

**AN ANALYSIS OF ILLOCUTIONARY ACT USED BY  
JOEL OSTEEN MINISTRY: PRAGMATICS  
APPROACH**

**THESIS**



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**ENGLISH DEPARTMENT  
FACULTY OF SOCIAL SCIENCES AND HUMANITIES  
PUTERA BATAM UNIVERSITY  
2020**

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**Submitted in Partial Fulfillment of the Requirements for the Degree of  
Sarjana Sastra**



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2020**

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I, Totaria Simamora, NPM No 181210083

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Is the real work of myself and I realize that thesis has never been published in other media before, partially or entirely, in the name of mine or others.

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Totaria Simamora  
181210083

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(S1)**

**By:  
Totaria Simamora  
181210083**

**The thesis has been approved to be examined on the date as indicated below**

**Batam, 28<sup>th</sup> July 2020**



**Drs. Zakrimal, M.SI.  
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## **ABSTRAK**

Pragmatik adalah salah satu cabang ilmu linguistik yang menyangkut makna yang terkandung dalam bahasa baik secara lisan maupun tulisan. Bahasa merupakan salah satu alat yang digunakan untuk melakukan sesuatu. Hal ini telah terjadi sejak dahulu namun tidak banyak orang menyadari bahwa mereka telah melakukan suatu tindakan melalui ujaran-ujaran yang mereka pakai setiap hari. Penggunaan bahasa ini didalam dunia linguistik disebut sebagai tindakan ilokusi. Fenomena tindakan illokusi terjadi dalam seminar yang dilakukan oleh Joel Osteen sebagai pejabat di sebuah gereja. Tujuan dari penelitian ini adalah untuk mencari tipe-tipe tindakan ilokusi yang terdapat dalam ujaran-ujaran yang digunakan Joel Osteen dan efek yang signifikan dalam penggunaan tindakan ilokusi. Penelitian ini adalah penelitian deskriptip kualitatif dan menggunakan metode observasi non-partisipan. Penelitian ini menggunakan teori Searle untuk mencari tipe-tipe tindakan ilokusi dan efek tindakan ilokusi tersebut di dalam ujaran-ujaran Joel Osteen. Hasil dari penelitian ini adalah asertif, direktif, komisif, ekspresif dan deklaratif.

Kata kunci: pragmatik (pragmatics), ujaran (speech act), ilokusi (illocutionary).

### **ABSTRACT**

*Pragmatics is a branch of linguistics that involves the meaning contained in language both verbally and written. Language is one of the tools used to do something. This has happened a long time ago but not many people realize that they have done an action through the utterances that they use every day. The use of this language in the linguistics world is called an illocutionary act. The phenomena of illocutionary acts occurred in a seminar conducted by Joel Osteen as a ministry. This research aims to find out and analysis the types of illocutionary acts contained in the utterances used by Joel Osteen and the significant effects of the illocutionary acts used by Joel Osteen. This research was a qualitative descriptive research and uses non-participant observation methods. This research used Searle's theory to find and analysis the types of illocutionary acts and their effects in Joel Osteen's utterances. The results of this research are assertive, directive, commissive, expressive and declarative.*

*Key Words: pragmatics, speech act, illocutionary act.*

## MOTTO AND DEDICATION

### MOTTO

**Commit thy way unto the Lord; trust also in Him; and  
He shall bring it to pass  
(Psalms 37:5)**

This thesis dedicated to

**My Beloved and inspiration Parents Gunsar Simamora and Minurliana**

**Purba my angles in this world**

**My sweet young sisters**

**Shanty mayda simamora, Dortu Roito simamora and Ester Mikael  
simamora**

**My lovely young brother Jonas Saputra Simamora**

**My cousin Resnani Manalu**

**&**

**My big family of Simamora's family**



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Batam, 28<sup>th</sup> July 2020



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# CHAPTER I

## INTRODUCTION

### **1.1 Background of the Research**

Language is the important and essential thing in human life to communicate each other. It is used to convey their feelings, opinions, their thoughts and also information to others. Having a good language is needed to avoid misunderstanding of communication between the speaker and hearer because from the communication the speaker has a goal to deliver message or information to the hearer. The speaker also must make sure that the hearer gets the message or the information. It means that the speaker ability in using language is needed.

Language has a meaning based on the purpose and the use of the language itself. Akbar (2004) stated that in terms of the listener or the interlocutor, the language functions directive, which regulates the behavior of the listener. In this case, the language not only makes the listener do something, but does the activity as desired by the speaker. It means that language has a function to persuade the hearer to do something by the speaker's utterance. In other words language has function to connect people both in spoken and written.

