

**POLITENESS STRATEGIES USED BY THE MAIN CHARACTERS IN
PRIDE AND PREJUDICE MOVIE**



A THESIS

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

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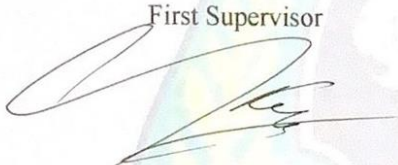
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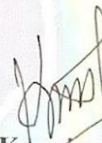
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PRIDE AND PREJUDICE MOVIE

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AGREEMENT

On Thursday, 29th September 2022, the Board of Thesis Examination has kindly approved a thesis by Amalia Fitriani (F041181004) entitled **“Politeness Strategies Used By The Main Characters In Pride And Prejudice Movie”** submitted in fulfillment one of the requirements to obtain Sarjana Degree in English Literature Study Program, Faculty of Cultural Sciences, Hasanuddin University.

Makassar, 29th September 2022

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Hereby, the writer declares that this thesis is written by herself. This thesis does not contain any materials which have been published by other people, and it does not cite other people's ideas except the quotations and references.

Makassar, 23rd September 2022

The Writer,



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ABSTRACT

Amalia Fitriani. (2022). *Politeness Strategies used by the main characters in pride and prejudice movie* (Supervised by Abdul Hakim Yassi and Kamsinah)

This research is a pragmatic study on politeness strategies employed by the main characters in pride and prejudice movie. The objectives of this research are (1) to describe the types of politeness strategies used by the main characters in pride and prejudice movie, (2) to find out the factors affecting the main characters choices types of politeness strategies as shown in pride and prejudice movie.

The writer used a qualitative research method. The writer conducted the study by using the movie script of Pride and Prejudice movie to analyze the utterances of the main characters. The writer analyzed the utterances in order to find out the types of politeness strategies used by the main characters. Afterwards, the writer analyzed the factors which influenced the main characters in choosing the types of politeness strategies.

The research results showed that the main characters in Pride and Prejudice movie applied the types of politeness strategies, namely Bald on record, Positive politeness, Negative politeness, and Off record. The factors which were found influencing the main characters in choosing the types of politeness strategies were payoffs and sociological variables which consist of social distance, relative power, and rank of imposition.

Keywords: *Pragmatics, Politeness Strategies, Payoffs, Sociological Variables, Pride and Prejudice Movie*

ABSTRAK

Amalia Fitriani. (2022). Strategi Kesantunan yang digunakan oleh karakter utama dalam film *Pride and Prejudice* (Dibimbing oleh Abdul Hakim Yassi dan Kamsinah)

Penelitian ini merupakan studi pragmatis tentang strategi kesantunan yang digunakan oleh karakter utama dalam film *Pride and Prejudice*. Tujuan penelitian ini adalah (1) mendeskripsikan jenis-jenis strategi kesantunan yang digunakan oleh tokoh utama dalam film *Pride and Prejudice*. (2) untuk mengetahui faktor-faktor yang mempengaruhi pemilihan jenis strategi kesantunan karakter utama seperti yang ditampilkan dalam film *Pride and Prejudice*.

Penulis menggunakan metode penelitian kualitatif. Penulis melakukan penelitian dengan menggunakan skrip film *Pride and Prejudice* untuk menganalisis ucapan dari karakter utama. Penulis menganalisis tuturan untuk mengetahui jenis strategi kesantunan yang digunakan oleh karakter utama. Setelah itu, penulis menganalisis faktor-faktor yang mempengaruhi karakter utama dalam memilih jenis strategi kesantunan.

Hasil penelitian menunjukkan bahwa para pemeran utama dalam film *Pride and Prejudice* menerapkan jenis-jenis strategi kesantunan, yaitu *Bald on record*, *Positive politeness*, *Negative politeness*, dan *Off record*. Faktor-faktor yang mempengaruhi karakter utama dalam memilih jenis strategi kesantunan adalah keuntungan bagi penutur dan variabel sosial yang terdiri dari jarak sosial, kekuasaan, dan tingkat pemaksaan.

Kata Kunci: *Pragmatics, Politeness Strategies, Payoffs, Sociological Variables, Pride and Prejudice Movie*

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CHAPTER I

INTRODUCTION

A. Background of the Study

Politeness is a form of social interaction that is conditioned by the socio-cultural norms of a particular society; it can be expressed through communicative and communicative acts.

