

**POLITENESS REQUEST IN ENGLISH AND MAMASANESE
LANGUAGES**

(A Pragmatic Analysis)



A THESIS

**Submitted to the Faculty of Cultural Sciences Hasanuddin University in Partial
Fulfillment for the Requirement to Obtain Sarjana Degree in English
Linguistics**

ALVYONITA WANDASARI

F211 16 024

**ENGLISH LITERATURE PROGRAM
FACULTY OF CULTURAL SCIENCES
HASANUDDIN UNIVERSITY**

2020

THESIS
POLITENESS REQUEST IN ENGLISH AND MAMASANESE LANGUAGES

(A pragmatic Analysis)

BY

ALVYONITA WANDASARI

STUDENT NUMBER: F211 16 024

It has been examined before the Board of Thesis Examination

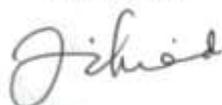
on Monday, December 14th, 2020

and is declared to have fulfilled the requirements.

Approved by

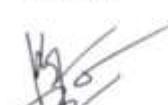
Board of Supervisors

Chairperson



Prof. Dr. Noer Jihad Saleh, M.A.
NIP. 195811101985031007

Secretary



Karmila Mokoginta, S.S., M.Hum., M.Arts
NIP. 197702052000032001

Dean Faculty of Cultural Sciences
Hasanuddin University



Head of English Literature Study Program
Faculty of Cultural Sciences



Dr. Abidin Pammu M.A., Dipl.TESOL
NIP.196012311986011071

ENGLISH LITERATURE STUDY PROGRAM
FACULTY OF CULTURAL SCIENCES
HASANUDDIN UNIVERSITY

Today, December 14th, 2020, the Board of Thesis Examination has kindly approved a thesis by
ALVYONITA WANDASARI (Student Number: **F21116024**) entitled:

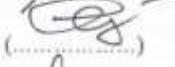
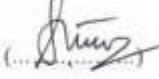
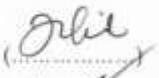
POLITENESS REQUEST IN ENGLISH AND MAMASANESE LANGUAGES

(A pragmatic Analysis)

Submitted in fulfillment one of the requirements of undergraduate thesis examination to obtain
Sarjana Sastra (S.S) Degree at English Literature Study Program, Faculty of Cultural Sciences,
Hasanuddin University.

Makassar, December 14th, 2020

BOARD OF THESIS EXAMINATION

- | | | |
|--|-------------------|---|
| 1. Prof. Dr.Noer Jihad Saleh, M.A. | Chairperson |  |
| 2. Karmila Mokoginta, S.S., M.Hum.M.Arts | Secretary |  |
| 3. Dr. Abidin Pammu M.A., Dipl.TESOL. | First Examiner |  |
| 4. Drs. Simon Sitoto, M.A.* | Second Examiner |  |
| 5. Prof. Dr.Noer Jihad Saleh, M.A. | First Supervisor |  |
| 6. Karmila Mokoginta, S.S., M.Hum.M.Arts | Second Supervisor |  |

ENGLISH LITERATURE STUDY PROGRAM
FACULTY OF CULTURAL SCIENCES
HASANUDDIN UNIVERSITY

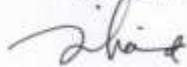
APPROVAL FORM

With reference to the letter of the dean of Faculty of Cultural Sciences Hasanuddin University No. 400/UN4.9.1/KEP/2020 regarding supervision, we hereby confirm to approve the undergraduate thesis draft by Alvyonita Wandasari (F21116024) to be examined at the English Literature Study Program of Faculty of Cultural Sciences.

Makassar, November 09, 2020

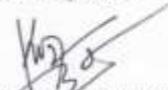
Approved by

First Supervisor



Prof. Dr. Noer Jihad Saleh, M.A.
NIP. 195811101985031007

Second Supervisor



Karmila Mojoginta, S.S., M.Hum., M.Arts
NIP. 197702052000032001

Approved by the Execution of Thesis Examination by
The Thesis Organizing Committees

On Behalf of Dean
Head of English Literature Study Program



Dr. Abidin Pammu, M.A., DiplTESOL
NIP. 196012311986011071

ENGLISH LITERATURE STUDY PROGRAM
FACULTY OF CULTURAL SCIENCES
HASANUDDIN UNIVERSITY

DECLARATION

The thesis of **ALVYONITA WANDASARI** (Student Number: **F21116024**) entitled, **POLITENESS REQUEST IN ENGLISH AND MAMASANESE LANGUANGES (A pragmatic Analysis)**, has been revised as advised the examination on Monday, December 14th, 2020 and is approved by the Board of Undergraduate Thesis Examiners:

