

## **CHAPTER IV**

### **FINDINGS AND DISCUSSION**

In this chapter, the researcher presents data analysis and findings. The researcher analyzes the data in the data analysis. In the findings, the researcher presents the kinds of illocutionary acts which consist of politeness strategies, the kinds of politeness strategies, the way how politeness strategies are used by the main characters, and the reason of using politeness strategies which is possible related to different cultures.

In the data analysis, the researcher takes four steps to analyze the data. Firstly, the researcher divides the data into some dialogues based on contextual features. Secondly, the researcher gives number based on the line in every dialogue. Thirdly, the researcher identifies and classifies the kinds of illocutionary acts that may consist of politeness strategies that are used by speakers. Fourthly, the researcher identifies and classifies into possible politeness strategies that are produced by the main characters. Finally, the researcher describes the reason why the main characters used politeness strategies which possible related to the different cultures in their conversation.

#### **4.1 Kinds of Politeness Strategies**

For the data analysis, the researcher finds many kinds of politeness strategies that are used by the main characters in The Karate Kid movie. Based on the identification and classification, the researcher can collect the data which consist of kinds illocutionary acts and related to politeness strategies. The

researcher finds the utterances that have tendency to politeness strategies, those are bald on record strategy, positive politeness strategy, negative politeness strategy, and off record strategy.

#### **4.1.1 Bald on Record**

In bald on record strategy, the researcher finds one kind of these strategies, it is strategy 1. It is cases of non-minimization of the threat. The researcher finds three utterances that use strategy 1 of bald on record strategy.

##### **4.1.1.1 Using strategy 1: Cases of non- minimization of the threat.**

#### **Dialogue 2**

- 1 Mr. Han : What happened to your eye?
- 2 Dre : I ran into a pole.
- 3 Mr. Han : Interesting pole.
- 4 Dre : That's my mom. End it, do the handle, it's messed up.

The dialogue happened between Dre and Mr. Han that took place in Dre's house. The dialogue happened when Mr. Han came in Dre's house to fix the hot water and talked about it, then Dre asked Mr. Han to finish his work and repaired the door because his mom came. He said "That's my mom. End it, do the handle, it's messed up" (line 4). The utterance (line 4) in the dialogue 2 "End it, do handle, it's messed up" involves the illocutionary act of directive that follows types of illocutionary act of Searle (1976:11). That sentence, contains imperative or request. The speaker (Dre) expressed the aim by asking to the hearer (Mr. Han). Dre wanted to stop their conversation by asking Mr. Han to finish his work and continue to repair the door because his mom came.

The utterance that is used by the speaker is based on politeness strategies theory by Brown and Levinson (1987:95), Bald on record in strategy 1 which is “cases of non- minimization of the threat”. In the conversation, the speaker uses imperative which has to do by the hearer and the speaker asks directly to the hearer without using soften words. By using the utterance (line 4), the speaker did not want to minimize the threat of the hearer. It means that he wants the hearer to do what he wants immadiately. The speaker thinks that his request is very important and contains urgency. From that dialogue, the speaker (Dre) came from America that is included in low context cultures country (Gamsriegler, 2005:3). According to Hall in Gamsriegler (2005:3), in low context communication explicit utterance is used. In that dialogue, he used imperative clearly. He did not want to use sentence implicitly to show a real meaning which is adressed by him. In this case, the speaker also show the distance between the hearer and him. He thinks that the hearer (Mr. Han) is only a maintenance man who is paid by his mother. So, he uses the sentence which show a sosial distance between both of them.

### **Dialogue 3**

- 1 Dre : What if I wanna avoid getting my ass kicked?
- 2 Mr. Han : Stop saying “ass”!
- 3 Dre : Sorry.

The conversation took place in Mr. Han’s house. The participants who was involved in the conversation above was Mr. Han and Dre. The topic that was talked was about Kung Fu. Dre wanted to know about defense from somebody who wanted to kick him and Mr. Han stopped his question by saying “stop saying ‘ass’!”. The sentence (line 2) in the dialogue 3 “stop saying ‘ass’!” involves the

illocutionary of directive which follows the types of illocutionary act by Searle (1976:11). That utterance contains requesting to be polite which may be not to say a taboo word. Mr. Han expressed what he wants by commanding Dre to stop saying “ass”.