Nowadays everyone knows that language has very close relationship in the world's society communication both in spoken and written and cannot be separated from people life. The best result in communication is when the speaker and the hearer understand what they are talking about. In effort to build the

communication it is not only about structure of words but also the action through the utterance so that the hearer understands the meaning of the utterance of the speaker. Definitely the meanings of language through utterance are classified as pragmatics. Pragmatics is the one branch of linguistics that studied about meaning. Yule (1996) mentioned that pragmatics is concerned with the study of meaning as communicated by a speaker (writer) and interpreted by a listener (reader). He also mentioned,

“In many ways, pragmatics is the study of “invisible” meaning, or how we recognize what is meant even when it isn’t actually said or written. In order for that to happen, speakers (or writers) must be able to depend on a lot of shared assumptions and expectations when they try to communicate” (Yule, 2010, p. 128).

Similarly Leech (1989, p. 6 ) agree, “Pragmatics for the purpose of linguistics is as the study of meaning in relation to speech situations relatives to a speaker or user of the language.”

For more explanation, pragmatics refers to the meaning of the language in context and how people interpret in a particular context to influence what is said both written and spoken.

Nowadays most of people can express themselves by utterance. As phenomena shown of society which is spoken just for not to convey information moreover it is used to express themselves such as to thank, to acceptance, to warn, to threaten, to reject, to congratulate, to separate, to bless and etc., just via an utterance. It means that the utterances by speakers have an action and power to influence the hearers. The utterance that has an action and a power occurs when the speakers can influence the hearer in communication intention. Yule (1996) states, in attempting to express themselves, people do not only produce utterances

containing grammatical structure and words, they perform actions via those utterances and generally known as speech act.

Speech act has classified in three parts, (1) locutionary act is an utterance which producing a meaning for expression (2) Illocutionary act is an act which performed via communication (3) perlocutionary act is an act which effected by speaker's utterance. Illocutionary has studied by philosopher Austin and developed by philosopher Searle. Searle (1979) classified types of illocutionary act into five; assertive, directive, commissive, expressive, and declarative.

Illocutionary act appearance can observe in human daily life communication both in spoken and written. Communication has used everywhere and anytime both formally and informally. Communication as formally is used in many aspects such as offices, government, education, court, religion and etc. while communication as informally appearance is used in media social, advertisement, greeting (friendship, family member), and etc.,. Moreover illocutionary act could be found in communication as formally and informally. Illocutionary act appearance occurs due to many factors of development of technology, development of social media, development of culture and development of knowledge. The following is the example of illocutionary act taken from social media:

**7.824 suka**

**jonathanosteen** I love her. She loves food. Happy  
Valentine's Day.

Figure 1.1 Illocutionary act in Virtual communication (jonathanosteen, 2018)

The figure 1.1 shows the appearance of utterance in virtual communication to inform the readers that the speaker/writer awants to express and does that he likes her so much. It shows when the speaker seems know better her by the speaker's words *she loves food*. This is phenomena occurs when utterances which contain illocutionary act were written in social media.

### 18.211 suka

kemenkes\_ri Selamat Ulang Tahun ke-59 Presiden RI,  
Bapak Joko Widodo

Figure 1.2 Illocutionary act in Virtual Communication (kemenkes\_ri, 2020)

The figure 1.2 shows the phenomena of utterance in virtual communication also occur in using Indonesian language. In this case, the speaker congratulated the president of Indonesia and informed the reader that the day was Jokowi's birthday by using an utterance. It can be seen from the words of "selamat ulang tahun".

Illocutionary act appears not just for one language but this is also can be occurred in many languages. The illocutionary act can be shown in figure bellow



Disukai oleh **natlygollanz** dan **7.952 lainnya**

**philipmantofa** Be a man of your word.

Jadilah orang yang dapat dipercaya kata-katanya.

[#amsalkehidupan](#)

[#proverbsforliving](#)

Figure 1.3 Illocutionary act in virtual communication (philipmantofa, 2019)

The figure 1.3 shows the utterance of "*be a man of your word*". The utterance explains that the words is essential thing in people where needed in



every where. Beside giving information the utterance also has an effect as a warning to the readers for more thoughtful for their words. Moreover illocutionary act has effect for asking, stating, questioning, promoting, ordering, apologizing, praying, threatening and inviting. Generally, there are some reason why people perform action by using an utterance called as illocutionary:

1. People want to giving information
2. People want to express themselfe
3. People want to share their knowledge
4. People want to provide insight
5. People want to make decision
6. People want to motivate
7. People want to encourage

Due to the reasons above shows the usage of illocutionary acts significantly and widely. In this case illocutionary acts proves with usage as well in written and spoken specifically in spoken. Illocutionary act as spoken can be found from public speakers such as motivators, politicians, and ministries. As written, illocutionary act also can be found such as in advertisement.