When people talked about politeness in communication, language will be a behavior of a human in social interaction. The language uses as a means of communication. It plays an essential role in human life. Wardhaugh, (in Aryani, 2017:1) defines a language as a set of systems which contain symbol used for communication.

Language and communication clearly cannot be separated from human life, both as individuals and as members of society. Communication is needed to regulate the manners of interpersonal relationships, because communicating well will have a direct influence on the balance structure of a person in society. Therefore, a person's success and failure in achieving something they want is largely determined by his ability to communicate.

The phenomenon of using language is not as easy as producing sound from the mouth. There are many ways to express the language that can cause misunderstanding to listeners. There are processes and ways to convey language that can have a certain impact on other people. The speaker can say something,

but the meaning captured by each listener cannot be the same. There are strategies, formulas or structural styles that can build the meaning what it said.

According to Brown and Levinson (1987: 60), politeness relates to the psychological state, something that is emotionally invested and that can be lost, maintained, or enhanced, and must be constantly attended to in interaction.

Cruse (in Mifta, 2013:2) states that politeness also enters into ways of addressing people. Understanding politeness is extremely important. People often think that politeness is simply a matter of saying please, please, sorry, excuse, and thank you. Politeness does have its own role. In linguistic, polite means talking with people appropriately in the right place and therefore the right time. People must remember of the context of speaking and then be ready to determine which politeness form is that the best to be applied during a context.

There are four strategies in politeness that Brown and Levinson identify, such as: Bald on Record, Positive Politeness, Negative Politeness, and Off Record (indirect). Those strategies are used in spoken and written communication. Gleason and Ratner (1998:286) state that the factors that influenced the different politeness strategies are determined by sociological variables which are social distance, power relation and the rank of the imposition.

English learners often face difficulties to decide polite language which is appropriate with the context and the social aspects of the communication. As a result, when having conversation with others, sometimes their English still sounds strange, the language is considered as impolite or even improper. Moreover, it

might lead to misunderstanding in the conversation. When people study other languages, they must learn and understand first about the culture in order to avoid some misunderstanding when they talk to foreign people.

One previous study that investigated Politeness strategies research is “The Politeness Strategies Used by the Main Characters in Twilight Movie” which was conducted by Natalia Yulistia Aryani (2017). The research result showed that the types of politeness strategies used by the main characters in Twilight movie were bald-on record strategy (direct), positive politeness strategy, negative politeness strategy, and off-record strategy (indirect) and the factors underlay the choice of the strategies by the main characters of Twilight movie were the payoffs and sociological variables, It varied depended on the context.

Despite the similarity on the issue discussed, this study is different from the previous study. In this research the writer decides to analyze the use of politeness strategies and the factors that influenced the choosing of the politeness strategies types used by the main characters in Pride and Prejudice movie by using politeness strategies theory proposed by Brown and Levinson (1987: chap.22). This writer is interested to investigate the types of politeness strategies because when watching the movie, the writer noticed some different politeness strategies used by the characters in their conversation since the characters has different social dimension.

Pride and Prejudice is a 2005 British romance film directed by Joe Wright. This story is based on Jane Austen's 1813 novel about five sisters (Jane, Elizabeth,

Mary, Kitty and Lydia Bennet) from an English family of marriage, morality and misconception in Georgian era. Their lives are turned upside down when the family's future happiness and security is dependent on their making good marriages. Life is uneventful until the arrival in the neighborhood of a wealthy young man (Mr. Bingley) and his best friend (Mr. Darcy). There are many trial and tribulations stand between the Bennet sisters and their happiness, including class, gossip and scandal.

Pride and Prejudice movie is the rich source for polite utterances, especially linguistics politeness used by the characters. The characters lived in the Georgian era which was still adhering to social classes which were divided into three main groups of classes: The Upper Class (people with inherited wealth and high position), The Middle Class (industrialist, professional s, shop owners and business people), Lower or Working Class (people who are agricultural, mine and factory workers).

In addition, the writer also has several reasons why do this research. The writer analysed politeness strategies applied by the main characters in Pride and Prejudice movie because a movie can be a good medium to study other languages and the cultures. Through a movie, people can know about the cultures and it can help English learners especially as the English Department students who study sociolinguistics and pragmatics, especially politeness strategies.

