

**ANALYSIS OF POSITIVE AND NEGATIVE
POLITENESS STRATEGIES IN “THE FAULT IN OUR
STARS” NOVEL: PRAGMATICS APPROACH**

THESIS



**By:
Sasmi Saragih
161210099**

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

**ANALYSIS OF POSITIVE AND NEGATIVE
POLITENESS STRATEGIES IN “THE FAULT IN OUR
STARS” NOVEL: PRAGMATICS APPROACH**

THESIS

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



**By:
Sasmi Saragih
161210099**

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

SURAT PERNYATAAN ORISINALITAS

Yang bertanda tangan di bawah ini saya:

Nama : SASMI SARAGIH
NPM : 161210099
Fakultas : Ilmu Sosial dan Humaniora
Program Studi : Sastra Inggris

Menyatakan bahwa skripsi yang saya buat dengan judul:

ANALYSIS OF POSITIVE AND NEGATIVE POLITENESS STRATEGIES IN
“THE FAULT IN OUR STARS” NOVEL: PRAGMATICS APPROACH

Adalah hasil karya sendiri dan bukan “duplikasi” dari karya orang lain. Sepengetahuan saya, di dalam naskah skripsi ini tidak terdapat karya ilmiah atau pendapat yang pernah ditulis atau diterbitkan oleh orang lain, kecuali yang secara tertulis dikutip di dalam naskah ini dan disebutkan dalam sumber kutipan dan daftar pustaka.

Apabila ternyata di dalam naskah skripsi ini dapat dibuktikan terdapat unsur-unsur PLAGIASI, saya bersedia naskah skripsi ini digugurkan dan gelar akademik yang saya peroleh dibatalkan, serta diproses sesuai dengan peraturan perundang-undangan yang berlaku.

Demikian pernyataan ini saya buat dengan sebenarnya tanpa ada paksaan dari siapapun.

Batam, July 30th 2020



Sasmi Saragih
161210099

DECLARATION OF THE THESIS ORIGINALITY

I, Sasmi Saragih, NPM No. 161210099

Here with declare that the thesis entitled:

ANALYSIS OF POSITIVE AND NEGATIVE POLITENESS STRATEGIES IN “THE FAULT IN OUR STARS” NOVEL: PRAGMATICS APPROACH

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.

Batam, July 30th 2020

Sasmi Saragih
161210099

**ANALYSIS OF POSITIVE AND NEGATIVE
POLITENESS STRATEGIES IN “THE FAULT IN OUR
STARS” NOVEL: PRAGMATICS APPROACH**

THESIS

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

**By:
Sasmi Saragih
161210099**

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

Batam, July 30th 2020

**Mhd. Johan, S.S., M.Hum.
NIDN: 1021046905**



ABSTRAK

Penelitian ini bertujuan untuk membahas strategi kesopanan positif dan negatif dan untuk mengidentifikasi faktor-faktor yang mempengaruhi pilihan pembicara yang digunakan dalam novel berjudul "The Fault in Our Stars" karya John Green. Ini adalah penelitian kualitatif deskriptif. Sumber data penelitian ini adalah dari novel "The Fault in Our Stars" yang kemudian diklasifikasikan berdasarkan jenis kesopanan. Penelitian ini menerapkan teori yang dikemukakan oleh Brown dan Levinson (1978) sebagai teori pendukung dan digunakan untuk menganalisis jenis strategi kesopanan. Peneliti menggunakan teori yang sama untuk mengidentifikasi faktor-faktor yang mempengaruhi pilihan pembicara untuk menggunakan strategi kesopanan. Metode observasi dan teknik non-partisipatif diterapkan dalam proses pengumpulan data. Dalam menganalisis data, peneliti menggunakan metode padan pragmatis karena data adalah percakapan antara dua orang atau lebih dan menggunakan teknik informal dalam menyajikan hasil karena peneliti menggunakan kata atau kalimat. Penulis menggunakan teori oleh Sudaryanto dalam menganalisis data dan menyajikan hasilnya. Hasil penelitian ini menunjukkan strategi kesopanan yang paling banyak digunakan dalam percakapan novel berjudul "The Fault In Our Stars" adalah kesopanan positif. Dari lima puluh data yang diambil yang paling sering digunakan terkait dengan strategi kesopanan positif dan hanya sedikit data lainnya terkait dengan strategi kesopanan negative Ada dua faktor yang mempengaruhi pilihan pembicara untuk menggunakan strategi kesopanan dalam novel ini seperti jarak sosial dan kekuatan relatif antara pendengar dan pembicara. Faktor yang paling banyak digunakan oleh karakter dalam novel adalah jarak sosial antara pendengar dan pembicara.

Kata kunci: Pragmatik, Strategi Kesopanan, Novel "The Fault in Our Stars"

ABSTRACT

This research aimed to discuss positive and negative politeness strategies and to identify the factors that affect the choice of speaker used in the novel entitled “The Fault in Our Stars” by John Green. This is descriptive qualitative research. The data source of this research was from the novel "The Fault in Our Stars" which is then classified based on the type of politeness. This research applied the theory proposed by Brown and Levinson (1978) to support this research and used to analyze the types of politeness strategies. The researcher used the same theories to identify the factors that affecting the choice of speaker to use politeness strategy. The observation method and non-participatory technique was applied in the process of collecting data. In analyzing the data, the researcher used a pragmatic identity method because the data was a conversation between two or more people and used informal techniques in presenting results because the researcher used word or sentence. The researcher used the theory proposed by Sudaryanto in analyzing the data and presenting the result. The results of this research show politeness strategy that mostly used in conversation of novel entitled “The Fault In Our Stars” is positive politeness. From fifty data taken the mostly used related to positive politeness strategy and a few data is related to negative politeness strategy. There are two factors that affected the choice of speaker to use politeness strategy in this novel such as social distance and the relative power between hearer and speaker. The factor that mostly used by the character in the novel is social distance between hearer and speaker.

