CHAPTER IV

FINDING AND DISCUSSION

This chapter deals with the findings discussion and analysis of the data. To reach the goal of this research by answering statement problems, the researcher uses the theoretical review in chapter II and the procedure of data analysis as written in chapter III for help. In this speech, there are so many utterance indicate the style of Jokowi, the researcher will try to analyze the figurative language by using stylistic and linguistic context

4.1 Figures of speech used in the speech President Jokowi

4.1.1 Anaphora

Anaphora is occured in this piece of speech, According Yule "anaphora is a process to introduce the same estate entities that turned by the antecedent" (1996: 37). as shown below:

First, on behalf of the Indonesian Government and the people of	line 1
Indonesia, I would like to thank you for your coming to my	line 2
presentation. Today, I am happy, I am very happy, to be among with	line 3
you. because you know I was a businessman years ago. So, this	line 4
morning, I am very happy because we can talk about business, about	line 5
investment with all of you.	line 6

The word from the clause "I am happy" which was used by a speaker in formal context refer to himself. In the pieces of speech above, it has repetition in the second clause, the difference is in the second clause contains additional word "very" which serves as an adverb and it gives emphasizing on the word "happy"

that may indicates Jokowi's feeling. He is extreamely happy to welcome the participants of APEC in Indonesia. In the next clause in the piece of speech above also occures repetition of clause 'I am happy' it is not only emphasizing his feeling but also giving the reason why he is happy and his purpose of speech which related to business and investment.

The subsequent analysis, the use of the clauses in the piece of speech above that appeare in the first clause in line 3 and line 5. They are "I am happy" and "I am very happy" which have similar purpose. The purpose are to provide a friendly first impression to the participants and create a good relationship between the speaker and the participants. It is supported by Bonelli's theory that "an anaphor is a linguistic entity that indicates a tie referential for some other linguistic entities in the same text (2001: 70). Then both clauses refer an invitation to merge with Indonesia in business, although "I am happy" appears as an opening and "I am very happy" as an emphasizing of the speaker feeling, those clauses have the main purpose to build a good relationship between the speaker and the participants. So when good relations have been established. The speaker expects the participants would to invest in Indonesia.

In the piece of speech above in line 1, the speaker uses the word "first" is starting to communicate his speech. In the clauses "on behalf of the Indonesian Government and the people of Indonesia" indicate that the speaker is the president of Indonesia and he representatives the people of indonesia. In the next presentation, he says"I would like to thank you for your coming to my presentation". It indicates that he fells proud to given the opportunity to speaks

at the event of APEC. The use of word "today" indicates the moment is precious for this time. The use of the clauses "I am happy, I am very happy to be among with you" indicate that his feeling which happily be with them, The use of the sentence "because you know I was a businessman years ago" indicates that he builds relationship with the audience by stating that he also use to be a businessman. This method creates a similarity between the speaker with the participant, we will be happy if we are hearing story of people who have in common with us. The use of sentence "So, this morning, I am very happy because we can talk about business, about investment with all of you" is indicates that he greeted the CEO, and this presentation is primarily intended for them. And he opened his presentation by explaining the purposes and goals, then they would quickly grasp the purpose of this presentation is about business and investing.

our national oddget on 2018 is 107 chilon obband for 1001	11110 1
subsidy is 27 billion USD. It's huge. So, we want to channel	line 2
our fuel subsidy from consumption to the productive activities,	line 3
From consumptive activities to productive activities. We want	line 4
to channel our fuel subsidy to the farmers for seeds, for	line 5
fertilizers, and also for irrigation. And we want to build the	line 6
dams. 25 dams in 5 years from our fuel subsidy to maintain the	line 7
water supply to the farming area.	line 8
Some subsidy we want to channel to the fishermen, to give	line 9
them boat engines, to give them refrigerators. We want to	line 10
increase the income of the fishermen. Some fuel subsidy we	line 11
want to channel to micro and small enterprises in the villages.	line 12
We want to help them raise their working capital. And some	line 13
subsidy we want to channel to the health program, the	line 14
education program. And the subsidy we want to channel to the	line 15
infrastructure	line 16