Based on politeness strategy theory by Brown and Levinson (1987: 95), the utterance is called as bald on record, strategy 1 which is “cases of non-minimization of the threat”. In the dialogue above, Mr. Han uses imperative which is said clearly and without soften words to Dre because he wants Dre to obtain what he wants. By using that utterance, Mr. Han does not want to minimize the threat of Dre. The dialogue, Dre said “ass” does not mean to mention a part of the body which brings tendency into taboo word, but it is possible to say that he wants to address himself. Meanwhile, Mr. Han as an Asian person who mostly include in high-context cultures thinks that it is a taboo word (Huang, 2008:100). By using that utterance (line 2), it is shown that Mr. Han does not like to hear Dre says “ass”. Huang said that there are many taboos for Westeners, one of them is about sex (2008:100). Mr. Han thinks that it is a part of the body which is not suitable to be said as an American who is sensitive about sex. Mr. Han wants to give an advice to Dre. It is impolite word which was not suitable to be said in China. So, he does not want Dre to say “ass” again.

### **Dialogue 7**

- 1 Dre : What up Mr. Han?
- 2 Mr. Han : Did I say come in?

The conversation happened between Mr. Han and Dre which was still took place in Mr. Han’s house. The dialogue happened when Dre came to Mr. Han’s

house without permission. Mr. Han then gave a question about it by saying “Did I say come in?”. Based on types of illocutionary acts by Searle (1976: 11), the utterance (line 2) in dialogue 7 “Did I say come in?” contains an intended meaning. That utterance contains kinds of illocutionary act of directive. “Did I say come in?” is an interrogative, but in this utterance, it contains imperative which Mr. Han says and shows what he wants clearly. It means that he asks Dre to come to his house by saying permission to him.

According to Brown and Levinson (1987:95), Mr. Han uses Bald on record, strategy 1 which is “cases of non- minimization of the threat”. By choosing that utterance “did I say come in?” as an interrogative, it can be stated that it contains imperative. In the conversation, he said clearly to Dre, it means that he wanted to say and show what he wants. He wanted Dre come to his house by saying permission utterance without caring of Dre’s face and did not minimize the threat. Gamsriegler (2005:4) said that China is one of the model examples of high-context cultures. It could be possible that Mr. Han thinks Dre’s attitude was not good for Asia person, exactly for Chinese, who mostly include in high-context cultures. In China, it will be impolite if there is someone who comes to a place without permission. In the conversation, the speaker also gave an advice and warning to the hearer and thought that his utterance was more important than the hearer’s face.

#### **4.1.2 Positive Politeness**

For this strategy, the researcher finds seven kinds of positive politeness. They are strategy 1 (notice, attend to hearer’s interests, wants, needs, and goods),

strategy 2 ( exaggerate interest with hearer), strategy 5 ( seek agreement), strategy 6 ( avoid disagreement), strategy 10 ( promise), strategy 11 ( be optimistic), strategy 12 ( include both speaker and hearer in the activity).

#### **4.1.2.1 Using strategy 1: Notice, attend to hearer”s interests, wants, needs, and goods)**

##### **Dialogue 10**

- 1 Mr. Han : Win or lose, doesn’t matter. Fight hard, earn respect. The  
2 boys leave you alone. I have a present for you.  
3 Dre : Oh! Mr. Han. This is the one Bruce Lee had. Great, thank  
4 you.  
5 Mr. Han : You have taught me a very important lesson, *Shao Dre*. Life  
6 will knock us down, but we can choose. Weather or not, to  
7 get back up.  
8 Dre : You’re the best friend I’ve ever had, Mr. Han.

The conversation was done by Mr. Han and Dre. This conversation happened when Mr. Han and Dre went to tournament place to see the place one day before fighting. Mr. Han gave a Kung Fu uniform and gave an advice to Dre by saying “fight hard, earn respect. The boys leave you alone. I have a present for you”. That utterance (line 1 and 2) includes directive which follows the types of illocutionary acts by Searle (1976:11). The speaker asked the hearer to fight hard and earn respect there. He also gave a Kung Fu uniform, that may ask Dre to keep his spirit like a real Kung Fu fighter.

Based on Brown and Levinson’s statement (1985:103), the utterance which is said by speaker contains positive politeness strategy 1 which is “notice, attend to hearer interests, wants, needs, and goods”. In the conversation above, Mr. Han uses this strategy to give Dre interest and needs. Besides, Mr. Han also give an intended meaning that means an imperative. By using that utterance, the speaker

shows a closeness between both of them and satisfies the hearer's face. He knows the hearer's condition and takes notice and approves of anything which is wanted by the hearer. The speaker chooses an imperative "fight hard, earn respect" to show that Chinese as Asia people who is mostly include in high-context cultures that always give a respect to each other in their life. By using the utterance "the boys leave you alone", it means that Mr. Han gave a good news which could make Dre felt good. Meanwhile, by saying "I have a present for you", it means, in possible way, as a suggestion which Dre is asked to always keep his spirit like a real Kung Fu fighter and shows that China as one of the countries in Asia which is included in high-context cultures that thinks gift-giving may mean something quite different and also wants to appreciate Dre's effort. It can be stated that Mr. Han and Dre have a closeness of partnership or bestfriend.