Keywords : Pragmatics, Politeness Strategy, “The Fault in Our Stars” Novel

ACKNOWLEDGMENT

First of all, the writer gives thanks for God's love and grace. Thanks to our Almighty God for the abundance grace, strength, and health and also for helping and giving the chance so that the author can complete his thesis with the title: Analysis of Positive and Negative Politeness Strategies in "The Fault in Our Stars" Novel: Pragmatics Approach. This is to fulfill one of the requirements for completing studies in obtaining a Bachelor of Education degree in English Department, Faculty of Social Science and Humanities, University of Putera Batam.

In completion of this thesis is inseparable from the help of many parties. The author always gets guidance so that on this occasion with all humility and respect the author gives profoundly thanks to all those who have provided. The author said thank you very much especially to both of parents, beloved father Adim Saragih and dear mother Marlin Malau who provided love and unrelenting pray for the author and especially to my brother Riski, Hardi and Abner and special to my beloved boyfriend Roberto for motivation, spirit and support. May God always bless and give grace, health and blessings for the kindness that has been given to the author.

The author would like to give appreciation and thanks to Mhd. Johan, S.S., M.Hum. as supervisor who had helped the author and always be patient to teach and give much knowledge how to make this thesis well. Thank you for guide until it finish. The writer feel satisfy and happy because the thesis is finish well. Furthermore, the researcher would like to express sincere thanks to all those involved both directly and indirectly, especially for:

1. Mrs. Dr. Nur Elfi Husda, S.Kom., M.SI, Rector of Putera Batam University.
2. Mrs. Rizki Tri Anugrah Bhakti, S.H., M.H as Dekan of Faculty of Putera Batam University.
3. Mrs. Afriana, S.S., M.Pd, Head of English Department of Putera Batam University.
4. All lecturers of English Department, for their knowledge, motivation and suggestion during the study at Putera Batam University.
5. All of friends who are studying at Putera Batam University, especially to Seven Icon Group Rebekka, Esra, Sani, Feky, Lida and Pramita and all my friends in English UPB class for all of the motivation, the book, suggestion and who have given spirit and friendship to the researcher. May God gives mercy, peace, and love for them. Amen.

Batam, July 30th 2020



Sasmi Saragih
161210099



TABLE OF CONTENTS

HALAMAN SAMPUL	
HALAMAN JUDUL	i
SURAT PERNYATAAN ORISINALITAS	ii
DECLARATION OF THE THESIS ORIGINALITY	iii
HALAMAN PENGESAHAN	iv
ABSTRAK	v
ABSTRACT	vi
ACKNOWLEDGMENT	vii
TABLE OF CONTENTS	viii
LIST OF TABLE	x
CHAPTER I	1
INTRODUCTION	1
1.1 Identification of the Problem	5
1.2 Limitation of the Problem.....	5
1.3 Formulation of the Problem	6
1.4 Objectives of the Research.....	6
1.5 Significance of the Research.....	6
1.7 Definition of Key Terms.....	7
CHAPTER II	8
REVIEW OF RELATED LITERATURE AND THEORETICAL FRAME WORK	8
2.1 Pragmatics	8
2.2 Politeness Strategy.....	9
2.2.1 Positive Politeness Strategy.....	10
2.2.2 Negative Politeness Strategy	17
2.3 Factors influencing the choice of strategies	21
2.3.1 The payoffs: a priori considerations.....	21
2.3.2 The circumstances: Sociological variables.....	21
2.4 Previous Research	22

2.5 Theoretical Framework.....	27
CHAPTER III	30
RESEARCH METHODOLOGY	30
3.1 Research Design	30
3.2 Object of the Research.....	31
3.3 Method of Collecting Data.....	31
3.4 Method of analyzing Data.....	33
3.5 Method of presenting the result Analysis	34
CHAPTER IV	35
RESEARCH ANALYSIS AND FINDING	35
4.1 RESEARCH ANALYSIS	35
4.2 FINDING	73
CHAPTER V	77
CONCLUSION AND SUGGESTION	77
5.1 CONCLUSION	77
5.2 SUGGESTION.....	78
REFERENCES	
CURRICULUM VITAE	
SURAT KETERANGAN PENELITIAN	

LIST OF TABLE

Table 4.2.1 Finding in Novel “The Fault I Our Stars”	73
---	----



Universitas Putera Batam

CHAPTER I

INTRODUCTION

1.1 Background of the Research

Human as a social being needs to use language to each other in daily life. It will be impossible for people to interact one another without language and people cannot express feelings, ideas, and opinions to others. Language gives important effect for people and it cannot separate because people do communication by using language (Saragih & Johan, 2020). Nowadays there are so many people use language as they want. People sometimes speak politely and some also speak impolitely. The phenomena often happen in social life around us. People cannot differentiate how to speak to people who older and younger than them and also to people that have a different social status.

One example of language use is on campus, the conversation between student and lecturer will be less relax and more formal. When the student asks something to the lecturer, they usually use formal greeting before saying what they want to say. It shows that the way of choosing the words to someone that has different social status such as student to the lecturer is different from someone which the same status such as student to student. The conversation is more relax when it happens between people who have the same ranks. In the case of language that people use when doing conversation, it is important for the speaker to choose what kinds of word that is

better to use to make polite conversation. This phenomenon refers to the politeness strategy.

Brown and Levinson (as cited in Meyerhoff, 2006) described that politeness strategies are expanded with aims to save the hearer's face. In this case, the speaker tries to prevent embarrass another people or make them feel uncomfortable. Politeness strategy comes in four varieties, positive politeness, negative politeness, bald on record, and off record strategy. Positive politeness is referred or directed to the hearer's positive face, that his wants or action should be through as desirable. Negative politeness is directed on our wish not to be imposed by other people and to be allowed. Bald on record refers to embarrass the hearers, shock them or make them feel uncomfortable with the speaker. The last is off record strategies refer to taking some pressures of the hearer.

The research about politeness has been done by several researchers such as the research by (Wahyuni et al., 2014). The purpose is to find out the kinds of politeness strategies that the main characters used in *The Karate Kid* movie. This research used the theory that is proposed by Brown and Levinson. The result of this study shows that there found the four kinds of politeness strategies and the mostly used is positive politeness strategies followed by bald on record strategy, negative politeness strategy, and off record strategy. Another research by Selfia & Marlina (2016) which is aimed to investigate the types of politeness strategies and the mostly used by Deddy Corbuzier in interviewing the guest stars. Theory politeness strategy by Brown and

Levinson was applied to describe politeness strategies. The researcher found the previous research above to support this research.

