ILLOCUTIONARY AND PERLOCUTIONARY ACTS PERFORMED BY THE CHARACTERS IN ENCANTO MOVIE: A PRAGMATIC ANALYSIS



A THESIS

Submitted to the Faculty of Cultural Science Hasanuddin University in Partial Fulfillment of Requirements to Obtain Sarjana Degree in English Department

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On Friday, June 23rd, 2023, the Board of Thesis Examination has kindly approved a thesis by Ayu Zochra Anwar (F041191009) entitled *Illocutionary and Perlocutionary Acts Performed By The Characters In Encanto Movie: A Pragmatic Analysis* submitted in fulfillment of one of the requirements to obtain Sarjana Degree in English Literature Study Program, Faculty of Cultural Sciences, Hasanuddin University.

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ABSTRACT

AYU ZOCHRA ANWAR. Illocutionary and Perlocutionary Acts Performed by the Characters in Encanto Movie: A Pragmatic Analysis (supervised by Harlinah Sahib and Simon Sitoto)

This research focuses on the types of illocutionary acts by Mirabel Madrigal in Encanto movie and the kinds of perlocutionary acts uttered by the hearer. The aims of this research are to (1) disclose the types of illocutionary acts uttered by Mirabel Madrigal in Encanto movie, and (2) describe the perlocutionary acts effect performed by other characters after Mirabel Madrigal uttered an utterance. This research used a qualitative descriptive research method. The data were obtained from the *Encanto* movie by Byron Howard and Jared Bush that produced by Walt Disney Animation Studios. The writer analysed the types of illocutionary acts and the perlocutionary acts effect based on Searle's theory. Based on the results of analysis, the writer finds five types of illocutionary acts used by Mirabel Madrigals in Encanto movie which are directives, representatives, commissives, expressives and declaratives. Furthermore, the writer finds the perlocutionary effect both verbally and non-verbally. There are 27 data that successfully meets the perlocutionary acts expected by the speaker and 22 data are unsuccessfully meets the perlocutionary act expected by the speaker.

Keywords: speech act, illocutionary act, direct illocution, indirect illocution, perlocutionary act, encanto movie.

ABSTRAK

AYU ZOCHRA ANWAR. *Tindak Ilokusi dan Perlokusi Yang Digunakan Oleh Karakter Dalam Film Encanto: Analisis Pragmatis* (dibimbing oleh Harlinah Sahib dan Simon Sitoto)

Penelitian ini berfokus pada tipe tindak ilokusi oleh Mirabel Madrigal di dalam film Encanto dan jenis tindak perlokusi yang di ucapkan oleh pendengar. Tujuan dari penelitian ini adalah (1) mengungkapkan jenis-jenis tindak ilokusi yang diucapkan oleh Mirabel Madrigal dalam film Encanto, dan (2) mendeskripsikan efek tindakan perlokusi yang dilakukan oleh karakter lain setelah Mirabel Madrigals mengucapkan sebuah ujaran. Penelitian ini menggunakan metode penelitian deskriptif kualitatif. Data diperoleh dari film Encanto karya Byrown Howard dan Jared Bush yang diproduksi oleh Walt Disney Animation Studios. Penulis menganalisis tipe – tipe ilokusi dan efek tindak perlokusi berdasarkan teori Searle. Berdasarkan hasil analisis, penulis menemukan lima tipe tindak ilokusi yang digunakan oleh Mirabel Madrigal di dalam film Encanto, yaitu direktif, representatif, komisif, ekspresif dan deklaratif. Selain itu, penulis menemukan efek perlokusi baik secara verbal dan non-verbal. Terdapat 27 data yang berhasil memenuhi tindak perlokusi yang diharapkan oleh penutur dan 22 data yang tidak berhasil memenuhi tindak perlokusi yang diharapkan oleh penutur.

Kata Kunci: tindak tutur, tindak ilokusi, tindak ilokusi langsung, tindak ilokusi tidak langsung, tindak perlokusi, film encanto.

