CHAPTER IV

FINDING AND DISCUSSION

The chapter presents the finding and analysis of this study. The statements of the problems are answered according to the theories in the previous chapter is divided into three parts. That answer the research questions of this study.

4.1 Rhetoric Proofs Used in The Debate Candidate

4.1.1 Ethos Used in Hillary Clinton's argument

In order to obtain successfull persuasive speech, the speaker must create trustworthiness of the audience by showing the speaker's Ethos. Speaker experiences, values, and motives can be tools to arouse trust among the audience. Ethos occured in this Clinton's argument, According Verdeber "To starting the trust, the speaker can begin by telling the speaker's experience (2012:7).

The following is also Hilary Clinton's argument.

> As he was talking, I was thinking about a young girl I met here in Las Vegas, Carla, who was very worried that her parents might be deported because she was born in this country but they were not. They work hard and do everything they can to give her a good life. And you're right, I don't want to rip families apart. I don't want to be sending parents away from children. I don't want to see the deportation force that Donald has talked about in action in our country. We have 11 million undocumented people. They have 4 million American citizen children, 15 million people. He said as recently as a few weeks ago in Phoenix that every undocumented person would be subject to deportation. Now, here's what that means. It means you would have to have a massive law enforcement presence where law enforcement officers would be going school to school, home to home, business to business, rounding up people who are undocumented, and we would then have to put them on trains, on buses, to get them out of our country. I think that is an idea that is not in keeping with who we are as a nation. I think it's an idea that would rip our country apart. I have been for border security for years. I voted for border security in the United States Senate. And my comprehensive immigration reform plan of course includes border security. But I want to put our resources where I think they're

most needed getting rid of any violent person, anybody who should be deported, we should deport them. When it comes to the wall that Donald talks about building, he went to Mexico. He had a meeting with the Mexican president. Didn't even raise it. He choked,and then got into a Twitter war because the Mexican president said, "We're not paying for that wall." So I think we are both a nation of immigrants and we are a nation of laws and that we can act accordingly. That's why I'm introducing comprehension immigration reform within the first 100 days with a path to citizenship.

In the first clause "As he was talking" in line 1 indicate that Hilary Clinton tries to ellaborate based on moderator's question. In the next clause "I was thinking about a young girl I met here in Las Vegas" in line 1 that indicates Hillary Clinton uses clause to tries remember someone who met her in some place. "Carla," she mentioned a name."who was very worried that her parents might be deported because she was born in this country but they were not." She tells Starla's feeling about her parents. In line 4 to 5 Clinton uses repetition "I don't want to" in line 1, 2, indicates that this clause has same purpose to show Hilary Clinton's unwillingness to make bad decision about deportation in Donald Trump's speech. It is a good way to show respect to the audience. It also help Hillary Clinton to build good chemistry with the audience. "We have 11 million undocumented people" that indicates Hillary Clinton gives factual number of undocumented people to convince the audience. In the next sentence in line 8 to 10 "He said as recently as a few weeks ago in Phoenix that every undocumented person would be subject to deportation" In the first sentence Hillary Clinton uses "he" refer to Donald Trump. In this argument sounds more convincing because she gives information about when and where the deportation plan by Donald Trump.

The following is Hillary Clinton's statement when responding to moderator's question.

Well, I would like to say to everyone watching tonight, that I'm reaching out to all Americans, Democrats, Republicans and Independents because we need everybody to help make our country what it should be to grow the economy, to make it fairer, to make it work for everyone. We need your talents, your skills,

your commitment, your energy, your ambition. I've been privileged to see the presidency up close. And I know the awesome responsibility of protecting our country and the incredible opportunity of working to try to make life better for you. I have made the cause of children and families really my life's work. That's what my mission will be in the presidency. I will stand up for families against powerful interests, against corporations. I will do everything that I can to make sure that you have good jobs with rising incomes, that your kids have good educations from preschool through college. I hope you will give me a chance to serve as your president.

When the audience believes in the speaker's goodwill, the audience are willing to believe what the speaker says. "Goodwill is a perception the audience forms of a speaker who they believe understand them, emphatize with them, and is responsive to them" Verderber (2012:122). The researcher found out that Hillary Clinton is responsive to the audience. In line 4 to 5 "We need your talents, your skills, your commitment, your energy, your ambition" that indicates is one of the evidence that Hillary Clinton is responsive. It makes the audience feels that the audience involved to make America grow. In line 13 to 14 "I hope you will give me a chance to serve as your president" that indicates Hillary Clinton uses the sentence to convince the audience that she is a competent president candidate who deserves to win the presidential election 2016.