Both of the previous research discussed politeness strategy and the theory that is used belongs to the theory of Brown and Levinson but it has different sources of data. The first previous journal took the data from conversation exchanges in the Council, whereas the second used talk show to get data. It is different from this research that used the novel as the data source. The novel is entitled *The Fault in Our Stars*. This is a good novel because it also has a movie that makes it easy to understand. *The Fault in Our Stars* is a literary work written by an American author John Green. This is the most famous novel because it has an interesting story and also has so many messages or lessons about life. It published on January 10, 2012, and the movie released on May 16, 2014.

This novel contains many conversations related to politeness strategy. It can be seen from the conversation between the characters in the novel. The data about politeness strategy from the novel is:

Mother : **Do you want me to carry it in for you?**

Hazel : No, its fine (Chapter 1 p.8)

The conversation happened when Hazel and her mother went to a place named support group. Their conversation happened when Hazel's mom hit her up to that place. In this conversation, Hazel always brought the cylindrical green tank which is delivered 2 liters oxygen to her through the cannula. The example of politeness

strategy is the utterance “Do you want me to carry it in for you?” The utterance is classified into positive politeness strategy. The strategy that is used called notice or attends to the hearer (his/her interest, wants, needs, goods), this strategy takes notice of aspect of hearer’s condition. The speaker said the utterance because she saw the hearer need help.

Except positive politeness strategy, this novel also contains the conversation related to negative politeness strategy. The utterance is from the conversation between the characters in the novel. The data taken from the novel is:

Michael : Hazel! Apologize to your mother.
 Hazel : The cannula. I need it.
 Michael : Hazel, apologize to your mother.
 Hazel : Fine, **I’m sorry**, just please let me do this (Chapter 20 p.255)

The conversation happened between Hazel and both of her parents. The utterance “I’m sorry, just please let me do this” is classified into negative politeness strategy by using apologize. The speaker said the utterance “I’m sorry, just please let me do this” to her mother as the hearer because she did a mistake. The factor that affected the politeness strategy that she used is the social distance between the hearer and speaker. Hazel’s mother communicated with her daughter who was close to her so the degree of politeness strategy that she used was not really high.

From this example, it can be seen that politeness strategy is interesting phenomena to be observed. This research is important to be investigated because the research about politeness strategy never been analyzed in this novel. The researcher

wants to investigate more about it and the researcher focused on the type of politeness strategy and the factor that affecting people to use politeness strategy. In general politeness and impoliteness are opposite each other. If politeness strategy used to save the hearer face so the impoliteness used to attach hearer face or make the hearer feel embarrassed and finally make a problem or conflict (Suryani, 2019). Politeness strategies not only found in real society but also in literary work such as a novel. This is the reason why the researcher is interested to choose literary work that is novel to be investigated by used pragmatics studies.

1.2 Identification of the Problem

Based on the background above, the researcher indicates several problems below:

1. Types of politeness strategy used in *The Fault in Our Stars* novel
2. The factors that affecting the choice of speaker to use politeness strategy in *The Fault in Our Stars* novel
3. The reason for the speaker using politeness strategy in *The Fault in Our Stars* novel
4. The effects of politeness strategies to the hearer in *The Fault in Our Stars* novel

1.3 Limitation of the Problem

According to several problems above, the researcher limited this research becomes two categories below:

1. The types of positive and negative politeness strategies in The Fault in Our Stars novel
2. The factors that affecting the choice of speaker to use politeness strategy in The Fault in Our Stars novel

1.4 Formulation of the Problem

The researcher formulated the main problem to be answered such as the following question:

1. What are the types of positive and negative politeness strategies used in The Fault in Our Stars novel?
2. What are the factors that affect the choice of speaker in using politeness strategy in The Fault in Our Stars novel?

1.5 Objectives of the Research

The research's objectives are as below:

1. To describe the types of positive and negative politeness strategies used in The Fault in Our Stars novel
2. To describe the factors that affect the choice of speaker to use politeness strategy in The Fault in Our Stars novel

1.6 Significance of the Research

1. Theoretically

This research gives much knowledge especially in linguistic field and brings benefits both for the researcher and reader to expand issues in linguistics. The research can be used as a reference for the next research related to politeness

strategies. Then, it can be used as a reference for the teaching or learning process. This research also gives benefits to the pragmatics field because it used pragmatics studies in analyzing the data.

2. Practically

It can be applied in our daily language. This research is very useful to learn to get much knowledge on how the way people speak to another person. Hopefully, it will give the benefit or knowledge for the reader, so they can speak in a good strategy to every people. Through this research the reader can apply this theory in daily life and make a good conversation with others.

1.7 Definition of Key Terms

Pragmatics : The study of the way context contributes to the meaning
(Yule, 1996)

Politeness strategy : A strategy that is used in communication that emphasize on the polite words and action (Brown & Levinson, 1987)

Positive politeness : Directed toward the positive face of the addressee, the eternal desire that his want must be considered as desire (Brown & Levinson, 1987)

Negative politeness : Redressive action directed to the addressee's negative face, his want to have freedom of action is unhindered and his attention is unimpeded (Brown & Levinson, 1987)



CHAPTER II
REVIEW OF RELATED LITERATURE AND
THEORETICAL FRAME WORK

2.1 Pragmatics

According to Yule (2005) pragmatics can be defined as the study of what speakers mean or speaker meaning when conveying an utterance. Pragmatics is the study of utterances that said by the speaker and then interpreted by the hearer. Pragmatics also can be defined as the study of contextual meaning and related to how the speaker organizes what he or she wants to say. Communication not only depends on knowing the meaning of words in the utterance but also knowing what speakers mean by their utterances. Pragmatics is one of the linguistics subfield that study related to how context contributes the meaning.