#### **4.1.2.2 Using strategy 2: exaggerate (interest, approval, sympathy with hearer)**

##### **Dialogue 9**

- 1 Mr. Han : Yes. I stood here with my father, when I was your age. He told  
2 me that's the magic kungfu water. You drink and nothing can  
3 defeat you.  
4 Dre : It's the best water I've ever tasted.

The dialogue happened when Mr. Han and Dre arrived in the top mountain that was called Dragon Well. Dre tried to drink the water which was believed as magic water. If he drinks that water, everybody can not defeat him. The utterance, "It's the best water I've ever tasted" (line 4) in dialogue 9 contains kinds of illocutionary act which is expressive that follows types of illocutionary act by Searle (1976:12). It means that the speaker expresses what he felt. He shows his pleasure because he can drink the water that is believed as magic water.

Based on theories of politeness strategy by Brown and Levinson (1987: 104), it can be stated that this utterance contains positive politeness strategy 2 which is “Exaggerate”. In this dialogue, Dre used exaggerate sentence to give a clear statement to Mr. Han. Dre used “best water” there, it is included exaggerate sentence because in the other places, the water has a same taste. Besides, Dre used “I have ever tasted”, it means that utterance includes exaggerate sentence because it has meaning that Dre drinks the water for the first time which show impossible thing because drink is the necessity in human daily activity. Dre chooses this strategy to express his pleasure and said that the water is the best water he has ever tasted. He uses that utterance with high intonation and stressing in that utterance to make sure the hearer. This strategy is used by him to intensify his opinion about magic water and give a satisfaction to the hearer’s positive face by showing a closeness between both of them. Besides, Dre also thought that Mr. Han and him have worked hardly to complete their journey in the top mountain, so Dre wanted to make Mr. Han felt good by saying that this utterance is used as a way to praise Mr. Han of the water.

### **Dialogue 10**

- 1 Mr. Han : Win or lose, doesn’t matter. Fight hard, earn respect. The
- 2 boys leave you alone. I have a present for you.
- 3 Dre : Oh! Mr. Han. This is the one Bruce Lee had. Great, thank
- 4 you.
- 5 Mr. Han : You have taught me a very important lesson, *Shao Dre*. Life
- 6 will knock us down, but we can choose. Weather or not, to
- 7 get back up.
- 8 Dre : You’re the best friend I’ve ever had, Mr. Han.



The dialogue happened when Mr. Han and Dre went to tournament place to see the place one day before fighting. Mr. Han gave a present an advice and a praise to Dre. Dre felt happy and expressed his happiness by saying “You are the best friend I’ve ever had” (line 8). The utterance “You are the best friend I’ve ever had” (line 8) in the dialogue 10 is expressive that follows types of Illocutionary act by Searle (1976:12). The speaker expresses what he felt. He shows his happiness because he is the best friend that he has ever had likes Mr. Han.

According to Brown and Levinson (1985:104), the utterance (line 8) contains positive politeness strategy 2 which is “Exaggerate”. In the dialogue, Dre used exaggerate sentence to give clear statement to Mr. Han. In the dialogue, Dre used “the best friend I have ever had” which means that he has a best friend for the first time in his life and that is impossible thing because in general, people have many best friend in their life. Dre chooses this strategy to express his pleasure that Mr. Han is the best friend he has ever had. He used the sentence with high intonation and stressing in that utterance to make sure the hearer. This strategy is used by him to intensify his value about Mr. Han and give a satisfaction to the hearer’s positive face by showing closeness between both of them. The dialogue shows that Dre was praised by Mr. Han. Dre expresses his thanks similar to Chinese people, but does not express his thanks directly which is mostly used by American people. Based on Huan’s statement (2008:99), Chinese prefer to convey their thanks by minimizing themselves to achieve some goals. Dre’s statement shown that Dre did not say “thanks” directly, but he chose implicit sentence which praised Mr. Han too.

#### 4.1.2.3 Using strategy 5: Seek agreement

##### Dialogue 4

- 1 Mr. Han : No such thing as bad student, only bad teacher.  
2 Dre : That's great. I guess we'll just stroll in their school and talk to  
3 their teacher.

The participants in the conversation were Mr. Han and Dre. The conversation took place in Mr. Han's house. The topic was about a real kungfu and bad teacher. The conversation happened when Dre and Mr. Han talked about real Kungfu. It was not used to make war, but to create peace. Mr. Han said that there was not bad student in kungfu teaching, but only bad teacher. Next, Dre answered by saying "That's great".