B. Identification of the Problem

Concerning the background, the writer finds and identifies some problems below:

1. English learners often face difficulties to decide polite language when having conversation with others.
2. In carrying out a conversation, Politeness strategy is an important thing in conducting a conversation to avoid misunderstanding between the speaker and the listener.
3. There are several factors that influenced the choice of politeness strategies, which are Payoffs and Sociological variables.

C. Scope of the Study

From the explanation above, the researcher limits the discussion in the analysis of politeness strategies by the two main characters in *Pride and Prejudice* movie. The character chosen because of the researcher's consideration based on the frequency of the appearance and the important roles within the plot in the movie. The main characters are Elizabeth Bennet and Fitzwilliam Darcy (Mr. Darcy). Therefore, they certainly have more portions in conversation than the other characters. The utterances that they produce may contain politeness strategies. The researcher analyze the politeness strategies that used by the two main characters and the realization of each strategy proposed by Brown and Levinson. The researcher classifies all data based on Brown and Levinson's theory in analyzing the politeness strategies used by the characters. The classifications of politeness strategies are bald-on record, positive politeness, negative politeness, off-record (indirect), and no FTA. The researcher only analyzes four politeness strategies (bald-on record, positive politeness, negative

politeness, and off-record) since in the interest of social harmony no FTA strategy is not performed.

D. Research Questions

This research intends to analyse Politeness strategies in the movie “Pride and Prejudice”, using the questions below:

1. What are the types of politeness strategies used by the main characters in Pride and Prejudice movie?
2. What are the factors affecting the main characters to choose the types of politeness strategies in pride and prejudice movie?

E. Objective of the study

Based on the questions above, this research has several objectives, they are:

- a. To describe the types of politeness strategies used by the main characters in Pride and Prejudice movie.
- b. To find out the factors affecting the main characters choose the types of politeness strategies as shown in pride and prejudice movie.

F. Significance of the Study

The results of the research are expected to give contribution to the theoretical and practical uses of language.

1. Theoretically, the research findings are expected to enrich the comprehension and understanding of pragmatics learning, especially about politeness strategies.

2. Practically the research findings will be useful for:

a. English Department

This research is expected to give an additional reference to the study of pragmatics, especially about politeness strategies.

b. English Lecturers

This research is expected to contribute to the teaching of pragmatics, especially on politeness strategies. Lecturers can use the findings of this study as an additional resource in Pragmatics subject.

c. The students of English Department

This research can be used as another reference for the students of English Study Program who want to conduct research on pragmatics, particularly based on the theory of politeness strategies.

CHAPTER II

THEORETICAL BACKGROUND

A. Previews Related Studies

There are some studies that dealing with this research:

One of those studies focusing on politeness was conducted by Mifta Hasmi (2013) entitled “A Pragmatic Analysis Of Politeness Strategies Reflected In *Nanny Mcphee* Movie”. This research used descriptive qualitative approach. It has two findings: There are four types of politeness strategies employed by the main characters in *Nanny McPhee* movie when having conversations with the children. They are Bald-on record, Positive politeness, Negative politeness, and Off-record strategy.

Another analysis of politeness strategies is “The Politeness Strategies Used by the Main Characters in *Twilight* Movie” which was conducted by Natalia Yulistia Aryani (2017). The writers used qualitative research method by employing discourse analysis, this research had two objectives: to find out what kind of types politeness strategies used by the main characters of *Twilight* movie and to find out the factors affecting the main characters politeness in speaking. The first research result showed that the types of politeness strategies used by the main characters in *Twilight* movie were bald-on record strategy (direct), positive politeness strategy, negative politeness strategy, and off-record strategy (indirect). The second result showed that the factors underlay the choice of the strategies by

the main characters of Twilight movie were the payoffs and sociological variables, It varied depended on the context.

Another study deals with politeness was done in a thesis research by Qolidina Noviani entitled “A pragmatic analysis of politeness strategies and politeness principles in Uptown girls” She analyzed the types of politeness strategies used by the characters and to observe the factors that affecting the characters choices types of politeness strategy in their communication. This research used descriptive qualitative method. The result of this research is in the application of the politeness strategies, Uptown Girls’ main characters mostly applied positive politeness strategy. Positive politeness strategy occurs 17 times. The second position is negative politeness strategy which happens 10 times. The third position is bald on record strategy which happens 9 times. The last position is off record which takes place 5 times. Positive politeness gets the highest position in the data because Molly wants to be friendly and respectful to Ray by omitting any gaps between them.