The following is Hillary Clinton's statement

Well, very quickly at the Clinton Foundation spend 90% of all the money that is donated on behalf of programs around the world and in our own country. I'm very proud of that. We are the highest rating from the watchdogs that follow foundations. And I'd be happy to compare what we do with the Trump Foundation, which took money from other people and bought a six-foot portrait of Donald. I mean, who does that? It just was astonishing. But when it comes to Haiti, Haiti is the poorest country in our hemisphere. The earthquake and the hurricane, it has devastated Haiti. Bill and have I been involved in trying to help Haiti for many years. The Clinton Foundation raised $30 million to help Haiti after the catastrophic earthquake and all of the terrible problems the people there had. We've done things to help small businesses, agriculture, and so much else. And we're going to keep working to help Haiti because it's an important part of the American experience.

The purpose of the argument above is Hillary Clinton shows her goodwilling that she has, The Clinton Foundation. In line 1 to 3 she mentioned the percent number that ilustrated her generosity. In line 8 she also mention the number of The Clinton Foundation to help Haiti. She shows her humanity side, it is important way to built emphatize from the audience.

The following is Hillary Clinton's argument.

> And on the day when I was in the situation room, monitoring the raid that brought Osama bin Laden to justice, he was host "The Celebrity Apprentice." So I'm happy to compare my 30 years of experience, what I've done for this country, trying to help in every way I could, especially kids and families get ahead and stay ahead with your 30 years. And I'll let the American people make that decision.

In line 2 to 4 that indicates Hillary Clinton using ethos in her argument. She tells her experience that helping families better. The purpose of the argument is she shows her goodwilling to convince the audience what she did in her 30 years was useful for America. in line 6 "that decision" refer to the decision that created by Hillary Clinton for make kids and families better. The sentence in line 5 to 6 "And I'll let the American people make that decision" that indicates Hillary Clinton tries persuade American citizens to agree with her toughts.

The following is Hillary Clinton's statement when responding to moderator's question.

> Well, it's a combination, Chris. Let me say that when you inherit the level of economic catastrophe that president Obama inherited, it was a real touch and go situation.I was in the senate before I became secretary of state. I've never seen people as physically distraught as the bush administration team was because of what was happening to the economy.I personally believe that the steps that president Obama took saved the economy. He doesn't get the credit he deserves for taking some very hard positions, but it was a terrible recession. So now we've dug ourselves out of it. We're standing, but we're not yet running. So what I am proposing is that we invest from the middle out and the ground up,

not the top down.That is not going to work. That's why what I have put forward doesn't add a penny to the debt, but it is the kind of approach that will enable more people to take those new jobs, higher paying jobs.We're beginning to see some increase in incomes and we certainly have had a long string of increasing jobs. We've got to do more to get the whole economy moving, and that's what I believe I will be able to do.

Showing off the intelligence of the speaker in the speech is one of the techniques to persuade the audience. As explained by Verdeber, audience is more likely to persuade when they perceive a speaker to be competence and credible.(2012:281). Therefore Hillary uses this proof to convince the audience that she is a competent president candidate who deserves to win the presidential election 2016. The sentence in line 3 "I was in the senate before I became secretary of state" that indicates Hillary Clinton tells the audience about her experiences and her credibility as senator in the past and as secretary of state at that time. It shows Hillary Clinton deserves to lead America based on her experiences and her credibilities to increase economy better.

4.1.2 Ethos Used in Donald Trump's Argument

The following is Trump's statement when responding to moderator's question.

Chris, I think it's an issue to respond to. First of all, I had a very good meeting with the president of Mexico. Very nice man. We will be doing very much better with Mexico on trade deals, believe me, than the NAFTA deal by her husband, one of the worst deals of any kind signed by anybody. It's a disaster. Hillary Clinton wanted the wall. Hillary Clinton fought for the wall in 2006 or thereabouts.Now, she never gets anything done, so naturally the wall wasn't built. But Hillary Clinton wanted the wall. We're a country of laws.

The sentence in line 1 to 2 "First of all, I had a very good meeting with the president of Mexico." He uses "First of all" to starts his experience. The next clause "I had a very good meeting with the president of Mexico." as an emphasizing of the speaker feeling, these clause have the main purpose to tells the audience about meeting with the president of Mexico. In the next line "Very nice man." That indicates to visualizes the character of president Mexico, he uses very as an adverb to make clearly about

the character. The speaker wants the listener trust him as reflected in line 3 "believe me, than the NAFTA deal by her husband, one of the worst deals of any kind signed by anybody." His purpose in this speech related to build the audience trust about what he says was the fact.