Based on Dre's utterance "That's great" (line 2), in dialogue 4 there contains an expressive on types of illocutionary act by Searle (1976:12). He expresses that he agrees what Mr. Han is said, but that utterance has intended meaning which contains of asking Mr. Han to accompany him to go to their school because he does not want to go to there alone. Based on politeness strategy theory by Brown and Levinson (1987: 113), the sentence (line 2) which was said by Dre was "Seek agreement" in safe topic. In the conversation above, he used agreement statement, it means that Dre shown his agreement and suggested Mr. Han to accompany him to go to their Kung Fu school and talked to their teacher about real Kung Fu which was not used to make a war. By using this strategy, the speaker chooses a way to agree with the hearer with stressing his agreement to make the hearer feel good. It means that he wants to satisfy hearer's desire to be right in hearer's opinion and give satisfaction to the hearer's positive face by

showing agreement directly which is used by him. It shows that Mr. Han and Dre have a closeness relationship.

### **Dialogue 11**

- 1 Dre : Be kinda hot if I won this thing. Huh, Mr. Han?
- 2 Mr. Han : Be kinda hot if you focused.

The conversation was done between Mr. Han and Dre in tournament stage. This dialogue happened when Dre joined a Kung Fu tournament. In the break of semi final, Mr. Han gave some rules to Dre. Based on types of illocutionary act theory by Searle (1976:11), the utterance “Be kinda hot” (line 2) is considered as directive. The speaker asks to the hearer that to be kinda hot, he must focus.

According to Brown and Levinson (1987:112), the sentence (line 2) which is said by Mr. Han is “Seek agreement” in repeating. In the conversation, Dre said that he could win if he could be kinda hot and Mr. Han asked Dre to be more focus by repeating same utterance of “be kinda hot”. By using repetition of a part or all of what the previous speaker says, he also wants to show that he has heard correctly. Besides, it is better to answer a question by repeating part rather than just by simply answer “yes” or “no”. By choosing this strategy, it shows that he agrees when Dre be kinda hot, he could be the winner if he was more focus. So, Mr. Han used a way to agree with Dre. By choosing the utterance (line 2), it means that the speaker satisfies hearer’s desire to be right or to be corroborated in his opinion and can give satisfaction to the hearer’s positive face by showing agreement which is used by him. Besides, he did not want Dre to think that he was not on his side, so he agrees with his statement to make himself safe and make him feel good.

#### 4.1.2.4 Using strategy 6: Avoid disagreement

##### Dialogue 1

- 1 Dre : Mr. Han? Me and my mom, we just moved in 305. The hot  
2 water is not working. Mr. Han?  
3 Mr. Han : (Quiet) (continue eating)  
4 Dre : Okay, alright. I just come back another time. Or you can just  
5 show me how to do it so. I can get out of your hair.

The conversation took place in Mr. Han's office. The participants who was involved in the conversation above were Mr. Han and Dre. The topic is that Dre wants Mr. Han to fix the hot water in his house. The conversation happened when Dre went to the Mr. Han's office and asked him to fix the hot water because the hot water was not working.

In the line 3, “(Quiet)” is directive (asking) on types of illocutionary act by Searle (1976:10). The speaker expresses the aim by asking to hearer. Mr. Han asks Dre to go because he was still eating in his room. Based on politeness strategy by Brown and Levinson (1987:113), the utterance (line 3) contains positive politeness, strategy 6 which is “avoid disagreement” in token agreement. Mr. Han just kept silent and avoided disagreement to hearer. It means that he suggested Dre to go and did not want to be disturbed. Mr. Han shown that he accepted what Dre said and did not want to show his disagreement by choosing to silent. It means that he would come to Dre's house to fix the water. Mr. Han used this strategy by token agreement to show his agreement but actually it was not. By doing this strategy, it can be seen clearly enough that actually Mr. Han did not want to fulfill Dre's command, but he did not have any choices to say “no”

towards Dre. This way is chosen by Mr. Han because he wants to satisfy Dre's positive face and minimize FTA to him.

### Dialogue 5

- 1 Dre : Okay, Mr. Han. Let's get out of here. Whoa Mr. Han, does he
- 2 want us to fight?
- 3 Mr. Han : We are not here to fight.
- 4 Dre : So, that go pretty much how you planned it?
- 5 Mr. Han : There's good news and bad news. The good news is they
- 6 promised to leave you alone.
- 7 Dre : Really?
- 8 Mr. Han : While you prepare.
- 9 Dre : Prepare for what?
- 10 Mr. Han : The tournament. You will fight them all, one by one.
- 11 Dre : Huh? So, the bad news is now they go to beat me up in public.
- 12 Mr. Han : Yes.
- 13 Dre : Great. Thanks, thanks a lot. You saw their Kung Fu.
- 14 Mr. Han : That's not Kung Fu. That does not represent China.
- 15 Dre : That bad man teach them really bad things that hurt a lot.
- 16 Mr. Han : More good news. I will teach you real Kung Fu.