The next journal is the study from Ivan Nur Rohman Rahayu (2021) This research focuses on the identification issue of Analysis Of The Women’s Equality In Pride And Prejudice Movie. The theory is used in this research is feminism approach by Welzel & Inglehart. The research is used qualitative descriptive. This study discussing about the main’s principles about women’s equality, how Elizabeth character related to women equality, and the reason why author address about women’s equality in the story. The result of the research are: The Principles of Gender Equality are Economic Stability and Self Expression, and presentation

of women Equality of Elizabeth Character are Clever, Self-Confident, Creative and Never Give Up. And the reason author addressed about feminism is to told the audience that woman can be independence and make her carrier in public area.

Another study related to this topic is the thesis entitled “An Analysis of Romantic Elements in Jane Austen’s Novel Pride And Prejudice” which conducted by Desi Rosenta Purba (2018). This study discussed the romantic elements contained in novel Pride and Prejudice and this thesis also discuss how the atmosphere of romantic literature is contained in the Pride and Prejudice novel. In this analysis the writer finds seven romantic elements found in Jane Austen's Pride and Prejudice novel, namely nature, equality, freedom, fraternity, conscience, simplicity and individuality / egotism, from the seven elements contained in the Pride And Prejudice novel, the elements of freedom and individuality is the dominant element in the Pride And Prejudice novel. The writer also found four atmospheres of romantic, namely sadness, anxiety, moodiness and remoteness.

The differences between this research and the previous research are the object and the context of the research. The researcher uses Pride and Prejudice movie as the object of study and the researcher tries to identify the different of politeness strategies that used by the main character and the factors that affecting the chosen of each strategies by using Brown and Levinson’s theory. The different object and context in the research will present different findings that lead to different result.

B. Theoretical Background

1. Pragmatics

There are several definitions of pragmatics which propose by linguists. Griffith (2006: 1) defined pragmatics as the use of utterances in context, about how people manage to convey more than what is literally encoded by the semantics of sentences. Pragmatics builds on what is semantically encoded in the language. That is the point which makes them different. Pragmatics is about the interaction of semantic knowledge with our knowledge of the world, taking into account contexts of use.

According to Yule (1998: 3), pragmatics is the study that concerns with the meaning communicated by a speaker (or writer) and interpreted by a listener (reader). This type of study necessarily involves the interpretation of what people mean in a particular context in which the context influences what they say is. It requires a consideration of how speakers organize what they want to say in with who they are talking to, where, when, and under what circumstances.

Leech (1999: 7) describes pragmatics as the study of how language is used to communicate. It explains language use in a context including the effect on an utterance and the goal that the speaker wants to reach through expression. In having conversation, people are advisable to be careful in using strategy in order to maintain the communication. Leech (1999: 7) also emphasizes pragmatics as a study that analyzed the meaning in connection with speech situations. Grundy (2000:3) said that pragmatics is the study that discusses how to produce utterances

and comprehend what people say in daily conversation although maybe they use unfamiliar language.

In conclusion, pragmatics is a study which is concerned with language and its users in a certain context. The users refer to both speaker and hearer. The meaning of the utterances delivered by the speaker is not only confined to the meaning from the speaker but also the interpretation from the hearer. The contexts in which the conversation takes place also influence the interpretation of the meaning. Different context will lead different interpretation. Therefore, the scope of pragmatics is wide. It covers many other principles such as deixis, speech acts, presupposition, cooperative principles, conversational implicature, and politeness.

2. Positive and Negative Face

According to Holtgraves (2002: 38), the term "face" is formerly derived from Goffman's theory (1967: 12) of face and face management. Further, Brown and Levinson (1987: 61-62) define face as the "public self-image that a person wants for himself." Since it represents what a person wants, face can actually be lost or maintained by one of the interactional parties involved, either speakers or hearers. In addition, Wardhaugh (2010: 292) states that when people interact with others, both speakers and hearers must be aware of the notion of face. Therefore, the speakers and the hearers normally cooperate in maintaining each other's face in their communication.

Brown and Levinson divide face into two notions, namely positive and negative faces. Brown and Levinson (1987: 61-62) define positive face as "public

self- image that a person wants for himself." Positive face covers one's desire to be liked, admired, and approved positively by others in their community. It, sometimes, refers to self-esteem. On the other hand, according to Brown and Levinson (1987: 61-62), negative face is "the want of every 'competent adult member' that his actions be unimpeded by others" or "the basic claim to territories, personal preserves, rights to non-distraction-i.e. the freedom of action and freedom from imposition." It simply refers to one's freedom to act.