1. Dr. Abidin Pammu M.A., Dipl. TESOL First Supervisor  (.....)
2. Drs. Simon Sitoto, M.A. Second Supervisor  (.....)

SURAT PERNYATAAN

Nama : Alvyonita Wandasari
NIM : F21116024
Judul Skripsi : Politeness Request in English and Mamasanese Languages (A Pragmatic Analysis)
Fakultas/ jurusan : Ilmu Budaya/Sastra Inggris

Dengan ini menyatakan bahwa skripsi ini benar-benar karya saya sendiri. Sepanjang sepengetahuan saya tidak terdapat karya yang ditulis atau diterbitkan orang lain kecuali sebagai acuan atau kutipan, dengan mengikuti tata penulisan karya ilmiah yang lazim.

Makassar, 14 Desember 2020

Yang menyatakan,


Alvyonita Wandasari

ACKNOWLEDMENT

First of all, the writer would like to express big sincere to Jesus Christ who has given a blessing, beautiful time, breath that can allow the writer to finish the study at Hasanuddin University successfully. Furthermore, the writer would like to thanks to all the great people around her who always support, motivations, and prayers. For that reason, the writer would like to express the biggest thankfully to all of them. Then, the writer would state her gratitude to the following individual and group of people who have given contribution to the writer in completing the thesis:

1. Prof. Dr. Dwia Aries Tina Pulubuhu M.A, as the Head of Hasanuddin University.
2. Prof. Akin Duli, M.A as the Dean of Faculty of Cultural Sciences.
3. Dr. Abidin Pammu, M.A.,Dipl. TESOL as the Head of English Department, and Sitti Syahraeny,S.S.,M.Appling as the secretary of English Department
4. Thanks also to all lectures of English Department who have teach, fulfilled the writer much more knowledge.
5. All the staff of English Department who have given facilities to help during the study.
6. The special thanks tend to Dr. M. Amir P., M.Hum. as Academic Advisor who has guide the writer from the beginning to the end of the study.

7. Unlimited thanks to Prof. Noer Jihad Saleh, M.A. as the first consultant and Karmila Mokoginta, S.S., M.Hum.,M.Arts as the second consultant who have given the best guidance to help the writer to finish the study.
8. The biggest thanks to her beloved parents Polikarpus and Arruan Lola for their endless love, efforts to motivate, and give the gold advises that give the strength to finish the study. And also to the one and only is her lovely little sister Alviana Vinandia who always support to finish the study.
9. Special thanks to for her dearest and supportive friends Kristina, Wiwien Irianti, Harpayani Oliana Renden, Dinda Ayu Lestari, and Oswaldo Dirjoso Putro who have always there in ups and downs.
10. Special thanks also to PMKOS, PERISAI KMFIB-UH, SEKOLAH CINDEKIA PESISIR, IKASA MAKASSAR, KMK-FIB who have filled the campus life with the great experiences.
11. Sincere thanks to her KKN's friends in Sinjai Regency. Squad names "Lappa Squad"(Ika, Arni, Mul, Melin, Nisa, Kak Tono, Kak Ahmad, Kak Roni, Kak Fauzan, Kak Chatib, Ewin, Arul) thanks for the funniest moment.

In conclusion, the writer will always remember to all people that whose give support, guidance, and spread the love and motivate during the study. And the writer realizes that this thesis is still far from being perfect. Therefore, the constructive and educative criticism will highly be appreciated. May God always bless us now and forever, Amen.

ABSTRACT

ALVYONITA WANDASARI. *Politeness request in English and Mamasanese Languages: A Pragmatic Analysis* (supervised by **Noer Jihad Saleh** and **Karmila Mokoginta**)

The study aims of the study are to find (1) the types of politeness used in English and Mamasanese and to find (2) the differences between politeness strategies in request used in English and the ones used in Mamasanese. And the writer used Brown and Levinson theory for the analysis of the study.

The method of this study was qualitative descriptive. The writer collected the first data were taken in Western movie and the second data were taken from Mamasanese in Balla village, West Sulawesi by recording some conversations in any situation that indicated in request and to range the datum by taking noted based the six model of politeness by Yassi theory.