Another definition by to Patrick Griffiths (2006) pragmatics related to the study about an aspect of meaning and language use that depends on the speaker, hearer, and other features of the context of the utterance. The language that is used by the speaker and hearer always involves the hearer to get the goal of the language. The speech between the speaker and hearer finally creates a context that shows how person, time, and place on the speech.

Based on the explanation above it can be concluded that pragmatics is the study of meaning which is deal with language use in context. Pragmatics is a study of

sentence meaning or a word that is based on the context, situation, and meaning and in the end both hearer and speaker understood the meaning of the conversation itself. Pragmatics is important to learn to give us a greater understanding of how the human mind works related to meanings in situations and how the language is used in communication. The writer used pragmatics to analyze the utterance or data to know what is the meaning behind the conversation of the character or what the speaker intend. Pragmatics approach helps to understand the intended message including its context such as whom, when, and where the conversation takes a place.

2.2 Politeness Strategy

According to Yule (2005) politeness can be defined as the meaning of showing our awareness to another person's face. Face here has a meaning as public self-image of person. This refers to our emotional and social feelings about ourselves that everyone has and is expected to recognize. The social position of the speaker here may indicate different politeness values for individual cases. When the speaker speaks to other people who have different class, age, and position, the speaker usually choose the best way or words to deliver to the hearers (Meyerhoff, 2006).

The way how people speak with a friend has a different way of how we speak to other people such as our boss. Some languages even have different words for the same thing to choose depending on what politeness and respectful relationship between speakers (Meyerhoff, 2006). In addition, politeness is the way to compare

the relationship between the speakers and our self as an addressee. Politeness strategy is a kind of communication strategies that emphasize on the polite words and action. However, this research focused on politeness which is recommended by Brown and Levinson.

Politeness strategy is the way people show the hidden meaning of their word, and by using polite word people understand the background or culture of the people whom they spoke to. Brown and Levinson (as cited in Umayah et al., 2018) stated that there are four types of politeness strategies include bald on record, positive, negative, and off record strategy. In this study, the researcher focuses on positive and negative politeness strategy only.

2.2.1 Positive Politeness Strategy

Brown & Levinson (1987) explained that positive politeness is directed at the positive face of the intended person through approving or including the intended person as a friend or group member. The positive politeness is an act of saving face that is related to showing solidarity to others and emphasizing that the speaker and listener want the same thing and they have the same goal. Brown and Levinson stated that there are fifteen strategies of positive politeness below:

2.2.1.1 Strategy: Notice or attend to hearer interest, wants, needs and goods

This strategy should take notice of the aspect of the hearer's condition. The speaker talked to the hearer by observing the interest, behavior, needs, and the goods

of the hearer. It can be used as a compliment, an offer, or a request. For instance: “You must be hungry it is a long time since breakfast. How about some lunch?” The example above show that it classify to this strategy because the speaker notice and intend to hearer’s needs.

2.2.1.2 Strategy: Exaggeration (interest, approval, sympathy to the hearer)

In this strategy, the speaker often speaks with exaggerated intonation or stress to the hearer. It usually related to the word such as really, exactly, absolutely, and another. For example: “How absolutely incredible! What a fantastic garden you have!” In the example above showed that the speaker used positive politeness. The strategy that the speaker used was an exaggeration because the speaker used intonation and stress when said the utterance and it shows the interest that is “How absolutely incredible”.

2.2.1.3 Strategy: Intensity Interest to Hearer

Another way for the speaker to communicate with the listener that has some of his desires is by increasing the interest of his own contribution in the conversation, by making good stories. Example: “I come down the stairs, and what do you think I see? A huge mess all over the place, the phone’s off the hook and clothes are scattered all over...” The example describe that the speaker share some several wants to the hearer through story to get the hearer interest. So by using story the speaker can save the face of hearer.

2.2.1.4 Strategy: Using group identity marker

This strategy stated that both speaker and hearer belong to several sets of person who shares some wants. Positive politeness strategies here namely use group identity markers. Address forms here is used to convey group membership including address terms such as mac, mate, honey, buddy, dear, luv, ducky, mom, dad, babe, broth, guys, cutie, fellas and sweetheart. For example: “Welcome back home, honey”. It can be seen from the example that the sentence includes strategy use in group identity marker because the sentence used address form that is “honey”.

2.2.1.5 Strategy: Seek agreement (to find and try to approval by the opponent said)

In this strategy, an agreement can be shown by repeating the part of what the speaker said in the conversation and also can be stressed by using the safe topic. Safe topics are use when the speaker emphasizes his agreement with the listener and therefore to satisfy the listener's desire was right to support this opinion. For instance:

Hazel : I hardly know you, Augustus Waters. You could be an ax murderer.
Augustus : True enough, Hazel Grace.

The conversation also takes place in Support Group. It happen when the classes have just ended then Augustus comes to Hazel. This was the first time Augustus meet Hazel in Support Group. From the example above the utterance “I hardly know you, Augustus Waters. You could be an ax murderer” is classified into positive politeness by using strategy seek agreement that means to find and try to approval by the

opponent said. The speaker said the safe topic which is tried to find an approval from the hearer. The utterance “true enough, Hazel Grace” is the agreement from hearer that show corroborated with speaker’s opinion. In the example the speaker stressed her agreement with hearer and then makes the hearer agree with the speaker.

2.2.1.6 Strategy: Avoiding Disagreement

The strategies to avoid disagreement divided into two parts they are:

a. Token Agreement (yes, but, then, and so)

This means that the desire to agree or seem to agree with the listener also leads to pretending to agree. For example is the speaker's response to the previous statement with 'Yes' but..... than 'No' to indicate the agreement. For example: “Yes, it’s rather long, not short certainly”. The example is used positive politeness with strategy of avoided disagreement. The sentence refer to this strategy because the speaker used “Yes, it’s rather long” and then continued said “not short certainly” to show agreement and hide disagreement.

b. White Lies

This is the politeness strategy that it used by the speaker to prevent disputes. It used to save the face of hearer when the speaker wants to lie rather than make her/him embarrassed. For instance when response to our friend that has a request to borrow a radio: “Oh I can’t. The batteries are dead”. In this example, both of the

speaker and hearer may know that the answer is not true, but the speaker save the hearer's by not refused his/her request directly.