For example, when someone asks to get a pen from someone else, he can use two ways. Firstly, if he wants to apply negative face, he can say "could you lend me a pen?". In this case, the speaker prefers to give a freedom action to the hearer by using the word "could you". Secondly, if he applies positive face, he can say "How about letting me use your pen?". In this case, the speaker wants be approved by using the word letting to the hearer.

3. Face Threatening Act (FTA)

The utterances or actions to lessen the threat of another's face are called face saving act, while the threat that is given to another individual's self-image is called Face-Threatening Act or FTA (Yule, 1998: 61). This act avoids the freedom of actions (negative face) and states someone's wish to be wanted by others (positive face). In an attempt to avoid FTA's, the interlocutors use specific strategies to minimize the threat according to a rational assessment of the face risk to the participants.

Negative face threatening act could be seen when a person is given order, request, suggestion, advice, reminder, threat, warning, offer, promise, and anger to the interlocutor. For example when the speaker says “You had better take a taxi”, it means that the speaker threatens the listener’s negative face because the speaker gives a suggestion to the listener. Next, the acts that appear as disapproving of their wants called as positive FTA. Positive face threatening act could be seen when a person shows disapproval, criticism, contempt, complaint, accusation, insult, disagreement, violence, taboo topics, and interruption to the interlocutor. For example when the speaker says “I don’t think you’re right”, it means that the speaker threatens the positive face of the listener’s because the speaker expresses disagreement.

4. Politeness Strategies

According to Brown and Levinson (in Watts, 2003: 85), in communication, the speaker should have a way to assess the dangers of threatening other participants’ face and to choose the appropriate strategies in order to minimize any face threats that might be involved in carrying out the goal-directed activity called as politeness strategy. There are four types of politeness strategies proposed by Brown and Levinson (1987: 92). They are bald on record, positive politeness, negative politeness, and off record.

a) Bald-on Record

In this strategy, FTA is performed “[...] in the most direct, clear, unambiguous, and concise way possible” (Brown and Levinson in

Bousfield, 2008: 57). To do so 'baldly' entails phrasing it in direct, honest terms with no attempt to soften the face-threatening trust. The bald on-record does nothing to minimize threats to the hearer's 'face.' Here, there is no attempt to acknowledge the hearer's face wants. This type of strategy is commonly found in people who know each other very well, and who are very comfortable in their environments, such as a close friend and family. And in applying this strategy, someone can utilize its ten sub-strategies.

- (1) Great urgency or desperation.
- (2) Speak with maximum efficiency
- (3) Task-oriented
- (4) Sympathetic advice or warnings
- (5) Granting permission
- (6) Showing Disagreement
- (7) Invitations
- (8) Welcoming
- (9) Farewells
- (10) Request

b) Positive Politeness

The positive politeness strategy is usually seen in groups of friends, or where people in the given social situation know each other fairly well (Watts, 2003:87). This strategy is used to minimize the distance between them by expressing friendliness and solid interest in the hearer's need to be respected (minimize the FTA). In this strategy, the threat to face

is relatively low. There are fifteen sub-strategies of positive politeness strategies:

(1) Noticing hearer's interests, wants, needs, and good

This strategy suggests that the speaker should pay attention or notice to aspect of hearer's condition. It can be in the form of sympathy, care or even compliment. For example: "We ate too many beans tonight, didn't we?"

(2) Exaggerating interest, approval, and sympathy with the hearer

This strategy can be done by saying something in a way that is higher than its actual status using exaggerating adjective. For example: "What a fantastic house you have!" The example above shows that the speaker exaggerated her or his compliment about the hearer is house.

(3) Intensifying interest to hearer, making good story, draw hearer as a participant into the conversation. This strategy is used for the speaker to the hearer that she or he wants intensify the interest of speaker is by making a good story.

(4) Using in-group identity markers

This strategy is done by using in-group identity markers are address form, language dialect, jargon, and slang to indicate that speaker and hearer belong to some of persons who share specific wants.

(5) Seeking agreement

This strategy is to seek for hearer's agreement by raising "safe topic" that the hearer will agree with.