The following is also Donald Trump argument.

> First of all, she wants to give amnesty, which is a disaster and very unfair to all the people who are waiting in line for many many years. We need strong borders. In the audience tonight we have four mothers of, I mean, those who have been born illegally. You have mothers, fathers, relatives all over the country. They're coming in illegally. Drugs are pouring in through the border. We have no country if we have no border. Hillary wants to give amnesty, she wants to have open borders. As you know, the Border Patrol agency, 16,500-plus ICE last week endorsed me. First time they've ever endorsed a candidate. It means their job is tougher, but they know what's going on. They know it better than anybody. They want strong borders. They feel we have to have strong borders. I was up in New Hampshire, the most complaints of all the trouble by Hillary Clinton and by Barack Obama, all of the problems, the single biggest problem is the heroin that pours across our Southern borders, just pouring and destroying their youth. It's poisoning the blood of their youth and plenty of other people. We have to have strong borders. We have to keep the drugs out of our country. Right now we're getting the drugs, they're getting the cash. We need strong borders. We need absolute - we can not give amnesty. Now I want to build a wall. We need the wall. The border patrol, ICE, they all want the wall. We stop the drugs, we shore up the border. One of my first acts will be to get all of the drug lords, we have some bad, bad people in this country that have to go out. We'll get them out, secure the border, and once the border is secured, at a later date we'll make a determination as to the rest. But we have some bad hombres here and we're going to get them out.

The researcher found in line 7 to 8 "As you know, the Border Patrol agency, 16,500 plus ICE last week endorsed me. First time they've ever endorsed a candidate." that indicates Donald Trump uses his experiences to show his credibility. He tells the audience about ICE endorsed him. He shows how proud he gets endorsed from ICE, it also emphasizes the audience do the same thing.

The following is Donald Trump argument when he debated Hillary Clinton.

> She is raising the money from the people she wants to control. It doesn't work that way. When I started this campaign, I started it very strongly. It's called make America great again. We're going to make America great. We have a depleted military. It has to be helped. It has to be fixed. We have the greatest people on Earth in our military. Well don't take care off our veterans. We take care of illegal immigrants better than we take care of our military. That can't happen. Our policemen and women are disrespected. We need law and order, but we need justice too. Our inner cities are a disaster. You get shot walking to the store. They have no education, they have no jobs. I will do more for African Americans and Latinos than she can ever do in ten lifetimes. All she has done is talk to the African Americans and to the Latinos. But they get the vote and then they come back, they say we'll see you in four years. We are going to make America strong again. And we are going to make America great again. And it has to start now. We cannot take four more years of Barack Obama. And that's what you get when you get her.

The sentence in line 2 "When I started this campaign, I started it very strongly." That indicates Trump tells the audience about how his campaign. In the second clause he uses "it" refer to the campaign. The speaker uses repetition "I started" indicates that he shows to the audience how he starting the campaign and in the end of the sentence he using "very strongly" to emphasizes his effort. The next clause in line 2 to 3 "It's called make America great again" DonaldTrump uses America great again as his campaign slogan it has meaning he offers the hope to the audience.The clause in line 3 "We're going to make America great" the speaker emphasizes that there is something to plan, it states the idea that the speaker intends to do something in the future.

4.1.3 Logos Used in Hillary Clinton's Argument.

> Well, first of all, I support the Second Amendment. I lived in Arkansas for 18 wonderful years. I represented upstate New York. I understand and respect the tradition of gun ownership. It goes back to the founding of our country. But I also believe that there can be and must be reasonable regulation. Because I support the Second Amendment doesn't mean that I want people who shouldn't have guns to be able to threaten you, kill you or members of your family And so when I think about what we need to do, we have 33,000 people a year who die from guns. I think we need comprehensive background checks. We need to close the online loophole, close the gun show loophole. There are other matters

that I think are sensible that are the kind of reforms that would make a difference that are not in any way conflicting with the Second Amendment. You mentioned the Heller decision, and what I was saying that you reference, Chris, was that I disagreed with the way the court applied the Second Amendment in that case. Because what the District of Columbia was trying to do was protect toddlers from guns. They wanted people with guns to safely store them, and the court didn't accept that reasonable regulation, but they've accepted many other. I see no conflict between saving people's lives and defending the Second Amendment.

