

**AN ANALYSIS OF POLITENESS PRINCIPLE
AS FOUND IN MILLER'S DRAMA "DEATH OF A SALESMAN"**

A THESIS

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ABSTRAK

Tulisan ini merupakan kajian tentang prinsip kesopanan yang digunakan oleh pemain dalam drama *Death of a Salesman* karya Arthur Miller. Fokus penelitian ini terletak pada jenis maksim dan tingkat keseringan penggunaannya.

Pengumpulan data dilakukan dengan menggunakan metode observasi non partisipasi melalui teknik baca dan catat. Selanjutnya data dianalisis dengan menggunakan teori 'prinsip kesantunan' yang dihubungkan dengan teori tindak ilokusi.

Hasil penelitian menunjukkan bahwa untuk mewujudkan kesantunan bertutur, pemain dalam drama ini menggunakan enam jenis maksim, yaitu (1) maksim kebijaksanaan (*tact maxim*), (2) maksim kemurahan hati (*generosity maxim*), (3) maksim penerimaan (*approbation maxim*), (4) maksim kerendahan hati (*modesty maxim*), (5) maksim kecocokan (*agreement maxim*), dan (6) maksim kesimpatian (*sympathy maxim*). Diantara keenam maksim tersebut, maksim penerimaan memiliki frekuensi kemunculan yang paling tinggi (40,5 %) diikuti oleh maksim kecocokan (26,2 %) maksim kebijaksanaan (14,3 %) maksim kemurahan hati (11,9 %) maksim kerendahan hati (4,8 %) dan maksim kesimpatian (2,4 %).

CHAPTER 1

INTRODUCTION

1.1. Background of the Study

Language is a tool of communication and has very important role in human daily life. Without language human being cannot communicate and interact with each other. As a member of society, a human being cannot live by himself, but he lives in some groups. It means that the members of society need someone else to do interaction. Furthermore, human beings who live in society need language to communicate. In other words language cannot be separated from human beings. In daily life, the members of society often find themselves in communication conflict with each other. It usually happens because they do not use appropriate word in communication.

All members of society need appreciation, as stated by Goffman in Renkema (1993:13) that every participant in social process has the need to be appreciated by others and the need to be free and not to be inferred with. The appreciation can be used through the conversation. The words that are used by the participant can show the appreciation to the other participants (Revita, 2007:3). Therefore, if someone wants to be appreciated by others, he must apply politeness principle.

In conversation, usually the principal of politeness is applied in order to make a good sense within the participants of conversation. Politeness is used to maintain a good relationship with others. This is in line with Leech (1983:131) says that politeness concerns a relationship between two participants whom we may call *self and other*. It is socially prescribed because being polite or impolite in producing an utterance depends on

the existence of the standard of politeness. An utterance, which is considered as being polite in a certain area, may be considered as being impolite in different areas (Revita, 2007a:1). It is determined by the place in which an utterance take place, to whom the utterance is addressed, and the goal of utterance.

In this case, the writer focused on maxims of politeness principle. There are six maxims in politeness principle, they are the *tact maxim* used to minimize cost to others and to maximize benefit to other, *generosity maxim* used to minimize benefit to self and to maximize cost to self, *approbation maxim* used to minimize dispraise of others and to maximize dispraise of self, *modesty maxim* used to minimize praise of self and to maximize dispraise of self, *agreement maxim* used to minimize disagreement between self and others and to maximize agreement between self and others, an the last one is *sympathy maxim* used to minimize antipathy between self and others and to maximize sympathy between self and others.

For instance, the conversation below shows the maxims of politeness principle:

Linda : Willy, *darling you're the handsomest man in the world.*

Willy : *Oh, no, Linda.*

Linda : To me you are. (Slight pause). **The handsome.**

(Miller, 1949:37)

This conversation occurs between husband and wife. In the previous conversation, the husband puts himself as an unlucky person. Linda's utterance '*darling you're the handsomest man in the world*' is included in approbation maxim because the wife gives a complement to her husband. She states the words '*handsomest in the world*' in order to honor her husband.

CHAPTER 4

CONCLUSION

Having analyzed the data, the writer found that there are six maxims of politeness principle used by the characters in the Drama *Death of a Salesman*. They are the *tact maxim* used to minimize cost to listener and to maximize benefit to listener, *generosity maxim* used to minimize benefit to speaker and to maximize cost to speaker, *approbation maxim* used to minimize dispraise of listener and to maximize dispraise of speaker, *modesty maxim* used to minimize praise of speaker and to maximize dispraise of speaker, *agreement maxim* used to minimize disagreement between speaker and listener and to maximize agreement between speaker and listener, an the last one is *sympathy maxim* used to minimize antipathy between speaker and listener and to maximize sympathy between speaker and listener.

Among 41 data, 17 data (40,5 %) belongs to approbation maxim, 11 data (26,2 %) belongs to agreement maxim, 6 data (14,3 %) belongs to tact maxim, 5 data (11,9 %) belongs to generosity maxim, 2 data (4,8 %) belongs to modesty maxim, and 1 data (2,4 %) belongs to sympathy maxim.

Among these six maxims, approbation is the most dominant. The maxim is used mostly by parents to appreciate their children. Thus, it is assumed the approbation maxim existing in the Miller's drama *Death of a Salesman* is a way to encourage the listener's esteem and to get close to him.

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