The conversation took place in one of the Kung Fu training places. The participants are also between Mr. Han and Dre. The topic was about Tournament challenge. The conversation happened when Dre and Mr. Han came to one of the Kung Fu schools, they talked about the students that had fought with Dre. The teacher of them got angry because he felt that Mr. Han and Dre had insulted his Kung Fu studio. He asked Dre to fight again with his students, but Mr. Han rejected that asking. Finally, the last decision was that Dre and his students have to join the Kung Fu tournament.

Based on types of illocutionary act by Searle (1985:24), the utterance (line 13) in the dialogue 5 "Great. Thanks, thanks a lot" is directive. Dre used the utterance because he wanted to show an intended meaning. He asked Mr. Han to teach him Kung Fu. According to Brown and Levinson (1987:115), the utterance

(line 13) contains positive politeness, strategy 6 which is “avoid disagreement” in white lies. In the conversation, Dre used lying statement to confront with necessity to state opinion, but he had not any choices to reject what Mr. Han wants. Dre did not want to show his disagreement. He tried to accept what Mr. Han said by saying “Great” which means that he was agree with the tournament. Dre used strategy by white lies because he wants to appear that he agrees but in the fact it was not. By choosing this strategy, it can be seen clearly that actually Dre did not want to do Mr. Han command, but He did not have any choices to say “no” to Mr. Han. Brown and Levinson (1987:116) states that when someone is refusing a request by lying, pretending there are reasons why one can not comply. In that utterance, Dre shown a reason that he would be killed by them. Besides, this strategy was chosen by speaker because he wanted to satisfy the hearer’s positive face and tried to minimize FTA to him.

### **Dialogue 8**

- 1 Mr. Han : Jacket on! Jacket on!
- 2 Dre : I don’t have a jacket.

This conversation happened in Mr. Han’s house, exactly in back yard. Dre tried to go after he complained about Mr. Han kungfu teaching. He thought that Mr. Han just asked him to wear on and wear off the jacket in learning kungfu. Based on Searle (1976:12) about types of illocutionary act, the sentence (line 2) in the dialogue 8 “I do not have a jacket” is expressive. He wanted to show his feeling that he did not like to follow Mr. Han asking. That utterance also has other intended meaning, it is about he asked Mr. Han to end of asking Dre to wear and wear off a jacket for a many times.

Based on politeness strategy by Brown and Levinson (1987: 115), the utterance (line 2) contains positive politeness, strategy 6 which is “avoid disagreement” in white lies. In the dialogue, he used lying utterance to confront with the necessity to state opinion, but he had not any choices to reject Mr. Han’s asking. He lied that he did not have a jacket to avoid Mr. Han asking by saying “I do not have a jacket”. By using that utterance Dre did not want to show his disagreement, he chose to hide his disagreement by lying. He tried to do not rejecting Mr. Han asking, but he lied by saying “I do not have a jacket”. Dre uses this strategy to show that he did not want to reject Mr. Han asking clearly, because he did not have any choices to say “no” to Mr. Han as his teacher. According to Brown and Levinson (1987:116), someone refusing a request by lying, pretending there are reasons why one can not comply. In that sentence (line 2), Dre tried to give reason that he has given up with Mr. Han teaching. This strategy is used by him because he wanted to satisfy Mr. Han’s positive face and minimize FTA to him.

#### **4.1.2.5 Using strategy 10: Offer, promise**

##### **Dialogue 5**

- 1 Dre : Okay, Mr. Han. Let’s get out of here. Whoa Mr. Han, does he
- 2 want us to fight?
- 3 Mr. Han : We are not here to fight.
- 4 Dre : So, that go pretty much how you planned it?
- 5 Mr. Han : There’s good news and bad news. The good news is they
- 6 promised to leave you alone.
- 7 Dre : Really?
- 8 Mr. Han : While you prepare.
- 9 Dre : Prepare for what?
- 10 Mr. Han : The tournament. You will fight them all, one by one.
- 11 Dre : Huh? So, the bad news is now they go to beat me up in public.
- 12 Mr. Han : Yes.

- 13 Dre : Great. Thanks, thanks a lot. You saw their Kung Fu.  
14 Mr. Han : That's not Kung Fu. That does not represent China.  
15 Dre : That bad man teach them really bad things that hurt a lot.  
16 Mr. Han : More good news. I will teach you real Kung Fu.