2.2.1.7 Strategy: Presuppose, raise or assert common ground

This strategy did with small talk or gossip. The value of this is to spending time. This is when the speaker and hearer's knowledge were equal. This strategy is related to something like supposing a number of speaker and hearer equations to reduce FTA through a conversation that may interest the hearer with the speaker's utterance. It is like an effort to be with the hearer as a mark of friendship or interest. This strategy shows that friendship is the cause of have quality time between speaker and hearer.

2.2.1.8 Strategy: Joke (make a joke)

Jokes are the basic positive politeness techniques for minimizing FTA. This strategy is based on the same background knowledge and values. Jokes can be used to emphasize those backgrounds or values. Jokes are useful for making fun of friendship. This is a way to share knowledge or experience through fun situations. For example: "OK if I tackle those cookies now?" The example is classified into make a joke because as we know that something that can be tackled is fish not the cookies.

2.2.1.9 Strategy: Assert or presuppose speaker's knowledge and concern for hearer's wants

One of the ways to show that the speaker and hearer are cooperators is to emphasize or imply knowledge about the desires and desires of the listener to match one's desires with them. In this strategy, the speaker asserts or presupposes the speaker's knowledge and concern for the hearer's desires. For example: "Look, I know you want the car back by 5.0, so should I go to town now?" The example shows that the speaker and hearer are cooperators.

2.2.1.10 Strategy: Offer and Promise

Offers and promises can show that the speaker and listener are cooperators. However, the speaker can choose to emphasize cooperation with the listener by claiming that whatever the hearer wants, the speaker also wants it and will help him get it. For example: "Do you need some help?" It is positive politeness that used strategy offer and promise because in the sentence the speaker was offered helps to the hearer. A promise is a natural result of choosing this strategy, even if it is wrong, they show the speaker's good intentions in satisfying the listener's positive desires.

2.2.1.11 Strategy: Be Optimistic

Optimistic expression is one outcome of this strategy. This strategy assumes that the listener wants what the speaker wants and will help the speaker to get it. This strategy shows a sense of optimism that assumes that the listener wants or wants the

speaker to help to achieve. In this strategy, the speaker puts pressure to the hearer to cooperate with speaker's wants. Example: "Don't you want to eat this cake with me, do you?" Based to the example it shows that speaker want is the same with hearer's want. The speaker try to help the hearer to get his/her wants and do something for the hearer to get it.

2.2.1.12 Strategy: Including both speaker and hearer in the activity

This strategy uses the word 'we' which means 'you' or 'me' speaker can show cooperation. This strategy seeks to involve the hearer and speaker in a particular activity by using the word we or let's. For example: "Let's get on with dinner". On the example, it can conclude that the speaker invites the hearer to join in a particular activity that is having dinner.

2.2.1.13 Strategy: Give/ask for reason

Another way of indicating that the speaker and hearer are cooperators is by including hearer in the activity, for the speaker to give reasons why he/she wants. In this strategy, another aspect of including hearer in the activity is for the speaker to give a reason why he wants. These works related to reason "why not?" and assuming that if there is no good reason why hearer shouldn't or can't cooperate. For example: "Why not lend me your cottage for the weekend?"

2.2.1.14 Strategy: Assume or assert reciprocity

Cooperation between the speaker and the listener can be emphasized by giving reciprocal rights or obligations obtained between the speaker and the hearer. In this strategy, the collaboration of both speaker and hearer can also be claimed by providing evidence or obligation between the speaker and the hearer. For example: “I will do X for you, do Y for me”

2.2.1.14.1 Strategy: Give gifts to hearer (goods, sympathy, understanding, cooperation)

This type involves the speaker's decision to improve the hearer's face directly by fulfilling some of the hearer's desires by showing that the speaker wants the hearer's desire for the hearer. That is emphasized by using gift giving. That can be goods, sympathy, understanding, or cooperation. This strategy is given not only to real objects but also the desire to interact to be noticed, understood, heard, and others. For example: “I know that you love the script, by buy this poster will make you happy”

2.2.2 Negative Politeness Strategy

Another type of politeness strategy is a negative politeness strategy. Negative politeness is also known as respect politeness where everyone in the social process has the needed not to be disturbed and to be free. Negative politeness is an act aimed at the negative face of the addressee, his desire to have freedom in action is

unhindered and his attention unimpeded (Brown & Levinson, 1987). A negative politeness strategy has a main focus on the assumption that you might force and disturb the listener's face. The speaker tries to minimize coercion on the listener or accept the negative face of the hearer. There are several types of negative politeness strategy such as below:

2.2.2.1 Strategy: Be Conventionally Indirect

In this strategy expression indirectly to avoid disruption to the face, it is solved by compromise of conventional indirectness. For example: “Can you please shut the door?” The example shows that the speaker avoids of being directly by using the sentence “Can you please” as a sign of indirectness. It used to save hearer face than being too direct.

2.2.2.2 Strategy: Question, hedge

In here the speaker does not want to assume and force the hearer. It deals with questions to create discussions to divert attention and hedge. For example: “I supposed that Brian is coming”. The word “supposed” has a function to show that the speaker does not assume something.

2.2.2.3 Strategy: Be Pessimistic

This strategy provides compensation for the negative face of hearer by directly express doubts related to conditions of the speaker’s speech act suitability are

obtained. For example: “May you cook for me?” In the example the speaker can be polite with used being pessimistic. Here the speaker assumes that the hearer maybe will not do something for the hearer. So by being pessimistic the act of force someone can be minimizing.

2.2.2.4 Strategy: Minimize the imposition

This strategy tries to minimize the coercion of the listener by reducing the threat of force or strength to the listener's face. For example: “I just want to ask you if you could lend me a novel”. Based on the example it show that using the word “just” the speaker can avoid the hearer's negative face and to omit forcing the hearer.

2.2.2.5 Strategy: Give deference

There are two sides in the realization of deference: one where speaker humble himself and the other where speaker raises hearer (paying him a positive face of a certain type, that is, which satisfies hearer's desire to be treated as superior). In this strategy the relative immunity from coercion is recognized and moreover the speaker is certainly not in a position to impose listener obedience. For example: “We look forward very much in dinning with you”.