The sentence in line 1, "Well, first of all, I support the second amandment" which was used by the speaker refer to herself. In the piece of speech in line 1 above the speaker uses "first of all" is starting to communicate her speech. In the next speech " I support the second amendment" in line 1 that indicates the speaker want to starting her argument that declare she supports second amandment. The next sentence "I lived in Arkansas for 18 wonderfull years" in line 1 to 2, it not only emphasizes her experience but also gives the reason why she supports the second amandment and her purpose of speech which related to build the audience trust about her experience really happen and what she says was the fact. The sentence in line 3, " But I also believe that there can be and must be reasonable regulation" the purpose of her speech is although in the line 1 she supports second amandment, contrary in this sentence she uses word "but" it is supported by busch, "The speaker can use but to modify a statement, and the adressee can use it to express a contrary opinion" (2002:2). Then the sentence above indicate a speaker begin to gives different reason. The sentence in line 5 to 8 "Because I support the Second Amendment doesn't mean that I want people who shouldn't have guns to be able to threaten you, kill you or members of your family And so when I think about what we need to do, we have 33,000 people a year who die from guns." Hillary Clinton uses the example based her observation on this situation that is in danger. She gives factual information about people who died. Hillary Clinton exposes the actual number of people who died to the audience. However, it is lack of source where she gets the information to make her argument sounds more convincing. The next sentence in line 8 "I think we need

comprehensive background checks". She uses pronoun "we" refer to herself and the audience. The speaker gives her logical and rational argument about second amendment and tries to persuade the audience to agree with her idea. In the sentence in line 11 "You mentioned the Heller decision, and what Iwas saying that you reference, Chris, was I disagreed with the way the court applied the second amandment in that case" the word"you" refer to moderator. The sentence above that indicates Hillary Clinton shows her answer point from the moderator's question, she mention a name. In the piece of speech in line 13 "that case" it is refer to Heller case in 2008. The main idea from the speech is the speaker gives the logical reason that show in line 14 to 17.

The following is Hillary Clinton's statement

> Let me respond to that, because that's horrifying. Every time Donald thinks things are not going in his direction, he claims whatever it is is rigged against him. The FBI conducted a year-long investigation into my e-mails. They concluded there was no case. He said the FBI was rigged. He lost the Iowa caucus. He lost the Wisconsin primary. He said the Republican primary was rigged against him. Then Trump University gets sued for fraud and racketeering. He claims the court system and the federal judge is rigged against him. There was even a time when he didn't get an Emmy for his TV program three years in a row and he started tweeting that the Emmys were rigged.

In line 1 "Let me respond to that, because that's horrifying" indicates that Hillary Clinton responds the issue that given by Donald Trump. She was clarified to the audience about the issue of the use of personal email when Hillary Clinton as a foreign minister. In line 3 to 4 "The FBI conducted a year long investigation into my e-mails" Indicates that Hillary Clinton tells the fact to the audience about issue in her email. She gives information to the audience and she tells the audience more convincing because she talks about the fact that found by FBI.

The following is Hillary Clinton's statement

> I want to make college debt free and for families making less than $125,000, you will not get a division bill from a public college or university if the plan that I've done worked on with Bernie Sanders is enacted. And we're going to work

hard to make sure that it is. Because we are going to go where the money is. Most of the gains in the last years since the great recession have gone to the very top. So we'll have the wealthy pay their fair share. We'll have corporations make a contribution greater than they are now to our country. a plan that has been analyzed by independent experts which said that it could produce 10 million new jobs. By contrast, Donald's plan has been analyzed to conclude it might lose at half million jobs. Why? Because his whole plan is to give the biggest tax breaks ever to the wealthy and to corporations adding $20 trillion to our debt and pausing the kind of dislocation that we have seen before because it truly will be trickle-down economics on steroids. So the plan I have I think will actually produce greater opportunities. The plan he has will cost us jobs and possibly lead to another great recession.

The statement above shows Hillary Clinton toughts to persuade the audience using Logos. She used her logical reason to convinced the audience by inserting the data in line 1, 9, and 11. The sentence in line 10 Hillary Clinton gives the audience an ilustrate about Donald Trump plan in the future. The purpose of the statement above is Hillary Clinton compared her plan better than Donald Trump's plan.