For more obviously, the researcher uses some previous research as a references and comparison which is related to the subject that going to be discussed. The first previous study was conducted by Simon & Dejica-cartis (2015) entitled “Speech Acts in Written Advertisements: Identification, Classification and Analysis” which discussed about illocutionary force indicating devices, the paper identifies, classifies and analyses the types of speech acts used in written advertisements. The results of their (Simon & Dejica-cartis, 2015)

analysis written in advertisements have the primary function of persuading or informing the addressee, and the secondary function of informing, giving directions and making positive statements about the offer, without bringing the necessary evidence. This research had discussed by using qualitative method.

The second previous research is conducted by Ghanbaran, Rahimi, & Eslami (2014) entitled “Intensifiers in Persian Discourse: Apology and Compliment Speech Acts in Focus”. In their research, they discussed about the types of the speech acts and the effect of illocutionary acts by using intensifiers in apology and compliment speech acts. The data took from Persian speaker and the research was qualitative research. The result of the research is the illocutionary force of the speaker’s act. They are used the qualitative method for the research. Beside in written and spoken, illocutionary act in movie also has intensifiers the male speakers.

While another research was conducted by researchers of Putera Batam’s University Sembiring & Ambalegin (2019) entitled “Illocutionary Acts On Aladdin Movie 2019”. This research discussed about the types and the function of context of illocutionary act on Aladdin movie. The researcher used descriptive qualitative research. She found 30 utterances of illocutionary acts and classified into five types; directives, assertives, declarative, commissives, and expressive).

Related to the reason and previous study above the researcher is going to discuss about illocutionary act using by a ministry Joel Osteen. Joel Osteen is a pastor in Lakewood church. Beside as a pastor he also is author, motivator and televangelist. He was born in Houston, March 5<sup>th</sup> 1963. His wife named Victoria, co-pastor of Lakewood church. Osteen has two children, Jonathan Osteen and

Alexandra Osteen. His son Jonathan is a public speaker motivator as him. The family of Joel Osteen has service in Lakewood church. Joel Osteen is ministry of Lakewood church which is attended about 52.000 persons every week. Beside in the church, Osteen's streaming were seen by approximately 10 million viewers in the US and several million more in over 100 countries weekly. Most of the speech of Osteen contains motivation and encouragement which has published as spoken and written in his book and social media which has followed by around 23 million followers.

Related to the explanation above, the researcher is interested to discuss about the illocutionary act because illocutionary act has implied meaning where the speaker and hearer not realize they perform their act via utterance. This research aims to find out and analysis the types of illocutionary act and the effect using the illocutionary act. The researcher is going to analyze this research based on the theory of classification of illocutionary acts proposed by Austin (1962) and (Searle, 1979) as main theory of speech acts.

## **1.2 Identification of the Problem**

Related to the backgrounds of the research, in this research there are some problems which identified by researcher such as:

- 1) The function of illocutionary used by Joel Osteen
- 2) The types of illocutionary used by Joel Osteen
- 3) The effect of the Illocutionary act used by Joel Osteen

## **1.3 Limitation of the Problem**

In order to make this research obviously and purposeful, the researcher limits the problems in two categories, they are:

1. The types of illocutionary act used by Joel Osteen as ministry
2. The effects of the illocutionary act used by Joel Osteen

#### **1.4 Formulation of the Problem**

Related to the problems' limitation above the researcher formulate into the question form. They are:

1. What are the types of illocutionary act used by Joel Osteen as ministry?
2. What are the effects of illocutionary act used by Joel Osteen as ministry?

#### **1.5 Objective of the Research**

1. To find out and analysis the types of illocutionary act used by Joel Osteen as ministry
2. To find out and analysis the effects of illocutionary act used by Joel Osteen as ministry

#### **1.6 Significance of the Research**

The result of this research are expected gives the significant beneficial both theoretically and event in practically.

##### **1. Theoretically significance**

- 1) The researcher expected the research's results can give clearer or further information for readers about using of illocutionary act and the effect of illocutionary.
- 2) The researcher expected this research can improve the knowledge, experience, and increased the insight about pragmatics especially about illocutionary speech act.
- 3) This research was expected can be a reference or a guidance in the future

- 4) This research expected to enrich and add knowledge to the readers for developed the research about illocutionary act..

## 2. Practically Significance

The existence of this research, the researcher expected this research gives more practical of clear description of the illocutionary act in society as the implementation communication of pragmatics and expected be useful for the reader in the future for support the further analysis of illocutionary.

### 1.7 Definition of Key Terms

**Linguistics** : The scientific study of language for analysis of language form, language meaning, and language in context.