The result of the study shows that (1) there are three types of politeness used by English and Mamasanese in request were: Bald on record, Positive politeness and Negative politeness (2) For the first: In different politeness, English to the stranger tend to used mixed Positive politeness include *reason, joke* and Negative politeness include *Be pessimistic*. In solidarity politeness, such as intimate relationship, English tend to combine positive politeness include *attend to H, reason, promise* and Bald on record strategy. In hierarchical politeness, such as English to the superior tend to use Negative politeness include *sorry*. English to the inferior tend to use positive politeness includes *reason*. For the second: In different politenesss, Mamasanese to the stranger dominantly used Negative politeness includes *addressed form*. In solidarity politeness such as intimate relationship, Mamasanese also tend to combine positive politeness include *addressed form, include H* and Bald on record strategy. In hierarchical politeness, such as Mamasanese to the superior tend to use Negative politeness include *minimize imposition*. Mamasanese to the inferior tend to use mix strategy positive politeness include *be conventionally* and Negative politeness is include *H*

Keyword: Politeness strategy, English-Mamasanese, Request.

ABSTRAK

ALVYONITA WANDASARI. *Kesantunan meminta dalam Bahasa Inggris dan Bahasa Mamasa: A Pragmatic Analysis* (dibimbing oleh **Noer Jihad Saleh** and **Karmila Mokoginta**)

Penelitian ini bertujuan untuk menemukan (1) tipe-tipe kesantunan yang digunakan Inggris dan Mamasa. Dan untuk menemukan (2) perbedaan kesantunan strategi meminta diantara Inggris dan salah satunya di Mamasa. Penulis menggunakan teori Brown and Levinson dalam menganalisis data.

Metode penelitian ini adalah deskriptif kualitatif. Penulis mengumpulkan data pertama yang diambil dalam Film barat dan data kedua diambil di kampung Balla, Mamasa, Sulawesi Barat dengan merekam percakapan dalam situasi apapun yang menunjukkan permintaan dan untuk mencakup data dengan mencatat berdasarkan teori enam pola kesantunan dari Yassi.

Hasil penelitian ini menunjukkan bahwa (1) terdapat tiga jenis kesantunan yang digunakan Inggris and Mamasa dalam meminta. yaitu: Kesantunan apa adanya, Kesantunan positif, dan Kesantunan negative. (2) Yang pertama: Perbedaan hubungan dalam kesantunan, pembicara inggris terhadap orang asing cenderung mengkombinasikan strategi kesantunan positif : *attend to H, reason, promise* dan strategi Kesantunan negative: *Be pessimictic*. Hubungan solidaritas dalam kesantunan, pembicara inggris terhadap kerabat mengkombinasikan strategi Kesantunan positif: *attend to H, reason, promise* dan Kesantunan apa adanya. Hubungan hirarki dalam kesantunan, orang inggris ke atasan cenderung menggunakan strategi Kesantunan negatif: *sorry*. Orang inggris ke bawahan cenderung menggunakan strategi Kesantunan positif : *reason*. Yang ke dua: Perbedaan hubungan dalam kesantunan, orang mamasa terhadap orang asing, dominan menggunakan strategi Kesantunan negatif: *addressed form*. Hubungan solidaritas dalam kesantunan, orang mamasa terhadap kerabat cenderung menggkombinasikan strategi Kesantunan positif: *addressed form, include H* dan strategi Kesantunan apa adanya. Hubungan hirarki dalam kesantunan, orang mamasa ke atasan cenderung menggunakan strategi Kesantunan negatif: *minimize imposition*. Orang mamasa ke bawahan cenderung mengkombinasikan strategi Kesantunan positif: *be conventionally* dan strategi Kesantunan negatif: *Include H*.

Kata kunci: Strategi kesantunan, Inggris-Mamasa, meminta.

TABLE OF CONTENTS

COVER	i
LEGITMACY	ii
AGREEMENT	iii
APPROVAL.....	iv
DECLARATION	v
ACKNOWLEDGEMENTS	vii
ABSTRACT.....	ix
ABSTRAK	x
TABLE OF CONTENTS	xi
CHAPTER I : INTRODUCTION.....	1
1.1 Background.....	1
1.2 Identification of Problem	2
1.3 Scope of the Research.....	2
1.4 Research Questions	3
1.5 Objective of the research.....	3
1.6 Significance of the study.....	4
CHAPTER II : LITERATURE REVIEW	5
2.1 Previous Studies.....	5
2.2 Theoretical Background.....	6
2.2.1 Pragmatics.....	6
2.2.2 Politeness	8
2.2.3 Request	9
2.2.4 Politeness theory by Penelope Brown and Stephen C. Levinson	10
2.2.5 Politeness system by Yassi.....	23

2.2.6 Mamasanesse culture.....	24
CHAPTER III : METHODOLOGY	26
3.1 Research Design.....	26
3.2 Sources of Data	26
3.3 Method of Data Collection.....	27
3.3 Method of Data Analysis.....	29
CHAPTER IV : FINDINGS AND DISCUSSION	30
4.1 Data Analysis in English.....	30
4.2 Data Analysis in Mamasanese.....	36
4.3 Discussion	45
CHAPTER V : CONCLUSION AND SUGGESTION	48
5.1 Conclusion.....	48
5.2 Suggestion.....	49
LIST OF REFERENCES	51
APPENDIXES	53

CHAPTER I

INTRODUCTION

1.1 Background

Generally, language as the tool of communication helps us to interact with other people, help us to do our activities such as give information, or something and complaining. Moreover, through the language, we can also express something that comes to our minds such as thoughts and feelings.