- (6) Avoiding disagreement This strategy showed that avoiding disagreement by stating false agreement, indirect agreement, white lies, and hedging.
- (7) Presupposing to raise and assert common ground This strategy explains that presupposing is the act of believing something is true before it is proven
- (8) Joking This strategy is a basic positive politeness technique used to minimize the face threatening acts (FTA).
- (9) Presupposing speaker's knowledge of and concern for the hearer's want This strategy aims to presuppose what the hearer's desire according to the speaker's knowledge toward what hearer's want.
- (10) Promise/Offer
This strategy means that when the speaker makes a promise to the hearer, the speaker has the intention to fulfill the hearer's want.
- (11) Being optimistic
In this strategy, the speaker becomes optimistic regarding the willingness of the hearer to fulfill or wants to do something for the speaker.
- (12) Including both speaker and hearer in an activity This strategy aims to make the speaker and hearer involve both of them in the activity and eventually become cooperators. This strategy uses an inclusive "we" form, when the speaker really means "you" or "me".
- (13) Giving and asking for reason

This strategy shows that the speaker and hearer are cooperators through the act of asking and giving reason.

(14) Assuming or asserting reciprocity

This strategy can be done by creating mutual advantages among the speaker and the hearer.

(15) Giving gifts to hearer can be in the form of goods, sympathy, understanding and cooperation.

This strategy shows that the speaker can satisfy hearer's positive face by actually satisfying some of the hearer's wants.

c. Negative Politeness

Negative politeness strategies are oriented towards the hearer's negative face and emphasize avoidance of imposition on the hearer (Watts, 2003:88). Negative politeness focuses on minimizing the imposition by attempting to soften it. In this strategy, the threat to face is relatively high. Some of sub-strategies of negative politeness are:

(1) Be direct

This strategy includes indirect speech acts that contain of indirect request. When a speaker produces an utterance in accordance with the negative politeness, it means that speaker wants to achieve what they want through the FTA but also wants to redress it.

(2) Do not presume /assume hearer

This strategy is done by not presuming and assuming that the FTA is desired or accepted by the hearer. This strategy namely question and

hedge. Hedge may be functioned to soften command and turn it into a polite suggestion

(3) Being pessimistic

Do not coerce hearer means that the speaker does not persuade hearer to do something forcefully. This can be done by stating an option for the hearer that may not do the act. This also can be done by assuming that hearer does not want to do the act.

(4) Minimizing the imposition

This strategy is used to minimize the imposition or the threat toward the negative face of the hearer. The minimization can be done by choosing some words which shows the minimum state of a matter.

(5) Giving difference

This strategy explained that giving difference is the act of humbling oneself and fulfill hearer's want of respect. This can be done by using particular addressing form for someone that is superior

(6) Apologizing

By apologizing the speaker can show the unwillingness to threat the face of the hearer or to impinge on hearer.

(7) Impersonalizing the speaker and hearer in a conversation

This strategy deals with avoiding the pronouns "I" and "U".

(8) Stating the FTA as an instance of general rule

This strategy shows that the speaker does not want to impinge the hearer. The speaker omits the fact that impinge the hearer by emphasizes a notion that the act is a general rule.

(9) Nominalizing

Nominalizing is the act of changing a verb into a noun in a sentence. By doing this strategy, the speaker can add more distance and formality.

(10) Going on record as incurring a debt or as not indebting hearer

This strategy is done by claiming speaker's indebtedness to hearer or by disclaiming any indebtedness of hearer.

d. Off Record

The FTA is performed 'Off Record', typically through the deployment of an indirect illocutionary act which has more than one interpretation and, thus, allows for plausible deniability on the part of the utterer if the intended recipient takes offence at the face threat inherent in the utterance (Bousfield, 2008:58). If the speaker wants to do an FTA, it means that he wants to avoid the responsibility in doing it. He can do off record and leave it up to the addressee to decide how to interpret it. In this strategy, the threat to face is very high. According to Brown and Levinson, there are fifteen strategies of Off Record strategy, they are as follows :

(1) Giving hints

This strategy explains that giving hints is an act of saying something which is not relevant and inviting the hearer to search for an interpretation of the possible relevance.

(2) Give association clues

The speaker gives a related kind of implication triggered by relevance violations that is provided by mentioning something associated with the act of a hearer, either by precedent in the speaker-hearer's experience or by mutual knowledge irrespective of their interactional experience.

(3) Presupposing prior event

This strategy is done by forcing the hearer to search for the relevance of a prior event.