CHAPTER I

INTRODUCTION

A. Background of The Research

Language is very vital for human communication since it can be used to refer to something for a certain purpose, such as it may convey thoughts and beliefs, explain something, and affect other people's behaviour or way of thinking. However, in every conversation, there is usually a context, where if the hearer can not understand the context, the hearer may be not able to understand what the speaker means which will then be a miss communication between the hearer and the speaker. So that the hearer must not only understand the meaning of the speaker's word or sentence, but also the context in which they were uttered.

In order to study how people understand and produce utterances with actual meaning during speaking, pragmatic provides the study of the relationship between language and context to understand the meaning of speech. There is a pragmatic concern that studied communication named speech acts. Speech acts are actions of humans while language is produced. Speech acts were introduced by Austin in the book *How to do things with words* (1962). In his book, Austin introduced the idea of language that can be used to perform an action through performative utterances. Austin in Yule (1996) has divided speech acts into three kinds of acts, which are locutionary acts, illocutionary acts, and perlocutionary acts each kind of speech act has a different meaning and purpose. Look at the example below:

(1) Mirabel: This is where our magic comes from?

Abuela Alma: Mm-hm, this candle holds the miracle that was given to our family.

Locutionary is an act of saying something, which is used to state something or give actual information. The utterances said by Mirabel and Abuela Alma in the conversation above are locutionary acts. Then, the illocutionary act is an act of doing something, it is used to find out the hidden meaning and what we produced by saying something, such as promising, congratulating, warning, etc. Searle (1979) classified illocutionary acts into five categories, which are representative, directives, commissive, expressive and declarative. Therefore, in this example, the illocutionary act occurred in this conversation when Mirabel says to Abuela, "This is where our magic comes from?". The types of illocutionary acts can be classified as representatives and the goal of this utterance is asking because the speaker aims to make the hearer do something which Mirabel here expects the hearer to answer the question.

In relation to the illocutionary act uttered by the speaker, there must be an effect on the hearer, which is called a perlocutionary act. This kind of act is also known as an act of affecting something. Searle (1996) also stated that perlocutionary act is an effect of what speaker says to the hearer and perlocutionary acts may have a verbal or nonverbal impact on the speaker. In the example above, the speaker hoped the hearer to answer his question. If we look at the conversation between Mirabel and Abuela, the perlocutionary act that occurred in this conversation is successfully meets the perlocutionary act expected by the speaker because Abuela answer Mirabel's questions by agreeing that the candle was where the magic comes from, which is the same as what the speaker expects. Therefore, in this conversation, the type of perlocutionary act that occurred is responding.

An illocutionary act uttered is meant to get a perlocutionary act from the hearer, however, the hearer may not be able to carry out the perlocutionary act exactly as the speaker meant in some situations, therefore not all illocutionary acts in conversation have the desired perlocutionary impact. The writer has chosen data from the Encanto movie (2021), directed by Byron Howard and Jared Bush, and produced by Walt Disney Animation Studios. This movie is about the Madrigal's, a Colombian family who got magical gifts from a miracle that allows them to help the people of their rural community.

The problem of this research is about magical things performed by the characters such as The Madrigal House or mainly referred to as Casita who can freely move all the furniture inside the house, Abuela Alma is Mirabel grandmother. She gets a magical candle after the loss of her husband, Pedro. Then, she becomes the keeper of the candle who gives the rest of the family their powers. Abuela Alma has triplets. The first is Julieta who is able to heal someone with her food, then Pepa who can control the weather based on her emotions, and the last one is Tio Bruno who has the power to sees the future. Pepa has three children namely Dolores who has super-hearing, Camilo can change his appearance, and Antonio who can talk to animals. Then, Julieta has three daughters namely Isabela who can control plants, Luisa who has super-strength, and Mirabel who does not have any powers. Therefore, the writer is interested in analysing illocutionary act performed by Mirabel Madrigal and perlocutionary effect performed verbally and non-verbally by the other characters. Moreover, the illocutionary acts and perlocutionary acts are related to the aims of utterances by the speaker and the reactions of the hearer during the conversations. The writer focuses on Mirabel Madrigal to find out the illocutionary acts and perlocutionary effects of Mirabel utterances on the other characters because the writer would like to understand more deeply about the illocutionary acts performed by one character and perlocutionary effect on the other characters. Because of that, the writer takes the title: "Illocutionary and Perlocutionary Acts Performed by The Characters in Encanto Movie: A Pragmatic Analysis" as the title of this research.