The folowing is also Clinton's statement

Because Roe v. Wade very Clearly sets out that there can be regulations on abortion so long as the life and the health of the mother are taken into account. And when I voted as a senator, I did not think that that was the case. The kinds of cases that fall at the end of pregnancy are often the most heartbreaking, painful decisions for families to make. I have met with women who get the best news for you. I do not think the United States government should be stepping in and making the most personal of decisions. So you can regulate if you are doing so with the life and the health of the mother taken into account.

Clinton responds to Moderator using the word in line 1 to 3"because", she answered the question by moderator and she was mentioned the name of Roe v. Wade as a reference to the question, she explains that the abortion is arranged by taking into account the health and life of the mother. Next clause Clinton using past tense in line 3 "And when I voted as a senator, I did not think that that was the case." The case in this sentence refer to regulations of abortion about when a woman who if not aborted, would endanger her mother's health and life. In the end of this statement,

Clinton attempt to assessing Clinton's thought to the audience with the words in line 7 to 8 "So you can regulate if you are doing so with the life and the health of the mother taken into account". From Clinton's argument above the researcher found repetition in line 2, 8 to 9, "the life and the health of the mother" indicates that the purpose of the speaker is to make audience sure that the Clinton's argument is logical reason and make the idea clearer.

4.1.4 Logos Used in Donald Trump's Argument

The argument belongs to Trump when he debated with Clinton.

> If we put another two or perhaps three justices on, that will happen. And that will happen automatically in my opinion because I'm putting prolife justices on the court. I will say this, it will go back to the states and the states will then make a determination.

Trump says "we" which means he uses pronoun for call himself. "we" can have the purpose of making the status of responsibility not very clear Verderber (2012: 2). Trump uses conditional sentence "if" indicates that he wants to put some justices in the future. The researcher found repetition in the clause "that will happen" twice, in line 1 and 2 the same purpose was seen by repeating the clause in the next sentence by adding "and" as conjunction. In the next sentence he argues by using "in my opinion" indicates that Trump's effort for put two or three justices to protect second amendment. He uses logical reason about he stands on prolife justices in the court, it is emphasizes as an effort that the audience who prolife will support him.

4.1.5 Pathos Used in Hillary Clinton's Argument

> Well, I was upset because, unfortunately, dozens of toddlers injure themselves, even kill people with guns because, unfortunately, not everyone who has loaded guns in their homes takes appropriate precautions. But there is no doubt that I respect the Second Amendment, that I also believe there is an individual right to bear arms. That is not in conflict with sensible, commonsense regulation. And you know, look, I understand that Donald's been strongly supported by the NRA, the gun lobby's on his side, they're running millions of dollars of ads

against me. And I regret that, because what I would like to see is for people to come together and say of course we're going to protect and defend the Second Amendment, but we're going to do it in a way that tries to save some Of these 33,000 lives that we lose every year.

The word from the clause "I was upset" in line 1 that indicates Clinton's feeling. She ellaborate why she was "upset" to answered moderator's question about why Trump said Clinton extremely upset. The researcher found the repetition on Clinton's speech "because" and "unfortunately" in line 1 and 2 indicates that Clinton wants to express her argument and the purpose of those words are she wantsmake clearer about her feeling. She wants to build the audience's feeling.

The Following is also Hillary Clinton's statement.

I strongly support Roe v. Wade, the which guarantees a constitutional right to a woman to the make the most intimate, most difficult, in many cases decisions about her health care that one can imagine. And in this case it's not only about Roe v. Wade. It is about what's happening right now in America. So many states are placing Parenthood, which, of course, provide all kinds of cancer screenings and other benefits for women in our country. Donald has said he is in favor of defunding Planned Parenthood. He even supported shutting the government down to defund Planned Parenthood. I will defend Planned Parenthood. I will defend Roe v. Wade, and I will defend women's rights to make their own health care decisions.

In line 1 "I strongly support Roe v. Wade" indicates that the speaker have the same thought with Roe v. Wade decision. In line 7 to 9, "Donald has said he is in favor of defunding Planned Parenthood. He even supported shutting the government down to defund Planned Parenthood." Clinton states that Trump supports to defund planned parrenthood it emphasizing blocking patients who rely on public health care programs. She uses repetition "Planned Parenthood" in line 8, 9to make clearer her idea about the organisation. Furthermore, Clinton repeats the word "I will defend" in line 8, 9 which has different purpose. The purpose is to defend planned parenthood, defend Roe v. Wade and defend women's right. Here is Clinton's effort to convince

listeners to believe what Clinton hope was related to the mental picture with the use of the word "will".

