of Grice. As Cutting (2002) explained the flouting maxim of quantity seems to give little information and too information. Flouting maxim of quality can do in several ways like when speaker uses hyperbole sentence, metaphor, irony and banter, sarcasm. Flouting maxim of relation seems to expect the hearer know the real utterance which did not say, and flouting of manner appears when the speaker to be obscure. Those were the general idea of flouting maxim by Cutting (2002). As the research of Fajrina (2014) only followed the general rules to show the way the speaker flouted the maxims, in this research it expands more detailed information about the ways of the speaker flouted the maxims. It is conducted to find the different phenomenon in flouting maxims based on the story of the movie. In other hand, to seek the reasons, many



researchers includes the researcher agree to seek the reasons based on the context happens. It is because, when speaker flouts the maxims, there are many reasons behind him/her to flout it. To make it different with another research, this research specifies the reasons based on the flouting maxims and the context. It makes the reads are easier to know if the speaker flouted each maxim there are several reasons that might happen.

In the last result, it describes the characterization of Chris Gardner through his dialogue which contains of flouting maxims. As it is easy to find the characterization of the speaker who observes the maxims, it is a little bit difficult to determine the characterization of the speaker who flouts the maxims. In the study of Diastuti (2012) who conducted the analysis maxims in *Tears of The Sun* movie used the observing maxims to find the characterization of the characters in the movie. In observing maxims, the characterization which is created contains in positive term. While in flouting maxims, the characterization which is created seems to have negative term. But it is back to the consideration by the context the speaker flouts the maxims, the negative characterization could be considered to have a positive purpose. Like it characterized Chris Gardner as a liar person, the explanation was given in detailed to the purpose he lied. The negative term of characterization of Chris Gardner could be change into the positive one. By this result, it creates a new phenomenon that the flouting maxims do not fully describe the person in the negative side, but it can follow the context as long as it supports the speaker to have a positive side.

By all of the discussion, it backs to the definition of the flouting maxims itself. In general, flouting maxims showed that the speaker spoke indirectly like Grice has stated that flouting comes if 'the speaker wishes to prompt the hearer to look for a meaning which is different from, or in addition to, the expressed meaning' (cited in Thomas, 1995, p.65). As the flouting maxims are formed by the speaker, it contains the implicature behind the speaker's utterance. Grice states implicature as 'To imply is to hint, suggest or convey some meaning indirectly by means of language' (cited in Thomas, 1995, p.58). It supports the results of this study and runs to the conclusion as flouting maxims draws the character of Chris Gardner to speak indirectly by some ways because of some purpose. The situation had a big effect to flout the maxims. Most of the utterance showed that he did not want to hurt somebody's feeling.

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## CHAPTER V

### CONCLUSION AND SUGGESTION

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This chapter presents the conclusion of the study from the finding and discussion in the previous chapter. It also offers some suggestions for further studies on the same issues of flouting conversational maxim which derived by Grice.

#### 5.1 Conclusion

The data analysis and the result of the research findings reveal following conclusions as follows:

1. In this movie, Chris Gardner has flouted all maxims that Grice proposed.

They are flouting maxim of quantity, flouting maxim of quality, flouting maxim of relation, flouting maxim of manner. From all maxims he flouts, maxim of quantity is the maxim that often appears. In the way he flouts the maxims, there are many ways to do that. In flouting maxim of quantity, digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id digilib.uinsa.ac.id there is a time he becomes too informative, by sharing experience, telling the planning, telling personality, telling the sequence, and repeating some utterance or he becomes uninformative by giving little information. In flouting maxim of quality, there is a time he says untruth, by giving unsure answer, giving a hyperbole sentences, lying, and pretending. In flouting maxim of relation, there is a time he says irrelevant, by changing the topic, cutting somebody's speaking and giving unrelated answer. In flouting maxim of manner, there is a time he gives confusing information, by

giving an ambiguity sentence and giving an unclear and incomplete sentence.

2. There are many reasons to flout each maxim. For the flouting maxims of quantity, it conveys the reasons namely to convince somebody, to give reasoning, to show up from people's underestimated, to defense, to show his existence to other people, to show seriousness, and do not know the answer. For the flouting maxims of quality, it conveys the reasons namely to give a hope, to show intended meaning, to make people feel calm and fine, to make people not focus, and to suggest. For the flouting maxims of relation, it conveys the reasons namely do not want to talk about something, to show intended meaning, do not have an appropriate answer, and there is something attract the speaker. Last, for the flouting maxims of manner, it conveys the reason of showing intended meaning.

3. The author of this movie uses indirect characterization to characterize Chris Gardner. It can be seen from the way Chris speech. When Chris flouts the maxims, he conveys the characterization as attractive, argumentative, liar, aware and thinker person.

## 5.2 Suggestion

There are several suggestions for further studies on the same field or same object or both.

1. The first is looking for observance maxims for the main characters in this movie. Since this study observed the non-observing conversational maxims, the researcher suggests the further studies to look for the observing conversational maxims because the main character does not only convey the flouting maxims, but also conveys the observing maxims.
2. It also uses the Grice's theory in all character in this movie or other areas that suitable to be conducted.
3. In addition, the relevant theory to support the main theory is recommended, such as looking for the gesture and the cultural background.

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