B. Identification of Problems

Based on the background above, the writer identifies some problems that occur in his research, those are:

- It is hard to find out the direct and indirect illocutionary acts in Mirabel Madrigal utterances.
- 2. An obstacle to classifying the illocutionary acts and understanding the functions of illocutionary acts in Mirabel Madrigal utterances.
- The hearer may not understand the meaning of the utterances that Mirabel Madrigal uttered without knowing the context.
- 4. It is hard to understand the perlocutionary acts effect performed in the conversation between Mirabel Madrigal and other characters.

C. Scope of Problem

Based on the identification problem, the writer is interested to analysing the types of illocutionary acts performed by Mirabel using Searle's theory which divides the types of illocutionary acts into five, which are representatives, directives, commissive, expressive, and declarations. Also, the writer interested to analyse the perlocutionary effects performed by other characters after Mirabel uttered an utterance.

D. Research Question

The writers identify two questions, as follows:

- 1. What are the types of illocutionary acts used by Mirabel Madrigal in Encanto movie?
- 2. What are the perlocutionary effects performed by other characters after Mirabel Madrigal uttered an utterance?

E. Objectives of The Research

The objectives of the research are:

- To disclose the types of illocutionary acts uttered by Mirabel Madrigal in Encanto movie.
- To describe perlocutionary acts effect performed by other characters after Mirabel Madrigal uttered an utterance.

F. Significance of Study

By analysing the theory of speech acts in Encanto movie, the writer expected to give the theoretical and practical benefits:

1. Theoretical

As a theoretical benefit, the writers hope that this research can help linguistic students to get new ideas to increase their knowledge about speech acts.

2. Practical

As a practical benefit, the writers hopes that this research can be a reference material for further research related to the illocutionary acts and perlocutionary acts, especially in analysing a movie.

CHAPTER II

LITERATURE REVIEW

A. Previous Studies

There are several researchers that have been doing similar research about illocutionary acts and perlocutionary acts.

The first research was entitled "The Illocutionary Acts and Perlocutionary Acts in The Reasonable Doubt, A Movie Directed by Peter Howitt" that is conducted by Dzumillah (2016). In this research, the researcher analyzed the types of illocutionary acts uttered by the characters in Reasonable Doubt movie and the perlocutionary expected by the speaker to the hearer responses in Reasonable Doubt movie. The researcher classified the illocutionary acts according to John R. Searle's theory which there are directives (requesting, commanding, ordering, and asking), representatives (asserting, describing, insisting and statement of fact), commissive (promising and threatening), declarations (adjournment and admission) and expressive (apologizing, complimenting, condolence and thanking). Then, the illocutionary acts in each conversation get the perlocutionary effect either success or failure.

The next researcher is Rahman (2016), she analysed the types of speech acts and how the perlocutionary effects are successfully or unsuccessfully after the speech acts are uttered in Detective Conan Comic. The researcher analysed fiftythree data in the characters of Detective Conan Comic Volume 2 utterances that are classified based on John R. Searle's theory which there are representatives (stating, asserting, claiming, and concluding), directives (commanding, requesting, asking, and ordering), expressive (praising and thinking), declaration and commissive (promising). Then, the illocutionary acts get many kinds of perlocutionary acts from the hearer either successfully or unsuccessfully meets the perlocutionary acts.

In addition, Mulete (2021) also did research about illocutionary acts and perlocutionary acts reacted by Alex and Nathan. The researcher used Searle's theory which divided illocutionary acts into five types such as assertive, directive, commissive, expressive and declarations. Then, the researcher identifies perlocutionary effect of two male characters to main character and describe the effect. In perlocutionary acts, the researcher uses Cutting's (2002) theory that he is explained that perlocutionary acts is the effect or the reaction of the hearer after the speaker uttered an utterance.

Lastly, Sary (2011) writes "The Use of Illocutionary and Perlocutionary Acts by Major Characters in "The Lesson" Drama by Eugene Ionesco". Her purpose of this research is to describe the sentence types, direct and indirect illocutionary and perlocutionary which are presented dialogue in the drama, so the writer can explain the context in the drama. To support the topic of discussion, she combined it with the illocutionary and perlocutionary theory of Hurford and Heasley as the basis of her analysis.