Communication needs good relationship between the speaker and hearer and politeness. Politeness is a part of a social human interaction that can be defined as showing awareness and consideration of another person's face (Yule, 2010). Politeness is very important in building a good relationship with other people in daily conversation (Brown and Levinson, 1978) and in showing awareness of another person's public image (Yule, 1996: 68).

English people had different ways of expressing and making contact communication. English people strongly avoid creating conflict and therefore take all necessary measures to remain polite throughout the discussion. And English people do not always give their emotion via facial expressions.

Mamasanese people have strong accent when they communicate. Mamasanese people apply some strategies to make a request as a way to save a relationship and they tend to use the word "*iyole*" which means yes and it will be followed by expressing reason or showing a gesture of request and ask back questions to the interlocutors.

Thus, this study focuses on two different cultures and languages. The writer wants to explore how people in the two cultures express their request something, or information and how the speaker uses different politeness strategies when talking to different people. Hence, the writer tries to present the research with the "politeness request in English and Mamasanese languages".

1.2 Identification of Problem

Based on the background of the study, the writer identifies the following problems and they are as follow:

1. There are some politeness strategies used by English and Mamasanese in doing request.
2. Most of people sometimes ignored how important politeness is.

1.3 Scope of the Research

The writer used Brown and Levinson's theory of politeness to know the strategies used by the speaker when communicating with hearer in terms of different variables of power, distance relations, or kinship-based

on six models of politeness by Yassi (2017). And to limit the study, the writer focuses on the types of politeness strategies used by English and Mamasanese in requesting something in their daily conversation.

1.4 Research Questions

Based on the background statement above, the problem of this research raises with the following questions and they are as follows:

1. What are the types of politeness used in English and Mamasanese?
2. What are the differences between politeness strategies in request used in English and the ones used in Mamasanese?

1.5 Objective of the research

Based on the statement above of the problems are stated before, the writer presents the objective of this research as follows:

1. To describe the type of politeness strategies in English and Mamasanese.
2. To compare the politeness strategies in request used in English and Mamasanese.

1.6 Significance of the study

There are two significances of this research namely theoretical and practical. Theoretically, the results of this study are expected to contribute to the development of the politeness studies, it will be useful to give information for the reader about politeness in requesting in English and in one of the cultures in Indonesia that is Mamasa in West Sulawesi. Practically, this research is useful for students of linguistics on how to apply pragmatic theory, particularly for those interested in politeness strategies.

CHAPTER II

LITERATURE REVIEW

In this chapter, the writer explains the literature aspect relevant to the research including previous studies as material to consider for this research and theoretical background to support this study.

2.1 Previous Studies

Based on the result of library research that had been conducted, the writer did not find the same title as the writer has. However, there are several types of researches related to this study as will be explained below.

Muhajir Buton (2017), in his thesis "POLITENESS STRATEGIES USED BY HILLARY CLINTON AND BERNIE SANDERS IN POLITICAL DEBATE: PRAGMATIC STUDY", describes how the politeness is realized by Hillary Clinton and Bernie Sanders in the democratic political debate and what politeness strategies employed by Hillary Clinton and Bernie Sanders in the democratic political debate. The results of his study reveal that there are three strategies of politeness employed in the political debate; bold-on record strategy, positive politeness strategy, and negative politeness strategy.

Nur Atira (2019), in her thesis "REFUSAL IN ENGLISH AND BUGINESE: POLITENESS STUDY" shows two important things as the result of this research. For the first, there are three types of politeness strategies used by Americans in doing refusal namely, Bald On-Record,

positive politeness strategies, and negative politeness strategies. Then, there are two types of politeness strategies carried out by Buginese in refusal, On-record, and positive politeness strategies namely. So refusal expressions are performed in English and Buginese.

Azwan (2018) in his article entitled "POLITENESS STRATEGIES OF REFUSAL TO REQUESTS BY AMBONESSE COMMUNITY" shows that Ambonesse people tend to use a positive strategy such as expressing gratitude which is combined by addressed form, reason and offer new solutions as sub-strategies in positive politeness strategy. Ambonesse people tend to use negative politeness strategies such as apology, give deference, and be conventionally indirect.