This dialogue was done between Mr. Han and Dre. The topic was about Tournament challenge. The dialogue happened when they came to one of the Kung Fu school to talk about the students that had fought with Dre. The teacher got angry because he felt Mr. Han and Dre had insulted his Kung Fu studio. He asked Dre to fight again with his students, but Mr. Han rejected that asking. Finally, the last decision is Dre and his students had to join the Kung Fu tournament. Dre was worried to join that tournament because he knew about the bad teacher's teaching there. Dre's expression made Mr. Han wanted to teach him a real Kung Fu by saying "I will teach you real Kung Fu".

The utterance "I will teach you real Kung Fu" (line 16) in dialogue 5 is commissives on types of illocutionary act by Searle (1976:11). In the utterance (line 16), he wanted to commit himself to some future action. Mr. Han expressed his promise to teach Dre real Kung Fu. Based on politeness strategy theory by Brown and Levinson (1987:125), the utterance (line 16) contains positive politeness, strategy 10 which is "Offer, promise". In the conversation, Mr. Han used appointment statement and verbal act, by saying "I will teach you real Kung Fu". By choosing this strategy, Mr. Han tried to include Dre as a member of conversation. Brown and Levinson (1987:125) states that whatever hearer wants, speaker wants for him and will help to obtain. In addition, Mr. Han chose this strategy to show that he would help Dre on learning Kung Fu by saying "I will teach you real Kung Fu" as a chinese person who is included in high-context



cultures who is very appreciate to a promise and really obtain his promise. This way was used by him to satisfy Dre's positive face wants and minimize FTA to him.

#### 4.1.2.6 Using strategy 11: Be optimistic

##### Dialogue 1

- 1 Dre : Mr. Han? Me and my mom, we just moved in 305. The hot
- 2 water is not working. Mr. Han?
- 3 Mr. Han : (Quiet) (continue eating)
- 4 Dre : Okay, alright. I just come back another time. Or you can just
- 5 show me how to do it so. I can get out of your hair.

The dialogue took place in Mr. Han's office. The participants who was involved in the conversation above were Mr. Han and Dre. The topic was about Dre who wanted Mr. Han to fix the hot water. The dialogue happened when Dre went to the Mr. Han's office and asked him to fix the hot water because the hot water was not working.

The sentence "you can just show me how to do it so" (line 4 and 5) in dialogue 1 is directive that follows types of illocutionary act by Searle (1976:11). Dre expresses the aim by asking Mr. Han to show the way to fix hot water at the same time because Mr. Han just quiet and thought that Mr. Han did not want to go his home. Based on politeness strategy by Brown and Levinson (1987:126), the sentence "you can just show me how to do it so" contains positive politeness strategy 11 which is "be optimistic". He used imperative and optimistic sentence when he was sure that Mr. Han wanted to do what he wanted. Dre, as American person who included low-context culture, is very confident about himself. Dre assumed what he wanted is similar with what Mr. Han wants, eventhough Mr. han may well not care about what he wants. By using "Be optimistic" strategy in

sentence “you just show me how to do it so”, the speaker gives a satisfaction to hearer’s positive face and tries to be closer with the hearer by showing optimistic which is used by him.

#### 4.1.2.7 Using strategy 12: Include both speaker and hearer in the activity

##### Dialogue 5

- 1 Dre : Okay, Mr. Han. Let’s get out of here. Whoa Mr. Han, does he
- 2 want us to fight?
- 3 Mr. Han : We are not here to fight.
- 4 Dre : So, that go pretty much how you planned it?
- 5 Mr. Han : There’s good news and bad news. The good news is they
- 6 promised to leave you alone.
- 7 Dre : Really?
- 8 Mr. Han : While you prepare.
- 9 Dre : Prepare for what?
- 10 Mr. Han : The tournament. You will fight them all, one by one.
- 11 Dre : Huh? So, the bad news is now they go to beat me up in public.
- 12 Mr. Han : Yes.
- 13 Dre : Great. Thanks, thanks a lot. You saw their Kung Fu.
- 14 Mr. Han : That’s not Kung Fu. That does not represent China.
- 15 Dre : That bad man teach them really bad things that hurt a lot.
- 16 Mr. Han : More good news. I will teach you real Kung Fu.

The dialogue took place in one of the Kung Fu school. The participants who was involved in the dialogue above were Mr. Han and Dre. The topic was about Dre’s worrying. The dialogue happened when Dre and Mr. Han came to one of the Kung Fu school, they wanted to talk about the studens that had fought with Dre. Dre worried after saw the teacher.