In the first and the second research, the researcher focuses to find out the illocutionary acts and perlocutionary acts effect by all the characters in the movie, and the three research above which are first, second, and third research are not explained about perlocutionary acts clearly. They just decide whether the perlocutionary acts are successful or unsuccessful based on whether the hearer responds to the speaker's utterance. Meanwhile, in this research, the writer focuses on Mirabel Madrigal to analyse the illocutionary act and the other character to

analyse the perlocutionary effects after Mirabel Madrigal uttered an utterance. Moreover, the writer will not only explain the perlocutionary acts but also determine the kinds of perlocutionary acts uttered by the hearer after the Mirabel Madrigal uttered an utterance.

In the last research, the researchers do not explain the most dominant type of illocutionary acts and perlocutionary acts presented in the drama, meanwhile, in this research, the writer will reveal the most dominant type of illocutionary acts and the direct illocutionary act found in the movie.

B. Theoretical Framework

1. **Pragmatics**

Pragmatics is the study of the aspects of human action and thought. Pragmatics learn about the meaning contained in someone's utterances. As Yule (1996: 3) states, "pragmatics is concerned with the study of meaning as communicated by a speaker and interpreted by the listener." In other words, pragmatics is a part of linguistics that focuses on the meaning of the context between the interaction of the speaker and the listener. It is important to know and understand every meaning in the utterances.

Pragmatics study how language is used in social contexts and how meaning is produced and understood by speakers of a language. The focus of pragmatics is on what is implied and how we interpret utterances in the context of a situation. The advantage of learning pragmatics is we can recognize how language is used in a certain situation and use it properly, also it is crucial to being able to participate in socially acceptable conversations and interactions. So, as a language tool for speaker-hearer communication, pragmatics plays a crucial role because the hearer should not only understand the meaning of the speaker's words, but also the context in which they were uttered.

From the explanation above, we can say that pragmatics not only focuses on the utterance but also the context, and pragmatics is important in understanding language as a tool of human interaction. Pragmatic shows the interaction between the speaker and the hearer and how the hearer understands the meaning contained in every utterance that the speaker uttered. We can say communication is successful when the speakers adhere to the same cooperative interactional rules and share similar information, assumptions, and ideas. Pragmatics are divided into several types of its study, such as deixis and distance, reference and inference, presupposition and entailment, speech acts and events, and others. In this research, the writer just focuses on speech acts.

2. Speech Acts

The first developer of the concept of speech acts is John L. Austin, he is the Britain Philosopher that published articles entitle How to Do Things with Words in 1962. The theory of speech acts is a branch of pragmatic study that involves learning about the use of language between the speaker and the listener. In speech acts, when the speaker does a communication with others, the speaker expects that the hearer will do an act on it. According to Yule (1996), speech acts are actions performed via utterance. In other words, in communication, it does not only create an utterance but also perform the actions. Leech (1983) considers five aspects of speech acts in the situation: speaker and speech partner, context of speech, purpose of speech, speech acts as an action or activity and speech as a product of verbal action. (p. 4) The theory of speech acts starts with the assumption that making

announcements, asking questions, giving instructions, describing, explaining, and expressing regret are more important aspects of human communication than other utterances or phrases.

Austin (1962) divided the kind of speech acts into three kinds, which are locutionary acts, illocutionary acts, and perlocutionary acts.

A. Locutionary acts

Locutionary acts are an act of saying something, which is used to state something or give actual information (Austin, 1962). Locutionary acts can also be called the speaker's utterance. In this case, the hearer will not be affected by anything. According to Austin (1962), there is a meaning in locutionary acts, such as provide information, ask questions, describe anything, or even convey a message. These actions are meaningful words that people use to express their needs and wants. Therefore, the speaker has failed to do a locutionary acts if the hearer is unable to understand what they are saying. For example:

- (a) The flag of Indonesia is red and white.
- (b) The sky is blue.

In both examples, the speaker only uttered an utterance to inform something, and these utterances do not affect the hearer. The sentence (a) aims to inform the colour of Indonesian flag, meanwhile in (b) sentence aims to inform the colour of the sky. It can be concluded that the aim of locutionary acts is to inform the hearer without the tendency to do anything.