2.2 Theoretical Background

The writer uses some related theories including pragmatic, politeness strategies, politeness theory by Brown and Levinson (1987).

2.2.1 Pragmatics

a. Definition

Pragmatics is one of subfield linguistics, together with phonology, morphology, syntax, and semantic. In pragmatic how people communicate cannot be separated with a context, to understand the speaker's meaning. George Yule (1996:3) states that "pragmatic is the study of speaker meaning, pragmatic is the study of how more gets

communicated than is said, pragmatic is the study of the expression of relative distance”.

Politeness in languages cannot be separated from the study of pragmatic in linguistics. It must be understood the substance of pragmatics language that cannot get out of context.

“Pragmatic is the study of the relations between language and context that are basic to an account of language understanding, and pragmatic is the study of the ability of language users to pair sentences with the context in which they would be appropriate” (Levinson 19 : 21&24)

According to Leech (1983:13) “context to be any background knowledge assumed to be shared by S and H and which contribute to H’s interpretation of what S means by given utterance”. It concludes that pragmatic study is about the meaning delivered by the user of language when interacting.

b. Context

Context is the circumstances that happen around the speakers. Context has an important role in our daily life conversation. The utterances or speech cannot be fully understood without the added contextual information. It assists the speaker and hearer to avoid misunderstanding. There are three types of contexts that are dominantly used in understanding the language.

1 Context of linguistics

Linguistic context refers to the words and sentences that surround any part of a discourse and it assists to restrict its meaning.

2 Context of situation

The situational context implies that the speaker and a listener share physically some common knowledge in their present communication.

3 Context of Culture

The social context Influences the person's social conditions, in what circumstances, location, environments and also the position of the speaker or addressees (Mey,1993).

2.2.2 Politeness

Politeness is an important thing in building good communication in language use. It can be defined as a means to show awareness of another person's face (Yule, 1996: 60).

According to Sara Mills (2003:74) "politeness can be seen to have a wide range of meaning, both for theorists and interacts, and can be used to describe a very diverse set of behavior". Politeness involves how one can make others feel more pleasant. It also includes the appropriate linguistic choice in accordance with a certain social and

situation context. The discussion of politeness cannot be separated from the discussion of the face.

2.2.3 Request

According to Searle's classifications, "request" falls into the categories of directives, which is directives are those kinds of speech acts that speaker use to get the addressee to do something such as, orders, request, suggestions, Yule (1996).

Brown and Levinson (1987) categorized requests as FTA because they are intended to threaten the addressee's negative face (i.e., freedom of action and freedom from imposition). Hence, there is a need to put politeness strategies into action in order to minimize the threat and to avoid the risk of losing face. Depending on the seriousness or weightiness of the FTA, the speaker chooses different strategies.

According to Brown and Levinson (1987) and Leech (1983), direct requests are considered to be impolite, because they limit the hearer's freedom, and indirect is a way speakers prefer to increase the degree of politeness. To build, good communication the speaker and addressee will respond to each utterance. When they tell something, the response could be expressing the form's request.

2.2.4 Politeness theory by Penelope Brown and Stephen C. Levinson

Brown and Levinson define *'face'* as *'the public self-image that every number wants to claim for himself'* (1978:61). It consists of two related aspects:

- (a) *Negative face*: the basic claim to territories, personal preserves, rights to non-distraction- i.e. to freedom of action and freedom from imposition.
- (b) *Positive face*: the positive consistent self-image or 'personality' (crucially including the desire that this self-image be appreciated and approved of) claimed by interlocutor.

They said that everyone has both positive and negative face, and both of faces are, at, threatened by another (1978:63).

The idea of face was proposed by Erving Goffman in the year 1967. He defined face as mark that changes depending on audience and the social interaction. The idea of face can be different in different cultural and social circumstance. Every speaker of a language has a self-image, which she or wishes to maintain when she or he is communication with others. Face "can be lost, maintained, or enhanced and must constantly be attended to in interaction" (Goffman,2006, pp. 299, 310). Brown and Levinson (1978) defined *negative face* as our need to act without imposition and *positive face* as our desire to be likes and admired by others. They use term *face-*

threatening acts to refer to acts such as disapproval or contempt, which challenge a person's positive face, and acts such as request for actions, which is limit a person's freedom and challenges his or her negative face. Many misunderstanding and breakdowns in communications may results from FTAs.

According to Penelope Brown and Stephen C. Levinson (1978), there are four types of politeness strategies. It consists of ON record, positive politeness, negative politeness and off record.

a. Bald on-record

ON record strategy is an act of speaking in a direct or straightforward mood. Utterance made using the ON record strategy does not contain any explicit meaning because the utterance is already direct and clear. Hence, the hearer will get the message conveyed by the speaker straight on the point without having to figure out if there is an explicit message in the utterance.