4.1.6 Pathos Used in Donald Trump's Argument

> The DC v. Heller decision was very strongly and she was extremely angry about it. I watched. She was very, very angry when upheld. And Justice Scalia was so involved, and it was a well-crafted decision, but Hillary was extremely upset, extremely angry, and people that believe in the Second Amendment and believe in it very strongly were upset with what she had to say.

The word from the clause "she was extremely angry" indicate that "she" is refer to Hillary Clinton and "was extremely angry" to show clearly about Clinton's feeling related to The DC v Heller decision. The researcher found repetition of two feeling , "angry" in line 1,line 2 and line 4. "upset" in line 4 and 5, that indicates Trump expects to listener to focus on Clinton's feelings they are upset and angry. He uses "very" , "very strongly", and "extremely" as adverbs before two adjective words that indicate Clinton's feelings. It is emphasizes as an effort to make audience feeling by mention Hillary Clinton's feeling.

The Following is also Trump's statement.

> I think it's terrible if you go with what Hillary is saying in the ninth month you can take the baby and rip the baby out of the womb of the mother just prior to the birth of the baby. Now, you can say that that's okay, and Hillary can say that that's okay, but it's not okay with me. Because based on what she's saying and based on where she is going, you can take the baby and rip the baby out of the womb in the ninth month, only the final day. And that's not acceptable.

The word from the clause in line 1" I think it's terrible" that indicate fear feeling. The clauses show Trump's fear that some terrible things will happen. In the next speech the researcher found for the repetition "can say that that's okay" in line 3 and 4. Therefore it found two different purpose from each clause. The purpose for the first clause is refer to listener, it sign by using "you" in the beginning of the clause, the

purpose for the second clause is for Clinton, it sign by mention a name. The next clause from this sentence in line 4 is "but it's not okay with me" indicates that Trump has contrary opinion by using "but". The use of "but" here to clarify to the listener that between Trump and Hillary have different thoughts, the meaning of this clauses is related to moderator's question about reaction Trump about the late-birth abortion.As can be seen in line 4 above Trump uses the word that Images of tragedy and suggesting that the event is likely. He uses repetition "you can take the baby and rip the baby out of the womb" indicates he expects to listener to focus his ideas about fear feeling.

The following is Donald Trump argument

> President Obama has moved millions of people out. Nobody knows about it, nobody talks about it. But under Obama, millions of people have been moved out of this country, they've been deported. She doesn't want to say that, but that's what's happened. And that's what's happened big league. As far as moving these people out and moving, we have a country or we don't. We're a country of laws. We either have a border or we don't. You can come back in and you can become a citizen, but it's very unfair.We have million of people that did it the right way.They're on line, they're waiting. We're going to speed up the process big league because it's very inefficient. But they're in line and they're waiting to become citizens. Very unfair that somebody runs across the border, becomes a citizen. Under her plan you have open borders. You would have a disaster on trade. And you'll have a disaster with your open borders. What she doesn't say is that president Obama has deported millions and millions of people just the way it is.

The sentence in line 1 "President Obama has moved millions of people out. Nobody knows about it, nobody talks about it" he shows a fact however it is lack of source but from this argument Donald Trump tries to convince the audience about the secret in Obama era. In line 6 to 7 "You can come back in and you can become a citizen, but it's very unfair" he uses "you" refer to the audience. He gives the example reason about injustice problem.

The following is Trump statement when responding to moderator's question.

First of all, she wants to give amnesty, which is a disaster and very unfair to all the people who are waiting in line for many many years. We need strong borders. In the audience tonight we have four mothers of - I mean, those who have been born illegally. You have mothers, fathers, relatives all over the country. They're coming in illegally. Drugs are pouring in through the border. We have no country if we have no border. Hillary wants to give amnesty, she wants to have open borders. As you know, the Border Patrol agency, 16,500-plus ICE last week endorsed me. First time they've ever endorsed a candidate. It means their job is tougher, but they know what's going on. They know it better than anybody. They want strong borders. They feel we have to have strong borders. I was up in New Hampshire, the most complaints of all the trouble by Hillary Clinton and by Barack Obama, all of the problems, the single biggest problem is the heroin that pours across our Southern borders, just pouring and destroying their youth. It's poisoning the blood of their youth and plenty of other people. We have to have strong borders. We have to keep the drugs out of our country. Right now we're getting the drugs, they're getting the cash. We need strong borders. We need absolute - we can not give amnesty. Now I want to build a wall. We need the wall. The border patrol, ICE, they all want the wall. We stop the drugs, we shore up the border. One of my first acts will be to get all of the drug lords, we have some bad, bad people in this country that have to go out. We'll get them out, secure the border, and once the border is secured, at a later date we'll make a determination as to the rest. But we have some bad hombres here and we're going to get them out.