2.2.2.6 Strategy: Apologize

By apologizing for carrying out an FTA, the speaker can show his reluctance to slap hearer's negative face and thus partially correct the violation. In this strategy, the

speaker can show his reluctance to slap the negative face of the hearer and thus partially fade. Example: “I am so sorry if I act a little strange”

2.2.2.7 Strategy: Impersonalize

In this strategy related to various ways to avoid the pronouns I and you. It will be polite by hiding who is speaker and who is hearer. For example: “Do this for me!” This example comes from the sentence “I ask you to do this for me”. The example shows that the speaker tries to avoid using pronouns “I” and “You” to make the hearer not feeling forced.

2.2.2.8 Strategy: State the Face Threatening Act (FTA) as a general rule

In this strategy FTA stated as a general rule that applies social. Example: “Passengers will please refrain from flushing toilets on the train”. The sentence comes from “You will please refrain from flushing toilets on the train”. So by using the word “passenger” than used the word “you” the speaker show that FTA as the general rule.

2.2.2.9 Strategy: Nominalize

In this strategy degrees of negative politeness run hand in hand with degreed of nouni-ness; that is, formality is associated with the noun end of the continuum. Example: “Your good performance on the examinations impressed us favorably”. This example comes from “Your performing well on the examinations impressed us

favorably”. So based on the example when the speaker nominalize the subject it would be more formal.

2.2.2.10 Strategy: Go on record as incurring a debt

This strategy states clearly that the speaker has given goodness to the hearer. For example: “I’d be eternally grateful if you would . . . “. This example show that the speaker redress the FTA by directly claims the indebtedness to the hearer or disclaiming it by used any expression.

2.3 Factors Influencing The Choice of Strategies

The employment of politeness strategies is influenced by several factors. According to Brown & Levinson (1987), there are two factors that can affected the choice of the speaker to use politeness strategy include the payoffs and the circumstances. Both of these factors can affect the choice of speaker to used politeness strategy.

2.3.1 The payoffs: a priori considerations

In choosing politeness strategy the speaker sometimes considers the payoff or the advantage when they decide to use politeness strategy. The speaker used politeness strategy because they can get the advantage. In here the speaker also can minimize the FTA by make sure the listener that the speaker like and want to fulfill the listener’s want. So the listener positive face would not be threatened by the speaker.

2.3.2 The circumstances: Sociological variables

In this section the sociological variables divided into several types such as the ‘social distance’ of speaker and hearer (a symmetric relation), the relative ‘power’ of speaker and hearer (an asymmetric relation) and the absolute ranking of impositions in the particular culture. Social distance, relative power and absolute ranking are the factors that can affect the choice of speaker to use politeness. Social distance is related to the distance between different groups in society for example social class, race, gender that can affected the choice of politeness. Relative power is a factor where a person is strong and has authority towards the listener like boss and employee. The absolute ranking is a factor determined by the degree or rank that can affect the choice of speaker.

2.4 Previous Research

In supporting this research, the researcher found several researches related to this study. There was some researches that discussed politeness strategies such as Sukarno (2015). This study describes the politeness strategy in responding to compliment in Javanese. The purpose of the study is to analyze the politeness strategies used to answer or respond to a compliment used by Javanese in Jember, East Java. This is a socio-cultural pragmatics study where the utterance is discussed related to the situation and background of the culture to supports them. Data is taken from dialogues between students and teachers also students and students who have a difference in social status. The data collection of this research was by recording and

taking notes for items that could not be recorded. The data of this study were examined from both the general theory of politeness and the concept of Javanese culture. The results of this study about answering to compliment in Javanese is divided into five strategies include disagreeing and denigrating, disagreeing and ask questions, accept and turn back, accept and provide explanations, and the last only accept or accept and offer.

The next research comes from Al-Shboul & Huwari (2016). This study discussed the congratulation strategy used by Jordan's EFL graduate students. This research also investigates types of positive politeness strategies in acts of congratulations. In collecting data the adopted version of the discourse completion test (DCT) by Dastjerdi and Nasri (2013) was applied. Data were analyzed based on the taxonomy of the congratulatory strategy proposed by Elwood (2004). The data were analyzed based on the positive politeness strategy proposed by Brown and Levinson (1987). The results of this study indicate that the most commonly used greeting strategy is offering good wishes and expressions of happiness. In positive politeness strategies, the findings show that the strategies most frequently used by participants are giving presents to listeners, overreacting, and marking identity in groups.

The next research is by (Dharmayanti et al., 2018). The aims of this research are to analyze the types of politeness strategies used in Ellen DeGeneres's talk show script with Barack Obama as a guest star. The second is to identify the factors that

influence the speaker to choose the strategy. The theory by Brown and Levinson was used to support this research. It used to analyze types of politeness strategies and to identify factors that influence the choice of strategy. The data collection process was done through the documentation method. The sentence in conversation used as data related to the politeness strategy in the script. Finally, the result shows that in the two episodes of Ellen DeGeneres' talk show, the politeness strategy that mostly implemented is positive politeness strategy.

The next research is from (Ayuningrum et al., 2018). This study aims to describe the Brown and Levinson politeness strategy used by the members of the UKM Debate, Bengkulu University when they practice debating. The object of this study is a member of UKM consisting of eight students. This is qualitative descriptive research as a method and data collected using transcripts from video recorders and observation. The results show that debate members use all politeness strategies but not all sub-strategies when conducting debates. They use positive politeness, bald on record, negative politeness, and off record. There are twenty-eight utterances related to politeness strategies. The debaters mostly implemented positive politeness strategies, which occurred nineteen times (67.8%). Bald on the notes and off-notes occurred four times (14.3%) and the last was a negative politeness strategy that only happened once (3.6%). The positive politeness strategy has the highest position in the data because in practicing debate, all debates know each other and have close friendships.