B. Illocutionary Acts

Illocutionary acts is an act of doing something by saying something (Austin, 1962), it is used to find out the hidden meaning in an utterance. This kind of act is

uttered by the speaker, and it is used for informing and making the hearer do something. Analysing the illocutionary acts context includes looking at what is going on in addition to the text. As a result, when the speaker makes a sound, they are trying to communicate a secret purpose, which is an action that comes from their thoughts. The hearer will be better able to understand the illocutionary acts and force itself if they are aware of the speaker's motivation. This kind of speech acts is related to conveying a statement, request, promise, question, apologize, etc.

According to Yule (1996:53), there are five types of speech act based on Searle's classification which are representatives, directives, expressive, declaratives, and commissive.

a. Representative

The term or the idea of representative is proposed by several experts of pragmatic, one of them is Searle (1979: 12) who stated that "the point or purpose of the members of the assertive class is to commit the speaker in varying degrees to something's being the case, to the truth of the expressed proposition". Yule (1996) also states that representatives is a kind of speech that expresses what the speaker thinks and believes to be the case or not. So, it is based on what the speaker believes, and it shows some statements of the fact, descriptions, conclusions, etc. The kind of this type are informed, describe, assert, report, etc. For example:

- (a) The Coronavirus is dangerous for human.
- (b) You look so beautiful today.

In (a) example, it contains information about what the speaker believes. Meanwhile, in (b) example, it is a kind of statement. So, the speaker uttered this

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word can based on the fact or the speaker's opinion about the condition the speaker know and believe.

b. Directives

According to Yule (1996: 54) states that directives is a kind of speech that aimed to make the hearer do something. It is same as Searle (1979) states that "directives is the attempts by the speaker to get the hearer to do something." (p. 13) In this case, the speaker will request or influence the hearer to make some actions. These kinds of these types are asking, requesting, suggesting, inviting, etc. For example:

- (a) Where is the located of Raja Ampat Island?
- (b) Give me a cup of tea.

Each example aims to make the hearer do something. In (a) example, the speaker asks the hearer to know the location of Raja Ampat Island and the speaker expects the hearer to answer the question. Meanwhile, in (b) example, this is a kind of ordering, so the speaker wants the hearer to prepare a cup of tea for her/him.

c. Expressive

According to Searle (1979: 15), this kind of illocutionary act is to convey the psychological state. It is same as Yule (1996) states that "expressive is a kind of speech that states what the speaker feels." (p. 53) It is the condition where the word affects the speaker psychologically based on the situation so the speaker can feel pleasure, thanks, sorrow, pain, likes, dislikes, joy, apologize, praise. The kind of this type is apologizing, thanking, forgiving, liking, disliking, praising, congratulate, compliment, boast, greet, welcome, etc. For example:

(a) I am terribly sorry about that.

(b) Congratulations!

Those examples state what the speaker is feeling. In (a) example, the speaker expresses a psychological state of apologizing. Meanwhile, in (b) example, the speaker expresses a psychological state of thanking.

d. Declaratives

Searle (1979: 17) states declaratives is a kind of speech that changes the world by their utterance. So, the word change refers to any situation. This kind of act can change the status of a person or any condition or fact that performed by the speaker. The kind of this type is declaring, confirming, resigning, appointing, naming, etc. For example:

- (a) I am the queen of England.
- (b) I resigned from this company.

Both examples, the speaker does a declaration due to change their condition and their statues. In (a) example, the speaker declaring her statues as a queen of England. Meanwhile, in (b) example, the speaker changed his work status from employee to unemployed.

e. Commissive

Searle (1979: 14) states that commissive is a kind of speech that commits the speaker to do some action in the future. The kind of this type is promising, offering, refusing, etc. For example:

- (a) I'll be back.
- (b) I will not do that again.

Both examples, the speaker commit to the hearer that the speaker will do some action in the future. In (a) example, the speaker promises that the speaker will come back again in the future. Meanwhile, in (b) example, the speaker promises that the speaker will not do the same thing again.