In this initial sentence Trump attempted to influence the listener that the reason why Clinton did not build the southern border that was, because Clinton grants amnesty, giving penalties for immigrants entering the border. Trump uses the word "a disaster and very unfair" in line 1 to gives feel so danger and injustice against the actions of Clinton to the audience. Trump's argument in line 16 to 18, "We have to have strong borders. We have to keep the drugs out of our country. Right now we're getting the drugs, they're getting the cash" He uses argument toshows he gives an example that ICE supports him about have a strong border. In line 11 to 14 Trump tells that when he was in New Hampshire he gained many complaints caused by Hillary Clinton and Barrack Obama.In line 7 to 8 Trump using pathos to appeal the audience emotion and he gave information that all the problems was arised caused by Hillary. Trump attempts to convince listeners of the reason why Clinton did not build a border, not built a border wall, Heroin is still free to circulate and ruin young people. Trump

expects the audience can imagine the danger situation that caused by Clinton and Obama. He uses sentence above and get the listeners' attention to this topic.

4.2 Speech Delivery

In this part, the researcher answers the second question which are about Hillary Clinton and Donald Trump speech delivery in the U.S. presidential debate candidates program. There are two components which are analyzed by the researcher. The components are storytelling and repetition.

As explained by Verderber (2012:07) "The speaker can begin the speech by telling the speaker's experience". Storytelling is important to get the trust from the audience. In the debate candidates, the researcher found that the speech were used storytelling by Hillary Clinton and Donald Trump to tell important points to the audience.

The following is Donald Trump's argument

> So I just left some high representatives of India. They're growing at 8 percent. China is growing at 7 percent. And that for them is a catastrophically low number. We are growing, our last report came out and it's right around the 1 percent level and I think it's going down. Last week, as you know, the end of last week, they came out with an anemic jobs report. A terrible jobs report. In fact, I said is that the last jobs report before the election? Because if it is, I should win easily. It was so bad. The report was so bad. Look, our country is stagnant. We've lost our jobs. We've lost our businesses. We're not making things anymore, relatively speaking, our product is pouring in from China, pouring in from Vietnam, pouring in from all over the world. I've visited so many communities, this has been such an incredible education for me, Chris. I've gotten to know so many I've developed so many friends over the last year. And they cry when they see what's happened. I pass factories that were thriving 20, 25 years ago and because of the bill that her husband signed and she blessed a hundred percent, it is just horrible what's happened to these people in these communities. She can say that her husband did well, but boy, did they suffer as NAFTA kicked in because it didn't really kick in very much but it kicked in

after they left. Boy, did they suffer. That was one of the worst things that's ever been signed by our country. Now she wants to sign transpacific partnership. She lied when she said she didn't call it the gold standard in one of the debates. She totally lied and they fact checked and said I was right.

Donald Trump impersonates the characters in the story that is being told the audience. It makes his speech more fascinating. The purpose of telling the story is to emphasize how his plan to persuade the audience.

The following is Hillary Clinton's argument.

Well, first when I hear Donald talk about that and his slogan is "Make America Great Again." I wonder when he thought America was great. And before he rushes and says "Before you and president Obama were there," I think it's important to recognize that he has been criticizing our government for decades. You know, back in 1987, he took out a $100,000 ad in the New York Times during the time when President Reagan was president and basically said exactly what he just said now, that we were the laughingstock of the world.He was criticizing President Reagan. This is the way Donald thinks about himself, puts himself into, you know, the middle and says I alone can fix it, as he said on the convention stage. But if you look at the debt, which is the issue you asked about, Chris, I pay for everything I'm proposing. I do not add a penny to the national debt. I take that very seriously because I do think it's one of the issues we've got to come to grips with. So when I talk about how we're going to pay for education, how we're going to invest in infrastructure, how we're going to get the cost of prescription drugs down, and a lot of the other issues that people talk to me about all the time, I've made it very clear, we are going where the money is. We are going to ask the wealthy corporations to pay their fair share. And there is no evidence whatsoever that that will slow down or diminish our growth. In fact, I think just the opposite. We'll have what economists call middle outgrowth. We've got to get back to rebuilding the middle class. The families of America. That's where growth will come from. That's why I want to invest in you. I want to invest in your family. And I think that's the smartest way to grow the economy, to make the economy fairer. And we just have a big disagreement about this. It may be because of our experience. He started off with his dad as a millionaire. I started off with my dad as a small businessman.