Example : Please close the door

Explanation: The speaker is directly ordering the hearer to close the door.

b. Positive politeness strategy

Politeness is used as a kind of social acceleration. Brown and Levinson (1987: 103-128) explain that there are fifteen strategies of positive politeness:

Strategy 1: Notice, attend to H (his interest, wants, goods)

In general, this output suggests that S should take notice of aspect of H's condition (noticeable, changes, remarkable possessions, anything which looks as though H would S to notice and approve of it). The example used as FTA redress includes in English: a compliment, an offer, or a request. For example, *Godness , you cut your hair! By the way, I came to borrow some flour. Brown and Levinson (1978:103)*

Strategy 2: Exaggerate (interest, approval, sympathy with H)

This is often done with exaggerated intention, stress, and other aspect of prosodic. The exaggerative or emphatic use of words or particles, for English, they include expressions like *For sure. really, exactly, absolutely*. For example: *What a fantastic garden you have!* Brown Levinson 1978:104)

Strategy 3: Intensity Interest to H

Another way for S to communicate to H that he shares some of his wants is intensity the interest of his own (S's) contributions to the conversation, by 'making a good story'. This may be done by using the

'vivid present' direct speech, tag question. For example, I come down the stairs, and what do you think I see? Brown and Levinson (1978:106)

Strategy 4: Use in-group identity markers.

This strategy includes in-group usages of address forms, of language or dialect, of jargon or slang, and of ellipsis. Other address forms used to convey such in-group membership include generic names and terms of address like: *Mac, mate, buddy, pal, honey, dear, duckie, Luv, babe, mom, blondie, brother, sister, cutie, sweetheart, guys, fellas*. For example: *Come here tonight buddy!* Brown and Levinson (1978:108)

Strategy 5: Seek agreement

For this strategy there are two ways to seek agreement, such as safe topics and repetition. Safe topics are used when speaker stresses his agreement with hearer and therefore to satisfy hearer's desire to be right. Agreement may also be stressed by repeating part or some utterances in conversation and by using particles that function to indicate emphatic agreement such as: 'yes', 'uh huh', 'really!?', as someone tells a story. For example:

A: John went to London this weekend

B. To London! Brown and Levinson (1978:113)

Strategy 6: Avoid disagreement

In order to save and satisfy the positive face of the hearer, S should use a good strategy which the one is by avoiding disagreement. Here, a speaker should pretend to agree with the statement of the hearer. There are some of the doings this strategy, for instance by giving false agreement, expressing pseudo-agreement, and giving unclear opinion using hedge. For example: *I really sort of think...* Brown and Levinson (1978:116)

Strategy 7: Presuppose / raise / assert common ground

The value of S's spending time and effort on being with H, as a mark of friendship or interest in him, gives rise to the strategy of redressing an FTA by talking for a while about unrelated topics. S' can thereby stress his general interest in H, and indicate that he hasn't come to see H simply to do the FTA e.g. a request, even though his intent to do it may be made obvious by his having brought a gift. For example: *Look, you are pal of mine, so what about...* Brown and Levinson (1978:124)

Strategy 8: Joke

Since jokes are based on mutual shares background knowledge and values, jokes may be used to stress that shared background or those shared values. Brown and Levinson state Joking is a basis of positive-

politeness technique, for putting H 'at ease'. For example: *OK if I tackle those cookies now?* Brown and Levinson (1978:124)

Strategy 9: Assert or presuppose Speaker's knowledge of and concern for Hearer's wants.

This strategy used to indicating that S and H co-operators. Hence, S pushes H to cooperate with speaker S is to assert or imply knowledge of H's wants and willingness above may sometimes function in this way. This includes doing the FTA of offers and requests as many utterances. For example: *Look, I know you want the car back by 5.0, so shouldn't I go to town now?* Brown and Levinson (1978:125)

Strategy 10: Offer, promise

In order to redress the potential threat of some FTAs, S may choose to stress his cooperation with H in another way. He may, that is, claim that (within a certain sphere of relevance) whatever H wants, S wants *for* him and will help to obtain. Offers and promises are natural outcome of choosing this strategy; even if they are false. This strategy demonstrates S's good intention in satisfying H's positive-face wants. For example: *I'll drop by sometimes next week.* Brown and Levinson (1978:125)

Strategy 11: Be optimistic

This strategy assumes that H wants S's wants for s (or for and H) and will help S to obtain them. To simply H makes a tacit claim that will cooperate with S and it will be done with mutually shared interests. This is done with use of a little, a bit, for a second or token tag (e.g. OK? Do you..... won't you?) for requests. For example: *Look I'm sure you won't mind if I borrow your typewriter or you'll lend me your lawnmower for the weekend, I hope.* Brown and Levinson (1978:126)

Strategy 12: Include both S and H in the activity.