C. Perlocutionary Acts

Searle (1979) also stated that perlocutionary act is an effect of what speaker says to the hearer. It means that perlocutionary acts are actions that occur after a speaker has uttered an utterance and the influence the listener and other people. Searle (1962) as cited in Ranteupa also stated that "perlocutionary act is similar to illocutionary act, for example, by arguing we may persuade or convince someone, by warning them we may alarm them, by making a request we may get him to do something, or by informing him we may convince them." The effect of perlocutionary act can be in the form of sentences or actions taken by listener either intentionally or unintentionally. Perlocutionary acts are related to the relationship between humans and the context of the spoken sentence because the effect of the sentence spoken by the speaker depends on the proximity of the hearer and the speaker. Thus, each sentence spoken by a person can give a different perlocutionary meaning depending on the hearer.

For example, a child asks his mother, "Mom, could you turn off the light?" and this utterance causes the hearer to turn off the lights as the speaker's requested. However, perlocutionary acts may have a verbal or nonverbal impact on the speaker. Perlocutionary acts may occasionally occur when the speaker is unaware of them, for instance, when uncontrollable emotional outbursts of joy, sadness, or anger occur, but perlocutionary acts can also be found in speech and writing, for instance, gratitude, blessings, rage, sorrow, happiness, sympathy, empathy, antipathy, and so on. It can also be expressed by behavior, including both pragmatic and actions like answering with fear, nodding with a smile, leaving happily, getting angry or scolded, waving a stick, pointing a gun and so on.

3. Direct Illocutionary Acts

The direct illocutionary is an expression that is uttered by the speaker to the listener clearly without referring to context or situation. According to Hurford and Heasley (1983), "Direct illocution indicated by a literal reading of the grammatical form and vocabulary of the sentence uttered." (p. 259) So, direct illocution allows the listener to understand the expression's meaning on its own because the meaning delivered explicitly.

According to Degand in Mey (2009), there are three structural forms of sentences:

- a) Declarative, it is used to make a statement: "My favorite color is red."
- b) Interrogative, it is used to ask a question: "What is your favorite color?"
- c) Imperative, it is used to make a command or request: "Get over here now!"

From those three examples above, it clearly conveyed the behind meaning of the utterances. In (a) example, the speaker makes a statement that red is his favorite color. In (b) example, the speaker asks the hearer about what his favorite color is and in (c) example, the speaker instructs the hearer to leave the place where he was standing immediately, so it makes a command to the hearer to do something.

4. Indirect Illocutionary Acts

The indirect illocutionary is an expression that conveys an implied meaning. It depends on the context that happens on the communication between the speaker and the hearer. According to Hurford and Heasley (1983), "The indirect illocution of an utterance is any further illocution the utterance may have." (p. 259) It means that the indirect illocutionary forces the listener to analyze the speaker's utterance to understand its meaning, which it can increases the probability the listener would misinterpret what the speaker uttered. According to Wijana (2010), indirect illocutionary acts is an utterance that can be an interrogative or declarative that used to make a request. For example:

- (a) An interrogative: "You're standing in front of the TV."
- (b) A declarative: "Where is the pen?"

In (a) example, it may look like a statement that inform someone is standing in front of the tv, but in that utterance there is a meaning to order or request to that person to not block his view. It can be said that this sentence is not only to inform but also to command the hearer. Meanwhile, in (b) example, this utterance not only used to ask where the pen is but also indirectly request to the listener to take or find the pen. This is an indirect illocutionary because it not only intends to ask questions but also to command the hearer. Those utterances may look like casual utterances but if we do not know the hidden meaning, it may confuse the hearer.

5. Context

In the communication process, there are three elements that always present and involved, which are the speaker, hearer, and topic. It also can be said that speech events can happen when speakers and hearer are communicating. Chaer (2010) states that a speech event is a speaking action that involves the speaker and the hearer with one topic at a certain time, place, and situation (p. 47), such as discussions that take place at conferences, seminars, work meetings, and so on. To describe the important aspects of language use, Dell Hymes (1974) developed the SPEAKING framework, there are 8 elements of the SPEAKING framework, as follows:

- 1. Setting/Scene (S), setting refers to the time and place and scene refers to the psychological setting.
- Participants (P), it refers to the combination of speaker listener, addresser addressee or sender – receiver.
- 3. Ends (E), it refers to the purpose outcomes of the speech.
- 4. Act sequence (A), it refers to the form and order of the event.
- 5. Key (K), it refers to clues that establish the "tone, manner, or spirit" of the speech act.
- 6. Instrumentalities (I), it refers to the speech forms and styles.
- 7. Norms of interaction (N), it refers to the social rules that guide the event and the actions and reactions of the participants.
- 8. Genre (G), it refers to the kind of speech act or event.