Another research is from Sukarno (2018). This study discussed politeness strategies, linguistic markers, and social contexts in conveying requests in Javanese. This study aimed to investigate politeness strategies, linguistic markers, and social contexts used to send requests in Javanese. Data was collected from conversations between Javanese in Jember during speech acts to send requests. Data were analyzed using deconstructive methods for revealed linguistic markers commonly used by Javanese speakers to convey requests and socio-cultural backgrounds that influence the choice of politeness strategies. The result shows that there are four types of politeness strategies in Javanese that are the most direct, direct, less direct, and indirect. Then there are four linguistic tools such as sentence mood, speech level, passive voice, and opinion or condition as a marker of politeness and the last finding is that the level of choice is strongly influenced by social contexts such as social distance, age, social status or power, and the amount of loading among them.

Another researcher is from Widyastuti (2019). The purpose of this study is to discuss the politeness strategies used by the main characters in the novel titled "The Sun Also Rises". This analysis is based on the utterances of the main characters in the novel. The researcher analyzes the utterances to find out the types of politeness strategies used by the main characters. In this study, researchers used a qualitative descriptive method by using documentation and observation to collect data from the novel. The results showed that the main characters in the novel applied a type of politeness strategy that is bald on the record, positive politeness, negative politeness,

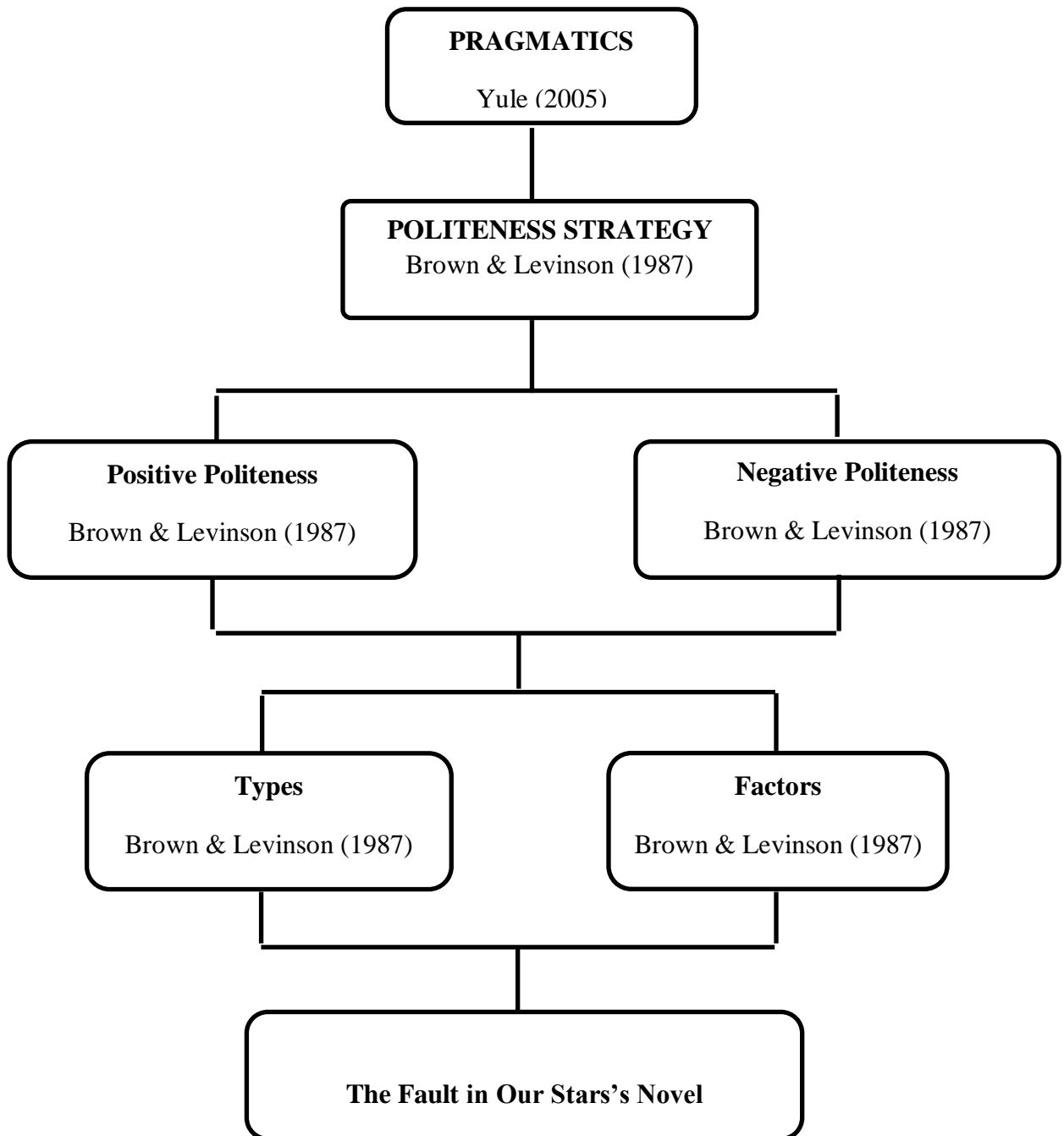
and off record. The main character also expresses the factors that influence the politeness of the characters in speaking that is the style of language, lists, and domains, slang, and solidarity, language, and gender in their conversations.

The next research is by Wati & Puspani (2020) about positive politeness strategies used by the character in *The Patriot* movie. The purpose of this study was to find the types of positive politeness strategies used by characters and the influence of gender on the level of politeness of characters in the film *The Patriot*. The data source of this research is from the film *The Patriot* which is then classified based on the type of politeness and gender of the character. Data were analyzed qualitatively using Brown and Levinson's theory and also the sociolinguistic theory by Ronald Wardhaugh. Finally, the results of this study indicate that the characters in the film *The Patriot* use eleven of the fifteen positive politeness strategies and women tend to use neutral politeness levels consistently in speaking, while men prefer to use varying degrees of politeness in talking to the other person.

The research above is related to this research. The previous research discusses the same topic with this research that is about politeness strategy. All the previous research above used theory proposed by Brown and Levinson and some research added the theory of Ronald Wardhaugh. It is the same with this research that also used Brown and Levinson as the theory. That was the similarity of all the previous research with this research. The difference is that the previous research and this research use different sources of data such as novel, movie, talk show, daily

conversation, and debate. From all the previous research it can be seen that the novel *The Fault in Ours Stars* has not been discussed before. This is the reason why the researcher interested to analyze this novel.