Based on Searle (1976:11) about types of illocutionary act, the sentence (line 1) in the dialogue 5 “Let’s get out of here” include directive in types of illocutuonary. He wanted to show his aim by asking Mr. Han to follow him to get out from that place. Based on politeness strategies theory by Brown and Levinson (1987: 127), the utterance contains positive politeness strategy 12 which is “include both speaker and hearer in the activity”. In the conversation, he used

imperative in invitation form by saying “let’s” or “let us”. It means that he invited and asked Mr. Han to obtain what he wanted. He shown that he was terrified when seeing their teacher teaching, and wanted to get out with Mr. Han. Dre used this strategy to show that he tried to include Mr. Han in the activity that is wanted by him. He wanted to satisfy the hearer’s positive face that he also includes in the conversation. Besides, he wanted to tried to be closer with Mr. Han by inviting him directly.

### **Dialogue 12**

- 1 Mr. Han : Yes, I think you had a good chance
- 2 Dre : So, let’s do the fiery cup thing.

The dialogue took place in Mr. Han’s house. The participants who was involved in the dialogue above were Mr. Han and Dre. The topic was about fight to win. The dialogue happened when Dre got a broken leg after his rival kicked him. Based on Searle’s theory (1976:11) about types of illocutionary act, the sentence (line 2) in the dialogue 12 is directive. He wanted to show his aim by asking Mr. Han.

Based on politeness strategies theory by Brown and Levinson (1987:127), the utterance contains positive politeness strategy, strategy 12 which is “include both speaker and hearer in the activity”. In the conversation above, he used imperative by saying “let’s do the fiery cup thing”. It means that he asked Mr. Han to obtain what he needed. He shown that he wanted to fight anymore and asked Mr. Han to heal him. Dre used this strategy to show that he tried to include Mr. Han in the activity that is wanted by him by using “let’s” or “let us”. He wanted to satisfy the hearer’s positive face that he is included in the conversation.

Besides, he wanted to show a cooperative assumptions and wanted to be closer with the hearer without caring about the social distance.

### **4.1.3 Negative Politeness**

In general, negative politeness strategy is used to show the differences between speaker and hearer. The speaker uses statement which shows a respect to the hearer, it can be caused by different social distance, power, and ranking. In this strategy, the researcher finds one kind of negative politeness. This is strategy 6 (apologize).

#### **4.1.3.1 Using strategy 6: Apologize**

##### **Dialogue 3**

- 1 Dre : What if I wanna avoid getting my ass kicked?
- 2 Mr. Han : Stop saying “ass”!
- 3 Dre : Sorry.

The conversation took place in Mr. Han’s house. The participants who was involved in the conversation above were Mr. Han and Dre. The topic was about talking Kung Fu. Dre wanted to know about defense from somebody who kick him. Dre said “ass” when talk with Mr. Han, and Mr. Han asked him to stop saying “ass”. Then, he said “sorry” to Mr. Han.

The utterance (line 3) in the dialogue 3 “sorry” involves the illocutionary act of expressive on types of illocutionary act by Searle (1976:12). Dre expressed his guilty of what he said. According to politeness strategies theory by Brown and Levinson (1987:187), the utterance is called negative politeness strategy 6 which is “apologize” in admitting impingement. In the dialogue, Dre expressed an admitting of the guilty. Dre used statement which shows that he wanted to redress his guilty by saying “sorry” to Mr. Han. That utterance is used by him after Mr.

Han gave a warning to Dre about saying of “ass”. Dre said “ass” which did not mean to mention a part of the body which has tendency into bad words, but in the possible he wanted to say that adress to himself. In the dialogue, Dre says “sorry” to admit his guilty of saying “ass” because he realized that he is in China which immadiately include in high-context cultures. Mr. Han as Asian person who is included in high-context cultures thinks that it is a taboo word. Mr. Han shown that he did not like Dre to say “ass”, because according to Mr. Han that it is a part of the body which is not suitable to be said as American who sensitive about sex. Mr. Han wanted to give an advice to Dre there. Then, Dre simplies that he is impinging on hearer’s face, it means that he gave a respect to Mr. Han who had helped him. Paltridge (2006:59) said that American responsible for what has been done and actually said “I’m sorry”. So, Dre as an American shows his responsibility for what has been done by saying “sorry” to rectify the situation and more helpful rather than “yes” or “no”.

#### **4.1.4 Off record**

Off record is the strategy which is used to do face threatening act, but be indirect way. The researcher finds one kind of of this strategy. This is strategy 3 (presuppose in may implicature a criticism).

##### **4.1.4.1 Using strategy 3: Presuppose**

###### **Dialogue 6**

- 1 Mr. Han : Take it down. Put in on, take it off.
- 2 Dre : I already did all of this.