This strategy uses an inclusive 'we' form, when S really means 'you' or 'me', he can call upon the cooperative assumptions and thereby redress FTAs. Nothing that let's in English is an inclusive 'we' form. For example: *I will do it for our benefit, give us a break and let's have a cookie.* Brown and Levinson (1978:128)

Strategy 13: Give (or ask for) reasons

Another aspect of including H in the activity is for S to give reasons as to why he wants what he wants. By including H this in his practical reasoning, and assuming reflexivity (H wants S's wants), H is thereby led to see the reasonableness of S's FTA (or so S hopes). In other words, giving reasons is a way of implying 'I can help you' or 'you can help me', and assuming cooperation, a way of showing what help needed. For example: *Why not lend me your cottage for the weekend?*

And why don't we go to the seashore? Brown and Levinson (1978:128)

Strategy 14: Assume or assert reciprocity

The existence of cooperation between S and H may also be claimed or urged by giving evidence of reciprocal rights or obligations obtaining between S and H. This S may say, in effect, 'I'll do X for you if you do Y for me, or 'I did X for you last week, so you do Y for me this week' (or vice versa). For example: *I'll give you the bonus if you can sell a machine or I'll do X for you if you for me.* Brown and Levinson (1978:129)

Strategy 15: Give gifts to H (goods, sympathy, understanding, cooperation

Finally, S may satisfy H's positive-face (that S wants, to some degree) by actually satisfying some of H's wants. Hence we have the classic positive-politeness action of gift-giving, not only tangible gifts (which demonstrate that S knows some of H's wants and wants the, to be fulfilled), but human-relations want such as those illustrated in many of the outputs considered above-the wants to be liked, admired, care about, understood, listened to, and so on. For example: *I feel sorry for your brother.* Brown and Levinson (1978)

c. Negative Politeness Strategy

Negative politeness strategies are oriented mainly to satisfy the hearer's negative face. It's basic to claims territory and self-determination. The tendency to use negative politeness is the speaker is aware of and respects the social distance between the speaker and the hearer.

Strategy 1: Be conventionally indirect

In this strategy a speaker is faced with opposing tensions: the desire to give H an 'out' by being indirect and the desire go on record. The uses of phrases and sentences have contextually unambiguous meanings which are different from the literal meaning. For example:
Can you pass the salt? Brown and Levinson (1978:133)

Strategy 2: Questions, hedge

Question is necessary for conducting a 'do not assume' strategy because the speaker can ask questions to the hearer instead of assuming by him/herself. In addition, It is better for a speaker to create a particular way to show politeness and avoid the unexpected problem by utilizing the technique of hedging. It can be encoded in particles of language, such as really, sincerely, certainly, think, guess, and suppose. For example: *I think that Harry is coming* Brown and Levinson (1978:145)

Strategy 3: Be pessimistic

This strategy gives redress to H's negative face by explicitly expressing doubt that the conditions for the appropriateness of S's speech act obtain. The speaker should be optimistic in expressing something. However, in negative politeness, S should be pessimistic about H's response related to doing something in terms of showing politeness. This strategy can be done by using three ways, those are, the use of a negative (with a tag), the use of the subjunctive, and the use of remote possibility markers. For example: *You could not by any chance pass the salt, could you?* (the use of negative tag), *could you do for me a favor?* (the use of subjunctive), and *perhaps you'd care to help me* (the use of remote-possibility marker). Brown and Levinson (1978:175)

Strategy 4: Minimize the imposition, Rx

In order to avoid coercing the hearer, the speaker must use particular strategies, which one of them is by minimizing imposition on the hearer. There are several words to minimize the imposition; just, a drop, a tiny little bit, and a bit in his remark. For example: *I just want to ask if you could lend me a single sheet of paper.* Brown and Levinson (1978:177)

Strategy 5: Give deference

This strategy is employed by speaker to place hearer in higher social status than him/her. There are two ways in using this strategy; humbling or lowering him/herself and raising the position of hearer as a superior. For example: *We look forward to dining with you.* Brown and Levinson (1978:181)

Strategy 6: Apologize

By showing apology to the hearer, speaker can be considered to have done politeness. It is not only use of ‘apology’ but it also can be done by expressing it by the word “forgive”, “sorry” and by any other verbs implicitly. For example: *I hate to intrude, but... and please forgive if..* Brown and Levinson (1978:188)

Strategy 7: Impersonalize S and H

In this strategy, speaker does not mention the person with whom a communication is conducted. This strategy results in an avoidance of mentioning the pronoun ‘I’ and ‘you’. It is a technique to save speaker negative face. For example, it is so instead of I tell you that it is so, and do this for me instead of I ask you to do this for me.