**Pragmatics** : Focuses about study how society interprets the meaning of language in communication both in written and spoken.  
(Leech, 1989)

**Speech act** : Action performed via an utterance. (Yule, 1996)

**Illocutionary** : Performed via communication force of an utterance.  
(Yule, 1996)

**Ministry** : A job position in the church

**CHAPTER II**  
**REVIEW OF RELATED LITERATURE AND THEORETICAL**  
**FRAMEWORK**

**2.1 Pragmatics**

Pragmatics is one of linguistics branches which studied the way people understand and produce a communicative act in speech situation. According to Yule (2010) pragmatics is the study of “invisible” meaning, or how people recognize what is meant even when it isn’t actually said or written. Yule defined pragmatics encompasses speech act theory, conversational implicature, talk in interaction and other approaches to language behavior. However, Communication depends on not only recognizing the meaning of words in an utterance, but recognizing what speakers mean by their utterances. Meanwhile, Leech (1989) stated pragmatics is the study of meaning in relation to speech situations relatives to a speaker or user of the language. Language as essential human communications tool not only for delivering message or information but human also perform their action by their utterance

From the experts’ study above, pragmatics is an approach to analysis about meaning of human action and though both in spoken and written in using language. The definition above mentioned that pragmatics indicates to study of the speaker’s intends or purposes behind the words of the utterance related to the

context. The branch of pragmatic which study more about speaker's meaning is speech act.

### **2.1.1 Speech Act**

Speech act is an action which perform by an utterance both speaker and hearer. The basic idea of speech act theory was come from oxford philosopher J.L. Austin. He explained furthermore about speech act in his book which published in 1962 as "How to Do Things with Words". In that book, the expert told that to say something is to do something or in saying something we do something. For instance, when a speaker said "I am sorry" it means that the speaker make an action for regret and expect the hearer will be effect by speaker's utterance.

According to Austin (1962) the actions performed when an utterance is produced can be analyzed on three different levels namely locutionary act, illocutionary act and perlocutionary act. Locutionary act is roughly equivalent to uttering a certain sentence with a certain sense and reference equivalent to 'meaning' in the traditional sense. Illocutionary act is utterances which have a certain (conventional) force such as informing, ordering, warning and undertaking. Perlocutionary act is an utterance for achievement by saying something, such as convincing, persuading, deterring, and even, say, surprising or misleading. The three levels of speech act above can be used to analyze utterance of human in communication. From the three acts the most has implied and intended meaning of the utterance is known Illocutionary act.

After knowing the definition of the three components of speech act above and related to the topic of the research, the research concerns on illocutionary act which deals to utterance itself. There are many theories which study about classification of illocutionary and this research takes Searle's theory of classification illocutionary act.

#### **2.1.1.1 Illocutionary speech act**

Illocutionary act is the second type of speech act which performed an action by speakers in saying something (with the right intention and in appropriate context). In other words, illocutionary act is how people act through the language. As Austin's statement that in saying something is doing something. He also examined illocutionary act is the way people using speech to doing something. Similarly with Leech (1989) stated that illocutionary act is performing the act in saying something. According to Searle (1979) illocutionary act is an act of speech for stating, promising, ordering, concluding, threatening and etc.,. It means there is an intended meaning beyond a speech act itself. Searle (1979) classified illocutionary act in five types, based on Austin (1962)'s theory.

#### **2.1.1.2 Types of Illocutionary Speech Act**

The types of illocutionary act of Searle's theory had developed based on Austin's theory. Austin distinguished illocutionary act in five types. They are *verdictives*, *exercitives*, *commissives*, *explocitives* and *behavities*. From Austin's theory, the philosopher of Searle has developed the theory to more specific. According to Searle, after developed the theory of illocutionary act how people



used language of illocutionary act in five types. They are assertive, directive, commissive, expressive, declaration. The following will discuss those types.

#### **2.1.1.2.1 Assertive**

Assertive is illocutionary act which purpose to commit the speaker in varying degree in something being the case to the truth of the expressed proposition such as an assertion, description, claims, stating of fact, reporting and conclusions. Ramadhani, Indrayani, & Soemantri (2019) found out two categories of assertive illocutionary acts that occur in the speech, they are statement of fact containing a convincing and assertion containing stating information.

For example:

*“By lowering rates, streamlining deductions, and simplifying the process, we will add millions of new jobs.”*

The statement above showed that it is one of the ways which speaker believes as the solution for the economic challenges. It is also considered as assertive because speaker says something true or it can be a fact and the utterances also contain an implied meaning. Furthermore, streamlining deduction and the process which is simple will make the jobs easier to gain. Therefore, speaker produces the utterances containing a fact. Speaker also has an intention to convince people in order to believe in his solutions. Thus, the category of the assertive illocutionary acts used by speaker is convincing.