(4) Understating

The speaker understates what he or she actually wants to say. This is the act of saying less than what is required. By doing this strategy, the speaker invites the hearer to search for an interpretation. In the case of criticism, the speaker avoids the upper points

(5) Overstating

The speaker exaggerates or chooses a point on a scale which is higher than the actual state of affairs.

(6) Use tautologies

By uttering a tautology, a speaker encourages hearer to look for an interpretation from non-informative utterance.

(7) Use contradictions

By stating two things that contradict each other, the speaker makes it appear that he or she cannot be telling the truth.

(8) Being ironic

A speaker can indirectly convey his or her intended meaning by saying the opposite of what he or she means, if there are clues that his or her intended meaning is being conveyed indirectly.

(9) Use metaphors

By using a metaphor the speaker hedges his utterance and he invites the hearer to interpret the meaning of his hedged utterance.

(10) Use rhetorical questions

By using rhetorical question, the speaker asks a question with no intention of getting the answer. The speaker also invites the hearer to interpret what he really means.

(11) Being Ambiguous

The speaker makes purposeful ambiguity which may be achieved through metaphor and lets the hearer to guess what he or she meant

(12) Being vague

The speaker may go off record with an FTA by being vague who the object of the FTA is, or what the offense is.

(13) Over-generalizing

This strategy is about a conveying general rule that hearer then has to choose whether the general rule applies to him.

(14) Displacing the hearer

The speaker may go off record as to whose target for his FTA is. He may pretend to address to FTA to someone whom it would not threaten and hope that the real target of the FTA will be able to realize that the FTA is addressed to him.

(15) Being incomplete

The speaker does not purposefully finish his or her utterances. It can leave the implication of “hanging in the air”, just like rhetorical question.

5. Factors of politeness strategies

a) The Payoffs

Brown and Levinson (1987: 71) define that payoff is the expected results of the politeness strategies. When the speaker applies politeness strategies there will be expected result underlying in the strategies. In applying the strategies, speaker also expects a result which is advantageous for him. The advantages of the strategies are explained in the following list.

(1) Payoffs of Doing Bald On Record Strategy

Brown & Levinson (1987: 71) state Bald on record strategy allowed speakers and hearers to get clarity about the intended meaning the speakers want to convey. Both speaker and hearer, as a result, can avoid the danger of being misunderstood. Speaker can

also avoid the chance to be seen as manipulator, to be misunderstood, and the speaker can also have the chance to give a compensation for the face that has been threatened by the FTA.

(2) Payoffs of Doing Positive Politeness Strategy

Brown and Levinson (1987: 71) state by applying positive politeness strategy, the speaker can minimize the face-threatening aspect of an act by assuring hearers that the speaker considers to be at the same kind'. Positive politeness allows the speaker to satisfy the hearer positive faces as if the speaker recognizes the hearers' wants and himself wants to be achieved. Besides, the speaker can avoid or minimize the debt implications of the FTA. As a result, positive politeness strategy leads to mutual friendship, solidarity, and equal participants.

(3) Payoffs of Doing Negative Politeness Strategy

Negative politeness strategy is oriented mainly towards partially Bell redressing hearers' negative face. It minimizes particular impositions on the hearers, so that the speakers can satisfy the hearers' want to have his or her freedom of action in interpreting the utterances spoken by the speakers. By applying negative politeness, the speaker can show the respect and difference toward the hearer for the FTA that he makes. Besides, the speakers can maintain the social distance among the parties involved and avoid the threats for potential face loss.

(4) Payoffs of doing Off-Record Strategy

According to Brown & Levinson (1987:71), an off-record strategy allowed the speaker to avoid the responsibility for the potentially face-damaging interpretations. The speaker can avoid the potentially FTAs by allowing the hearer to interpret the intended meaning of certain utterances themselves. The speaker can also give the hearer an opportunity to be seen as caring toward speaker.

b) Sociological Variables

Sociological variables are one of the factors of politeness strategy choice. According to Brown and Levinson (1987: 76), the seriousness of an FTA which may affect choice of politeness strategies involves the sociological factors. Brown and Levinson (1987: 76) describe that sociological variables consists of 'social distance', relative power', and 'the rank of imposition' in the particular culture. These variables affect the way the speaker uses the politeness strategies.

1) Social distance

Social distance is a variable that concerns frequency assessment of the interaction and also the kinds of material or non-material goods exchanged between the speaker and the hearer. Brown and Levinson (1987: 76) explain that social distance is a symmetric social dimension of similarity or difference within which speakers and hearers stand for the purpose of an act. The two notions, the frequency of interaction and the exchanged goods are affected by stable

attributes such as the age, sex, and socio-cultural background, which include social class and ethnic background.