Strategy 8: State the FTA as a general rule

In asking to the hearer to do something, a speaker can generalize his/her expression rather than mentioning the hearer or addressee directly. For example: *International regulations require that the*

fuselage be sprayed with DDT, the committee request the president... and the late comers cannot be seated till the next interval. Brown and Levinson (1978:206)

Strategy 9: Nominalize

This strategy is used by nominalizing the expression to make it on the form of nominal phrase, not verbal or clause from either its subject, verb phrase or even the complement. For example: *I am surprised at your failure to replay instead of I am surprised that you failed to reply.* Brown and Levinson (1978:208)

Strategy 10: Go on record as insuring a debt, or as not indebting H

Speaker can redress an FTA by explicitly claiming his indebtedness to hearer or by disclaiming any indebtedness of hearer. For example: *I could easily do it for you or it wouldn't be any trouble; I have to go right by there anyway.* Brown and Levinson (1978:210)

d. Off Record

In this strategy, by being indirect the speaker avoids responsibility for a face-threatening act. This strategy concerns indirect language usage by the speaker and is hoped to be understood by the hearer. When the speaker wants to say something, he or she must not ask for anything directly. The types of statements are not directly addressed to others (Yule, 1996).

According to Brown-Levinson (1987), if a speaker wants to do an FTA and chooses to do it directly, he must give the hearer some hints and hope that the hearer understands them and eventually can interpret the speaker's intention. There are two ways of representing off-record strategy; (1) inviting conversational implicature and (2) being vague or ambiguous, both of which are the sub-strategies of off-record.

Strategy 1: Give hints

Strategy 2: Give association clues

Strategy 3: Presuppose

Strategy 4: Understate

Strategy 5: Overstate

Strategy 6: Use tautologies

Strategy 7: Use contradictions

Strategy 8: Be ironic

Strategy 9: Use metaphors

Strategy 10: Use rhetorical questions

Strategy 11: Be ambiguous

Strategy 12: Be Vague

Strategy 13: Over-generalize

Strategy 14: Displace H

2.2.5 Politeness system by Yassi

Yassi (1996) develop a pattern of politeness into six models:

(1) (-Power, +Distance, -Kinship) for instance the interaction between people who don't know each other;

(2) (-Power, +Distance, +Kinship) for instance the interaction between a distant families;

(3) (-Power, -Distance, -Kinship) for instance the interaction between friends;

(4) (-Power, -Distance, +Kinship) for instance the interaction between close relatives;

(5) (+Power, +Distance, -Kinship) for instance the interaction between superior and inferior;

(6) (+Power, -Distance, +Kinship) for instance the interaction between parents and children, husband and wife, grandparents and grandchild.

It is believed that three social variables (Power, Distance, and Kinship) contribute positively to the politeness strategies chosen by the speaker when communicating with an interlocutor.

In terms of participants, social relationship can be an equal relationship. *Difference politeness system* includes a stranger and families distant (uncle to the nephew). *Solidarity politeness system*

includes intimate relation (best friend) and close relative (siblings). *Hierarchy politeness system* includes the superior to inferior (husband to wife) or inferior to superior (a worker to the boss).

2.2.6 Mamasanesse culture

Mamasa Regency is a small region which is located in West Sulawesi, Indonesia. Mamasa languages have some dialects and each sub-district in Mamasa has its own ways, especially Balla Village that has dialect named "Balla dialect" was known for the most gentles dialect in Mamasa. For another example of Balla Village culture that has an important aspect to maintain a family-line such as in a Marriage. A marriage in Mamasanese, especially to Balla Village has a rule in choosing a partner of life that cannot get married to a cousin. It is different from other districts in that some of them allow getting a parallel kinship system.

There are some greetings in the Mamasanese language it depends on who is the addressee. For instance "Sadodorang" is a greeting to families' relationships including male or female, brother or sister, or cousin. Then, the older brother or uncle is called "Pua" that in using this identity marker shows that the interlocutor respects him as a man whatever he is sibling or uncle. "Adi" (younger sibling) but there also a greeting "Uto" (For a man or boy) and "Odo" (for a girl or women) these greetings it more softly

or it is an endearing form of address when it used in a dialog or to greeting someone. So, the use of a pronoun will show respect to the interlocutor.