### 2.1.1.2.2 Directive

Directive is illocutionary act which consists in the fact that attempts (of varying degrees, and hence, more precisely, determinates of the determinable which includes attempting) by the speaker to get the hearer to do something. Such as ask, order, command, request, beg, plead, pray, entreat, and also invite, permit, and advise. Amanda & Vany (2018) stated that directive act is those kinds of speech act that the speakers use to get someone else to do something. Such as asking, requesting, suggesting and stating.

For example:

*“Please, help. My daughter”*

This utterance shows that speaker requested someone to doing something. It approved by words *please & help*. This sentence shows requesting.

### 2.1.1.2.3 Commissive

Commissive is illocutionary act which has purposes to commit the speaker (again in varying degrees) to some future course of action. Searle added some verb for remembering this class. They are; committing, promising, offering, threatening, refusing, vowing, and volunteering.

For example:

*I reaffirm Nigeria’s commitment to collective action towards an effective global response to address the root causes of refugee flows worldwide. (Koutchadé, 2017)*

The sentence above shows the speaker remains the commitment to response the cause of refugee flows. This utterance refers to continuity action of the speaker which is not for a day but for in the future also.

#### **2.1.1.2.4 Expressive**

Expressive is illocutionary act which has purpose to express the psychological state specified in the sincerity condition about a state of affairs specified in the propositional content. According to Searle (1979) in the class of expressive are apologizing, thanking, congratulating, condoling, deploring, and welcoming.

For example:

*May I also thank our international partners, including France, the United States, the United Kingdom, Germany the United Nations, ECOWAS the African Union and many other multilateral and bilateral partners for their invaluable support. (Koutchadé, 2017)*

The example above shows the speaker make an action by utterance to express speaker's sincerity as a psychological state by saying "thank". This utterance above shows the expressive of illocutionary act.

#### **2.1.1.2.5 Declarative**

Declarative is the illocutionary act where the speaker brings about the changes in the state of current affairs via words. In other words, declaration is an utterance linking content with the fact. Wardana, Roy, & Ariska (2019) stated, declaration classified as resigning, dismissing, appointing, naming, sentencing and excommunicating. According to Searle (1979), declaration illocutionary act is

“A very special category of speech acts; they are performed, normally speaking, by someone who is especially authorized to do so within some institutional framework (classical examples are judges sentencing offenders, ministers of religion christening babies, dignitaries naming ships, etc). The person who makes a declaration uses language as an outward sign that some institution (social, religious, legal, etc) action is performed”. (Leech, 1991:105-106)

For example:

*She had already declared her intention of naming the baby jasmine whether it was a boy or girl.*

From the example above, the utterance of the speaker shows declaration illocutionary act by SHE in the sentence call her baby as Jasmine.

### **2.1.1.3 The Effects of Illocutionary Speech Act**

According to Searle’s theory, illocutionary speech act has effect in each type. The effects of the illocutionary are the accuracy of what is said, leading the hearer to do something, creating a change, expression an intention and state of mind regard to situation.

## **2.2 Previous Study**

Pragmatics study of speech act and illocutionary act has conducted by Simon & Dejica-cartis (2015) in written advertisement. This quantitative research which analysis types of speech act and classification of illocutionary act in various newspaper and magazine. This research observed types of speech act and classification of illocutionary act proposed by Searle’s theory for analysis illocutionary act and supported by Cook’s theory for the effect illocutionary in advertisement. The result of the research point out the advertisers’ preference of using some speech acts over others with the aim of obtaining the intended effect

on the target and the results showed illocutionary act effect is persuading or informing the addressee, and the secondary function of informing, giving directions and making positive statements about the offer.

The similarity Simon's research with this research used the same Searle's theory as the main theory for analyzing illocutionary act. The differences were, Simon's research used Searle's theory to analyze illocutionary act's effect and supported by Cook's theory for the effect of illocutionary act in advertisement. While in this research, researcher used Searle's theory for analyzing types and the effect of illocutionary speech act.

Eddin & Ahmed (2017) investigated the types of speech act and the function of speech act in Jordanians' Facebook Status Updates. This research is qualitative descriptive by observed the status updates posted by young Jordanian Facebookers. This research used Searle's theory as main theory to point out the types of speech act. The result of the research showed the status updates posted by young Jordanian Facebookers significantly using illocutionary act and three types of illocutionary act (expressive, assertive, directives).

The similarities Eddin & Ahmed's research with this research used same theory and research design but different title. The differences were the approach research and the field of the research. The research observed the status updates posted by young Jordanian Facebookers focus on sociolinguistics study and just focuses on speech act although the result showed illocutionary act. In other hand, this research observed the types of illocutionary act and the effect of illocutionary itself focus on pragmatics study and illocutionary speech act.