CHAPTER III

RESEARCH METHODOLOGY

A. Research Design

In this research, the writer used a qualitative descriptive method for collecting and analyzing the data. Qualitative research is the study of information that can be observed, documented, and investigated without using numerical data. Sugiyono (2011) states that a qualitative research approach uses the researcher as the primary tool, sampling based on purposeful data, triangulation to collect data, and inductive or qualitative data processing to provide conclusions that emphasize significance and purpose over-generalization. The purpose of qualitative research is to gain a deeper understanding of the topic under investigation, so the researcher used descriptive research design as a technique of analysis to describe and analyze the types of illocutionary acts and perlocutionary acts. Most of the data used to describe the practical aspects of speech acts were collected from illocutionary and perlocutionary acts heard in the movie. This helped the writer to gather, collect, obtain, and describe the data to complete this research.

B. Data and Data Source

The data of this research were collected from Encanto (2021) movie script and subtitle from scriptslug.*com* and *Disney*+ *Hotstar*, directed by Byron Howard and Jared Bush and produced by Walt Disney Animation Studios. The movie has a duration of about 102 minutes and this movie is one of the movies that won the best-animated feature in Oscar 2022. This research used Mirabel Madrigal conversation with the other characters. The researcher analyzed illocutionary acts, and how the hearer responded to Mirabel Madrigal utterances to find out the perlocutionary acts.

C. Method of Data Collection

The process of collecting the data was conducted in three steps:

- 1. Downloading the "Encanto" movie and the script on the internet. The writer downloaded the movie in the *Disney+ Hotstar* app. Then, the writer downloaded the script from *scriptslug.com* to help the writer to look back at the conversation in the movie and mark the conversation when collecting the data.
- 2. Watching the "Encanto" movie thoroughly and reading the dialogues in the script that has been downloaded. While watching the movie, the writer marked the printed script that may include types of illocutionary acts and perlocutionary acts based on what the writer heard or saw in the scene.
- 3. Identifying each type of illocutionary act performed in a movie. After the writer marked off the conversation in the script, the writer determined which dialogue could be categorized as directive, representative, expressive, declarative, and commissive. Also, the writer identified the direct and indirect illocutionary acts of each utterance.
- 4. Identifying the kinds and the perlocutionary acts effect performed after Mirabel uttered an utterance. The writer identified the kind of perlocutionary acts occurring in the conversation either verbally or non-verbally. Then, the writer identified and explained the effects of perlocutionary acts. Moreover, the writer chose whether the conversation was successful or unsuccessful based on the perlocutionary act expected by the speaker.

D. Data Analysis

After collecting the data, the writer analyzed the data in several steps:

- Creating and describing the diagram that shows the kinds of illocutionary acts that were found in Mirabel's utterances, as well as the kinds of perlocutionary acts that occurred in both verbal and non-verbal forms.
- 2. Classifying the types of illocutionary acts in each dialogue in which Mirabel Madrigal uttered an utterance. The data were classified based on Searle's types of illocutionary act divided into representatives, directives, expressive, commissive, and declarative. Also, the writer analyzed and described the direct and indirect function of illocutionary acts in each of Mirabel Madrigal utterances.
- 3. Describing and classifying the kinds and the effects of perlocutionary acts effects after the speaker uttered an utterance. The data were classified based on Austin's theory. The writer described based on what the speaker expected in each conversation and identified the perlocutionary act effects of Mirabel's utterance either verbally or non-verbally.
- 4. Writing a summary based on the findings of the data that had been collected and analyzed. To make a summary, the writer compared the data and determined the most dominant types of illocutionary, the direct illocutionary acts, and kinds of perlocutionary acts that appeared in the conversation between Mirabel and the other characters.