The dialogue was done between Mr. Han and Dre that took place in Mr. Han’s house. The dialogue happened when Dre got a training from Mr. Han at the first time. Mr. Han only asked Dre to do same activities for many times. So, Dre

said to Mr. Han that he had already done that activities by saying “I already did all of this”.

The utterance (line 2) in the dialogue 6 “I already did all of this” is contains a kind of illocutionary act which is called directive on types of illocutionary act by Searle (1976:11). The Speaker shows the aim by asking to the hearer. He used that utterance as a possible to ask Mr. Han to end his asking, because he felt tired of that activities by saying indirect statement. According to politeness strategies theory by Brown and Levinson (1987:189), the utterance that is used by the speaker is called off record, strategy 3 which is “presuppose”. In the dialogue, the speaker presupposes that he has done all of the hearer wants before. The speaker uses a utterance which may contains a implicature a criticism. The speaker uses that utterance to show that he gives a criticism to the hearer indirectly than choosing to say “no” in refusing statement. The use of “I already did all of this” forces hearer to search for the relevance of the presupposed prior event, if it is relevant only on the assumption that speaker is counting the times doing the activities, then he appears a criticism in implicature. The speaker as an American who include in low-context culture, is a person who likes giving a criticism if there is a something disturb him, although his utterance contains implicature. As an American who include in low-context culture who certainly also uses low-context communication, it is possible to show a meaning of his utterance directly to the hearer, so the hearer understand what he means.

## **4.2 Discussion**

The researcher collects all of the findings after the researcher analyzes the data. The findings are collected by the researcher in bald on record strategy. The

researcher found one kind of these strategies, it is strategy 1, which is cases of non-minimization of the threat. In the positive politeness strategy, the researcher found seven kinds, those are strategy 1 (Notice, attend to hearer's interests, wants, needs, and goods), strategy 2 ( exaggerate interest with hearer), strategy 5 ( seek agreement), strategy 6 ( avoid disagreement), strategy 10 ( promise), strategy 11 ( be optimistic), and strategy 12 ( include both speaker and hearer in the activity). Next, for the negative politeness strategy, there is one kind that is found by the researcher, this is strategy 6 ( apologize). The last strategy is off record strategy. The researcher found a kind of off record strategies, this is strategy 3 ( presuppose in may implicature a criticism).

In the dialogue between Dre and Mr. Han in The Karate Kid movie, Dre and Mr. Han often used positive politeness strategies. Dre uses eight utterances which contain positive politeness in the dialogue. Meanwhile, Mr. Han uses four utterances which also contain positive politeness. Those positive politeness can be concluded that between Dre and Mr. Han want to be closer and show their closeness of each other. Besides, they wanted to satisfy each other's positive face.

In those dialogues between Mr.Han and Dre, it can be seen that there are many misunderstandings between Dre and Mr. Han. Those can be happened because of different culture between both of them. It means that Dre as American who is included low-context culture and uses low-context communication, while Mr. Han comes from China who is included high-context culture country which uses high-context communication. Those dialogues show that every country has cultures differences which has tendency to politeness. It also means that different people hold different views about politeness. Based on Hall in Gamsriegler's

statement (2005:3), there are communication differences in culture, they are high-context communication and low-context communication. It means that politeness which is held by Dre is not similar with politeness which is held by Mr. Han because of different culture, but they can solve that problem. They can make a good relationship as a teacher and a student and sometimes can be friend. Mr. Han and Dre choose to use politeness strategies in their conversation to avoid and minimize the threat which immediately uses positive politeness strategies that show a solidarity and closeness between both of them.

It can be discussed that politeness is needed in dealing with other people through communication. In dealing with people, it is important to maintain the relationship between ourselves and others. Politeness strategies have come as one way to maintain the relationship since those strategies aim to minimize threat to others's self-esteem or face. It is important to keep the self-esteem or face of each person safe in order to achieve a mutual relationship. Politeness strategies offer various actions to avoid offending other person, either in the form of bald on record, positive and negative politeness, and off record. In applying politeness strategies, people could implement those strategies either by performing actions, such as joking, or presenting expressions, such as praising. Every culture holds different views of politeness in communication hence the orientation of politeness is various. In this analysis, the researcher mentioned that there is high-context culture and low-context culture. It shows that people value politeness in different way. It can be stated that politeness appears in various form depending on the culture at which the politeness occurred.



Every differences culture certainly also has differences politeness strategies. Every country holds culture and politeness strategies which is not held by the other country. So, a knowledge about politeness strategies can make a person to be wise in dealing differences culture that is often found in daily life to minimize or avoid the problems with other people through communication.