Ghanbaran, Rahimi, & Eslami (2014) investigated the type, frequency, and illocutionary act effect of using intensifiers in apology and compliment speech acts of Persian speaker. The research used Quantitative descriptive technic to analyze the object and observed by using fifty males and females native Persian speakers (secondary diploma, bachelor or master) as participated in the research. The research used Austin's theory to point out the illocutionary act and Leech's theory to support the research to point out the function of illocutionary itself. The result of the research showed female speakers used more intensifiers than male speakers in both apology and compliment speech acts.

The similarities were to find out the types of illocutionary act and the effect of illocutionary act. The differences were the research focuses on apology and compliment speech act while this research focus on illocutionary in generally. In other hand, Ghanbaran et al.( 2014) investigated illocutionary act by using quantitative descriptive technic while this research illocutionary act by using qualitative descriptive technic.

Meanwhile the other previous study discussed speech act in movie. Sembiring & Ambalegin (2019) investigated the types and the function of context of illocutionary act on Aladdin movie. The research was a descriptive qualitative research. The data analyzed used the theory of Searle. The data were found in movie classified into five; directives, assertives, declarative, commissives, and expressive.

The similarities were used the same research namely descriptive qualitative research and used the same theory by Searle. The other similarity, the research

point out types of illocutionary same with this theory. The differences were, the research focused analyzing the types and the function of illocutionary act while this research focused analyzing the types and the effect of the illocutionary act. Beside of that, another difference of the research was data of the research. This research took data from Joel Osteen utterance while Sembiring took data from script of movie's Aladdin.

Cao (2009) investigated illocutionary forces of speech acts in legal English. The research was qualitative descriptive research. The data was analyzed by using Austin's theory and supported by Searle's theory. Cao also involved performative modal verbs for the research of illocutionary forces. The research showed the illocutionary functions of legal language and the tendency to use performatives in legal texts and to use fossilized words across different languages.

The similarity were used the same theory of Austin's theory and Searle's theory. The other similarity was both of the research conducting the data by using qualitative descriptive research. The differences, the research investigated illocutionary force by involving performative modal verb, while this research focused for investigating type illocutionary act and the effect of illocutionary itself. Beside of that, another difference of the research was the source of the data. The research investigated chines language while this research focused on English language.

Koutchadé (2017), examined the language of a political. The research identified speech acts used in Buhari's address at the 71st session of the UN General Assembly by using qualitative descriptive research. The research used

Searle's theory. The result identification of illocutionary acts in the speech through a tabulated statistics showed that there were 52.56% of representative acts, 19.23% of directive acts, 16.66% of expressive acts, 11.53% of commissive acts and 00% of declaration acts.

The similarities were used the same theory of Searle's theory and the method of the research of qualitative descriptive. The other similarity was the research examined for identification of illocutionary act using by public speaker. The difference, the data source of the research examined the utterance or speech through political speech while this research examined speech through religious speech.

Leni & Vany (2018) investigated speech acts from the film Frozen. The research was a qualitative descriptive research. The purpose of this research was to identify speech acts in movie's Frozen. Data analysis was based on speech act theory of Levinson's theory. The result research of the research contained suggesting, asking, requesting, and stating. Data source from this research is a movie transcript of Frozen.

Ramadhani et l., (2019), discussed the illocutionary acts used in a speech mainly assertive in research title *Assertive Illocutionary Act Adapted in Donald Trump's Political Speech: A Pragmatic Study*". The focused for the categories of assertive illocutionary act occurs in the utterances of Donald Trump's political speech in last America's general election. The research was qualitative descriptive research. The research was analyzed by using Yule's theory. The research showed



the categories of assertive illocutionary acts mostly appeared in Donald Trump's political speech are statement of fact and assertion.

The similarities were used the qualitative descriptive research and focused on illocutionary act. The differences were the research using Yule's theory for analyzing data while this research using Searle's theory for analyzing data and the research just focused one type of illocutionary while this research focused in all illocutionary acts. Beside of that, the other reference was the research focused on categories of the speech act, while this research discussed types and effect of the illocutionary itself.

### **2.3 Theoretical of Framework**

Speech act is the one of phenomenon that occurred as widely in society how people perform the action through an utterance. Austin (1962), stated that speech act divided in three parts, they are locutionary, illocutionary and perlocutionary. Austin also had examined the illocutionary act but the most has implied meaning of them is illocutionary act. In other hand, Searle (1979) examined illocutionary act through Austin's theory. Based on theory of Searle, the most intend meaning of speech act was contained of illocutionary act. Searle classified types of illocutionary act into five; assertive, directive, commissive, expressive and declarative.

The appearance of illocutionary act influenced society through utterance such as utterance of public speaker. This research took the data from the public speaker of religion field Joel Osteen ministry. Joel Osteen ministry showed the

motivation and encouragement in each his utterances and by his utterance there are around 52.000 hearers every week in his ministry.