2.5 Theoretical Framework



From the framework above it can be seen that this research comes from pragmatics study about the invisible meaning. Politeness strategy is one of communication strategies that emphasize on the polite words and action (Brown & Levinson, 1987). It develops for the purpose of dealing with FTAs to save the listener's face or to avoid embarrassing others. There are four types of politeness strategies but this study only focuses on two types that are positive politeness directed at the positive face of the recipient, his eternal desire that his wishes or the actions must be considered as desirable. The second is negative politeness is an action aimed at the negative face of the hearer, his desire to have freedom of is unobstructed and his attention is unobstructed.

In positive politeness, there are fifteen types of strategies and in negative politeness there are nine types of strategy. The factor that affected the choice of speaker divides into two points that is the payoffs: a priori considerations and the circumstances or sociological variables divided into three parts that are the social distance, the relative power, and the absolute ranking. All of them were analyzed in this chapter and also include the example of each strategy.



CHAPTER III

RESEARCH METHODOLOGY

3.1 Research Design

According to Creswell (2009) research design is a plan or procedure for a research that used to get the decisions range from large assumptions to detailed data collection methods and analysis. Theoretically, there are three types of research design such as quantitative, qualitative, and mixed research. Quantitative research is the research that related to gathering numerical data then qualitative research related to discussing descriptive data in written words to analyze and mixed methods research is in the middle because it incorporates elements of both qualitative and quantitative research.

Creswell (2009) explained that qualitative research is a means to discuss and understand the meaning of individual or group that discussed social or human problems. Quantitative research is the basis for discussing objective theories with the discussion of relationships between variables. The mixed research method is combined with both qualitative and quantitative forms. This research used qualitative research because the data that the researcher used was in the form of utterance from the novel. It is used to analyze the type of positive and negative politeness strategies used in the novel entitled “The Fault in Our Stars” and what is the factor that affected the choice of speaker to use positive and negative politeness strategies.

3.2 Object of the Research

An object is one of the important parts of the research. The object of this research is positive and negative politeness strategy. The researcher focused on all the utterances in the novel that related to positive and negative politeness strategy. The data source which the researcher investigated in the research is a novel entitled *The Fault in Our Stars*.

3.3 Method of Collecting Data

Creswell (2009) said that there are four types of data collection such as observations, interviews, documents, and audiovisual materials. Observation is a data collection method which is the researcher makes notes about the behavior or activities of individuals in the field of study. In interviews, the researchers make any kind of interview such as face to face interviews, interviews by telephone, or join in group interviews with six to eight participants interviewed in group. In documents method during the research process, investigators can collect documents such as public documents like newspapers, meetings and official reports, or personal documents for example journals and diary, letter, and e-mail. The last is audio and visual material. This data includes the form of photo, art object, and video or in the form of sound.

In this research, collecting data methods is by using the observation method. In the observation method, there are two types of techniques such as participatory and non-participatory observation. In participatory observation, researchers must engage

or be directly involved with the problem or with the object being studied. Researcher can take a role in the situation in progress. It takes more time, to get people's understanding of the object we study, either as a member or as a visitor. In non-participant observation, researchers try to solve a study without having to be directly involved in the object of study. The technique of collecting data of this research is using non-participant because this is an observation which is the researcher does not participate directly in the activity or process in the field. Researchers collect the data they need without being part of the situation. The procedures that the researcher do in this research as below:

1. Find the novel entitled *The Fault in Our Stars* by John Green.
2. The researcher reads the novel until finished.
3. Then the researcher focused on collecting the data related to positive and negative politeness strategies used in novel entitled *The Fault in Our Stars*.
4. The last describes all the sentences that use positive and negative politeness strategies used in novel entitled *The Fault in Our Stars* and the factors that affected the choice of speaker to use politeness strategy.
5. Finally, the researcher classified all the data into the group based on the type of politeness strategy such as positive and negative.
6. Then the researcher classified into two groups of factors that affected the choice of the speaker that is the payoffs or a priori considerations and the circumstances or sociological variables.

3.4 Method of Analyzing Data

This is a descriptive qualitative research. In analyzing the data, the researcher used the theory of Sudaryanto (2015). The method that the researcher used was a pragmatic identity method. Identity method is a method that is used to study and to determine the determinants of language identity using a determinant tool which is outside of language, regardless of language and does not become part of the language concerned (Sudaryanto, 2015). According to Sudaryanto, pragmatic identity method is a method which is the determiner tool is the interlocutors or the opponent. Pragmatic identity method contained the participants that can be referred to the conversation on the novel. There are at least two people who is includes on the conversation process.

It used because the object is a type of positive and negative politeness strategy. The researcher adds the theory of politeness strategy based on Brown and Levinson that stated that politeness comes in four varieties, positive politeness, negative politeness, bald on record, and off-record strategy, but the researcher only focused in positive and negative politeness only. In analyzing data, the researcher uses some steps as follow:

1. The first step is the researcher classified the utterances into types of positive and negative politeness strategy.
2. When the classification process finished the researcher starts to analyze the data.

3. In analyzed the data the researcher described the situation taken on the conversation first.
4. Then the researcher analyzed the data by explains every datum to answer the research question based on the theory of politeness strategy by Brown and Levinson.
5. The researcher explains every utterance by using the theory of Sudaryanto that is pragmatic identity method.

3.5 Method of Presenting the Result Analysis

The next step after the researcher analyzes the data was the researcher presented the result. According to Sudaryanto (as cited in Mustiari et al., 2017) there are two types of methods in presenting results such as formal and informal methods. The formal method used when the data is presented by using tables, graphs, or symbols, in order to describe the data easily. The informal method used when the data were analyzed descriptively and presented in words or sentences form. In this research, the researcher used the informal method in presenting the result. It used because the presenting of the result was using words. It means the final result describes using word and sentence rather than a symbol to make the reader understand the result easily.