The researcher also found out that Hillary Clinton uses storytelling to shape the audience's thought and belief. She tries to gain more trust from the audience by telling an issue about negative story of Donald Trump.

Repetition is an element of rhetoric device. It helps the audience more understand about messages from the speaker.

The following is Hillary Clinton's argument.

> As he was talking, I was thinking about a young girl I met here in Las Vegas, Carla, who was very worried that her parents might be deported because she was born in this country but they were not. They work hard and do everything they can to give her a good life. And you're right, I don't want to rip families apart. I don't want to be sending parents away from children. I don't want to see the deportation force that Donald has talked about in action in our country. We have 11 million undocumented people.

In line 4 to 5 Clinton uses repetition "I don't want to" in line 1, 2, indicates that this clause has same purpose to show Hilary Clinton's unwillingness to make bad decision about deportation in Donald Trump's speech.

The following is Donald Trump's argument.

> She is raising the money from the people she wants to control. It doesn't work that way. When I started this campaign, I started it very strongly. It's called make America great again. We're going to make America great. We have a depleted military. It has to be helped. It has to be fixed. We have the greatest people on Earth in our military. Well don't take care off our veterans. We take care of illegal immigrants better than we take care of our military. That can't happen. Our policemen and women are disrespected. We need law and order, but we need justice too. Our inner cities are a disaster. You get shot walking to the store. They have no education, they have no jobs. I will do more for African Americans and Latinos than she can ever do in ten lifetimes. All she has done is talk to the African Americans and to the Latinos. But they get the vote and then they come back, they say we'll see you in four years. We are going to make America strong again. And we are going to make America great again. And it has to start now. We cannot take four more years of Barack Obama. And that's what you get when you get her.

He uses repetition in line 3 and 14 "America great" to give the stressing word that Donald Trump as a president candidate has a power to make America more triumphant than the previous president era. "America Great Again" is Donald Trump's slogan to show his aims and to make his campaign successful.

Speech delivery used by Donald Trump and Hillary Clinton in delivering the ideas, it can be concluded that they uses some successful speech to create an effective speech. Donald Trump and Hillary Clinton uses story telling in the debate candidate. It helps the audience can imagine the situation based on the both of candidates speech. They also uses repetition in their speech. It helps the audience get the important point. The purpose of used repetition is the speaker wants get the audience's attention and the information is important.

4.3 Discussion

The common goal in persuasive speech as in debate candidate in U.S. Presidential election is to persuade the audience's toughts on both of candidates idea, so it comes with a reasonable argument to support the statement. They used ethos, pathos and logos to persuade the audience. Hillary Clinton and Donald Trump deliver their ideas to show their credibility become U.S president. where Donald Trump idea to makes America great again is the interest topic of his speech. Donald Trump used rhetoric proofs which can be explained that Ethos connected with his credibility. A successfull bussinessman and donated many funds to humanity organization becomes powerful tools for Trump to reassuring the audience about his credibility. While ethos appears in the speech of Hillary Clinton ideas to makes kids and families better, increasing American economy is the important topic of her speech. Hillary used Ethos to explained her credibility as U.S Secretary of state and U.S. Senator. Pathos is connected with appealing to the audience by arousing both of candidates emotions. With the help of Pathos, they can get connected emotionally with their audience where the condition of American people that unpleased with the government policy and the figure of Donald Trump and Hillary Clinton which are appropriate with many American citizens want to become their next president. Logos connected to a statement or idea that attempts to persuade the audience as they used many words that show their concern to America and show that the audience and every American is

part of their idea. Logos would bring long lasting impact on the memories of the audience as the result of using language that logically accepted by the audience.

Finally, the analysis through rhetoric proofs is very accurate. The finding ilustrates the persuasive efforts to the audience that shows in Hillary Clinton and Donald Trump's utterances. By uttering rhetoric proofs, Both candidates ilustrates their behaviors to build and maintain their good image as a leader which have implicit and explicit purposes. From the debate, the researcher finds Hillary Clinton and Donald Trump using rhetoric as a tool to allows the audience to see both sides of a case or issue. So the audience can considering who among them is better being U.S. President.