This research only focused on speeches of Joel Osteen as ministry. As general known that a speech of someone influential has a power to changes another people life. In other words, there is a power in words. This encouraged the researcher to choose Joel Osteen's utterances as the data of the research was to find out the types of illocutionary act and to find out the effects of the illocutionary act as the implementation in society and to strengthen the reason using theory of Searle.

The first objective of this research was the types of illocutionary act used by Joel Osteen in his ministry. In this research, to analysis types of the illocutionary act the researcher applied Searle theory. Searle divided illocutionary into five types, namely:

1. Assertive
2. Directive
3. Commissive
4. Expressive
5. Declarative

*Assertive* is referrers to the accuracy of what is said (claiming, swearing). *Directives* aimed at leading the hearer to do something (ordering requesting, forbidding). *Declarations* aim to create a change (resigning, appointing). *Commissives* show that the speaker undertakes to do something by expressing an

intention (promising). *Expressives* reveal the speaker's state of mind with regard to a situation (apologizing, celebrating).

The second objective of this research is to find out the effect of the illocutionary act used by Joel Osteen ministry. This research also displayed the effect of utterance in Joel Osteen ministry as the implementation of illocutionary act and to strengthen more the reason using illocutionary act proposed by Searle's theory.

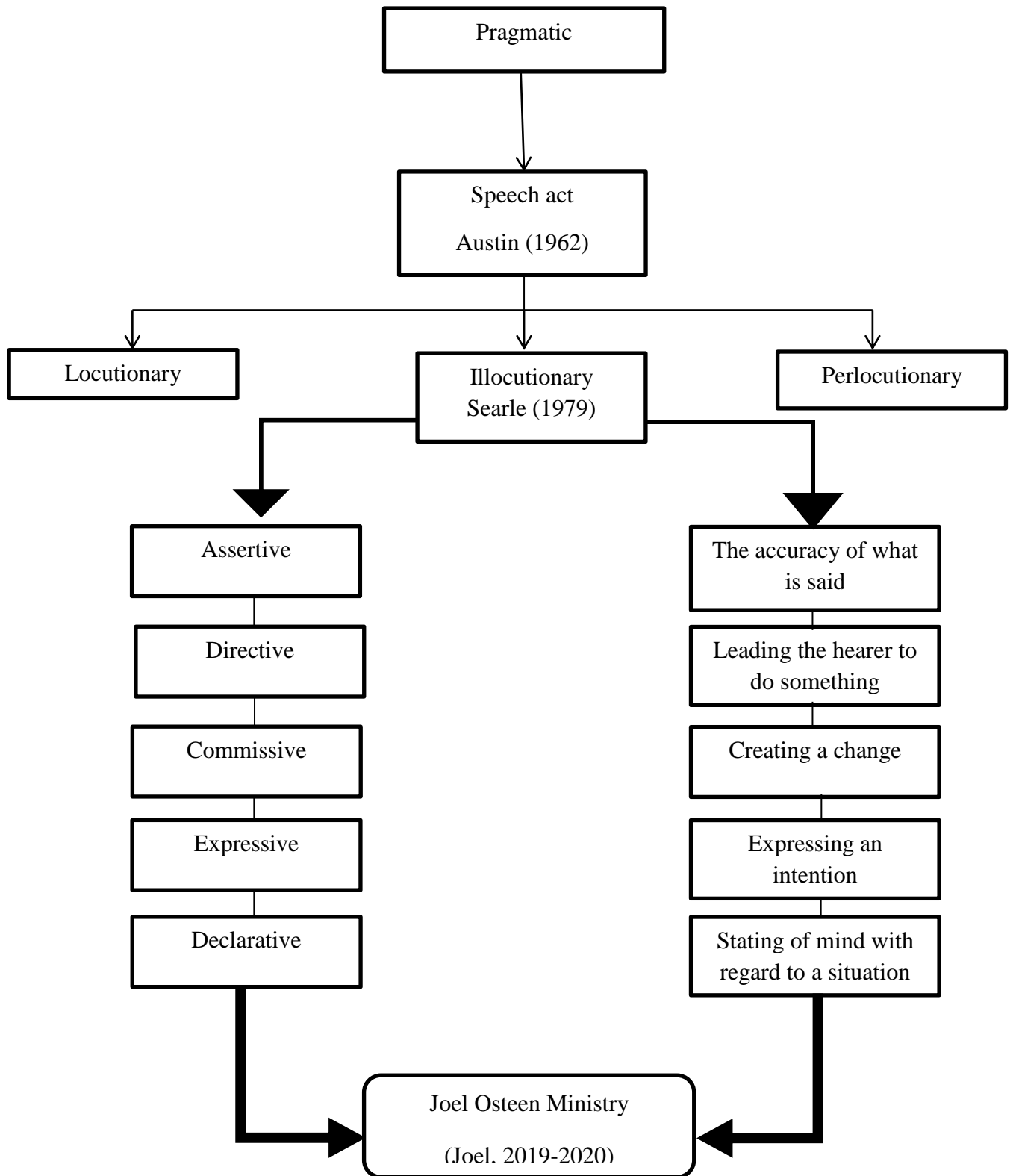


Figure 2.1 Theoretical Framework

## **CHAPTER III**

### **RESEARCH METHODOLOGY**

#### **3.1 Research Design**

This research analyzed the types of illocutionary act utterances used by Joel Osteen in his ministry (2019-2020) and the effects of the illocutionary itself in Joel's ministry. This research focused on analyzed the utterances which contained illocutionary act and the effects of using illocutionary acts in Joel's ministry. Research design used to collect and analysis the data in order to answer the formulation of the problem in this research.

This research was designed as descriptive qualitative research. Creswell (2018) stated qualitative research was a method of research that exploring a problem and developing a detailed understanding of a central phenomenon. Descriptive qualitative research was applied in this research because the data was not describe by number but used the words and sentences. The descriptive qualitative research was conducted to find out types of illocutionary act and the effects of illocutionary act itself. The data in this research took from Joel Osteen's utterances and described in words form as descriptively.

#### **3.2 Object of the Research**

This research focused on illocutionary speech act as the object of the research in order to get the result scientifically. The object of this research was types of the illocutionary act used by Joel Osteen and the effects of the

illocutionary act itself. The data of this research was utterances that involved illocutionary speech act in which all the data taken from Joel Osteen's official site. This research focused on the types of illocutionary act and the effects of the illocutionary act itself in Joel Osteen's utterances which the data analyzed for description and themes using text analysis and interpreting the larger meaning of the findings.

### **3.3 Method of Collecting Data**

In this qualitative descriptive research, the researcher used the observational method by Creswell. Creswell (2018) stated that the observational method is the method of the process of gathering open-ended, firsthand information by observing people and places at a research site. The observational method divided two techniques, those are participatory and non-participatory. Participatory observe is an observational role adopted by researcher when take part in activities in the setting observe. While non-participatory observer is an observer who visits a site and records notes without becoming involved in the activities of the participants. To answer the question number one, this research used a non-participatory who the researcher did not involve directly but as observer to observe the utterances of the speech.