Then, intimacy between the speaker and hearer affects the choice of the strategy. For example, if the speaker and the hearer are intimate, the speaker might use in group membership marker such as 'man', 'bro', 'honey', which are kinds of positive politeness strategy. On the contrary, when the social distance between the speaker and the hearer are getting far, the degree of politeness that the speakers use will be higher, which are kinds of negative politeness strategy. The more intimate the speaker and the hearer are, the more the speaker will choose the least polite strategy.

2) Relative Power

Brown and Levinson (1987: 70) explain that relative power is the degree to which the hearer can impose his own want, desire or face over the speaker's want, desire or face. Holmes (2001: 21) uses the same term but it is called relative status. It explains the status of the hearer over the speaker which basically also concerns the power of the hearer over the speaker. The power possesses by the hearer affects the choice of the strategy used by the speaker. When the speaker who possess higher power communicate with the hearer who have lower power, the degree of politeness that the speaker use will be lower. Meanwhile, when the speaker who have lower power speak to the hearer who have higher power, the speaker will apply high degree of

politeness with great respect. For example, when a boss asks for permission to his employee, he simply says "Can I smoke?" Therefore, when the employee want to ask for permission to his boss, he or she applies high degree of politeness by saying "Excuse me Sir, would it be alright if I smoke?"

Furthermore, Brown and Levinson (1987: 77) state that there are two sources of power, namely material control (over economic distribution and physical force) and metaphysical control (over the actions of others). Relative power is not only attached between individuals but also role-sets, such as employer-employee, teacher-learner, and gangster-victim.

3) Rank of Imposition

Brown and Levinson (1987: 91) explain that the rank of imposition is the degree of a matter that is considered as the interference to the face of the hearer. This interference is the FTA that the speaker made. The rank of imposition can be identified by two variables which are the imposition toward the positive face and negative face. For the positive face, the imposition is assessed by the amount of threat given to hearer positive face. Then, for the negative face, there are two scales that identify the rank of the imposition, namely the imposition requiring services (including the provision of time) and the imposition requiring goods (including non-material goods like information). Both impositions cover actions which cause

FTAs. When the speaker shows greater FTAs in his utterances, the imposition of the act is also getting greater. Thus, the speaker will use highly standard politeness strategies in speaking.

6. Synopsis of The Movie

Pride and Prejudice is a 2005 British romance film directed by Joe Wright. This story is based on Jane Austen's 1813 novel about five sisters (Jane, Elizabeth, Mary, Kitty and Lydia Bennet) from an English family of marriage, morality and misconception in Georgian era. Their lives are turned upside down when the family's future happiness and security is dependent on their making good marriages. Life is uneventful until the arrival in the neighborhood of a wealthy young man (Mr. Bingley) and his best friend (Mr. Darcy). There are many trial and tribulations stand between the Bennet sisters and their happiness, including class, gossip and scandal.

When wealthy bachelor Mr. Bingley (Simon Woods) takes up residence in a nearby mansion, the Bennets are abuzz. Amongst the man's sophisticated circle of London friends and the influx of young militia officers, surely there will be no shortage of suitors for the Bennet sisters. Eldest daughter Jane, serene and beautiful, seems poised to win Mr. Bingley's heart. For her part, Lizzie meets with the handsome and - it would seem - snobbish Mr. Darcy (Matthew Macfadyen), and the battle of the sexes is joined.

Their encounters are frequent and spirited yet far from encouraging. Lizzie finds herself even less inclined to accept a marriage proposal from a distant cousin, Mr. Collins (Tom Hollander), and – supported by her father – stuns her mother and Mr. Collins by declining. When the heretofore good-natured Mr. Bingley abruptly departs for London, devastating Jane, Lizzie holds Mr. Darcy culpable for contributing to the heartbreak. But a crisis involving youngest sister Lydia soon opens Lizzie's eyes to the true nature of her relationship with Mr. Darcy.

Pride and Prejudice movie is the rich source for polite utterances, especially linguistics politeness used by the characters. The characters lived in the Georgian era which was still adhering to social classes which were divided into three main groups of classes: The Upper Class (people with inherited wealth and high position), The Middle Class (industrialist, professional s, shop owners and business people), Lower or Working Class (people who are agricultural, mine and factory workers).