There were some steps that the researcher did in collecting the data for the question number one. The first step was, select a site to be observed that can help researcher understand the central phenomenon. The second step found the utterance, sentences, words, and phrases which contain illocutionary act. The third step categorized the utterance, sentences, word, and phrase based on the theory

proposed by (Searle, 1979). In this step, reduction was used to reduce the same data.

To answer question number two, this research used the non-participatory technique. This research used non-participatory technique because the researcher directly not involve to collecting the data in society. The data was collected by utterance of people to get the effect of the illocutionary act. The researcher took the data from comment of the followers of Joel Osteen randomly.

### **3.4 Method of Analyzing Data**

This research used an observational such as one permit qualitative researcher to record information at the observation site. This information is both a description of activities in the setting and a reflection about themes and personal insights noted during the observation. Creswell (2018) stated that in a qualitative research, initial data management consists of organizing the data, transcribing interviews and typing field notes, and making the decision to analyze the data by hand or by computer.

There are some interrelated steps involved in qualitative data analysis and interpretation. The first, researchers need to prepare and organize the data for analysis. The second step is to explore the data and to code it (reading through the database and then employing the steps involved in coding). These steps are to identify text segments and then to assign code labels to the segments based on the meaning the researcher sees in the text segment. These codes are then used in forming a description of the central phenomenon or of the context (or setting) of the research. Codes are also grouped together to form broader themes that are

used in the research as key findings. The conclusion of a research also needs to convey the limitations of the research as well as future research. It is important as well to validate the accuracy of the findings.

In qualitative method, there are several strategies to analyze data. They are; preparing and organizing the data for analysis, exploring and coding the data, coding to build description and themes, representing and reporting qualitative findings, interpreting the findings and validating the accuracy of the findings.

For answering the question, the researcher used several step to analyze the data. The first is preparing and organizing the data from utterances of Joel Osteen for analysis which means the researcher organizing the data and typing field notes. Second, exploring and coding the data from speech of Joel Osteen ministry to conduct a preliminary analysis of the data by reading through it to obtain a general sense of the data. Then the next step is interpreting the findings in transcribed the recording into written data form. The last step is made conclusion.

### **3.5 Method of Presenting the Result Analysis**

This research presented the findings and the results analysis by using informal method proposed by ( J.A Creswell, 2018). Informal method referred to presenting the result analysis by using words. Therefore the findings and the results analysis described by using words or sentences was descriptively in a paragraph to make the reader understand.