line 1

Our national budget on 2015 is 167 billion USDand for fuel

In the two paraghraphs above that were found the repetition of clauses "we want to channel" in line 2, line 4, line 5, line 8, line 10, line 11, line 12, line 13, line 14. the uses of word "we" indicates the speaker as a president of indonesia and as deputy the people of indonesia. The use of the verb "want" indicates that the speaker trying to realize his idea, with shows his plan in 5 years. He was changed our fuel subsidy from consumtive activities to productive activities, such as subsidy to the farmers for seeds, for fertilizers, and also for irrigation, and he builds 25 dams. The use of invinitives "to channel" indicate that the speaker wants to balance the distribution of fuel subsidies in various society activities, in his plans, he explain to channel to farmers and to fishermen.

The use of sentence "Our national budget on 2015 is 167 billion USD and for fuel subsidy is 27 billion USD. It's huge"is indicates that the distribution for fuel subsidy is huge than budget on 2015 is 167 billion USD, The speaker wants to balance the distribution with to cannel in productive activities. The use of sentence "So, we want to channel our fuel subsidy from consumption to the productive activities, From consumptive activities to productive activities" indicate the purposes of speaker to realize his idea. The use of sentence "We want to channel our fuel subsidy to the farmers for seeds, for fertilizers, and also for irrigation. And we want to build dams – 25 dams in 5 years from our fuel subsidy to maintain the water supply to the farming area" indicate the plans of the speaker to prove that his plans could be realized.

The use of clauses "Some subsidy we want to channel to the fishermen, to give them boat engines, to give them refrigerators" indicate the speaker wants to distribution the subsidy especially to fishermen. It means the fuel subsidy is

distribution to the right people and can be useful for productive activities. The use of clause "We want to increase the income of the fishermen" indicates that the distribution of subsidy can increase the income of fishermen so that the life of fishermen become prosperous life can motivate the fishermen to continue to increase productivity. The use of clauses "Some fuel subsidy we want to channel to micro and small enterprises in the villages". They are indicating that the speaker purposes to balance distribution subsidy not only in the city but also in the village. The use of clauses "We want to help them raise their working capital. And some subsidy we want to channel to the health program, the education program. And the subsidy we want to channel to the infrastructure". They are indicate that the speaker purposes to distribution subsidy in all sector, such as business, health, education, build the infrastructure.

The picture shows our Jakarta Port, Tanjung Priok port. In 2009, the capacity is 3.6 million TEUs a year, and our plan in 2017 is around 15 million TEUs a year. This is the potential ports in Indonesia. This is your opportunity. <i>We want to build</i> in Sumatera island, in Kalimantan island, in Java island, in Sulawesi island, in Maluku island, also in Papua island.	line 1 line 2 line 3 line 4 line 5 line 6
And we plan to build our railway track, railway network. Now we have already in Java and we want to build in Sumatera island, in Kalimantan island, in Sulawesi island and also in Papua island. This is your opportunity.	line 7 line 8 line 9 line 10
Now we talk about mass transportation. We want to build our mass transportation in 6 big cities in Indonesia. We have started in Jakarta last year, and we want to build in Medan, Makassar, Semarang, Bandung, Surabaya. So, this is also your opportunity, because you know our national budget is limited.	line 11 line 12 line 13 line 14 line 15
Now we talk about our maritime agenda. We want to build sea toll. What is sea toll? Sea toll is maritime transportation system to make our transportation cost lower, to make our transportation cost more efficient. We want to build from the	line 16 line 17 line 18 line 19

in the piece of speech above found the repetition "we want to build" in line 4 for the first paragraph, in line 8 for the second paragraph, in line 11 and line 13 in the third paragraph, in line 16 and line 19 in the fourth paragraph. Therefore it found four different topics from each paragraph. The topic for the first paragraph is Jakarta Port, The topic for the second paragraph is railway track, the topic for the third paragraph is mass transportation, the topic for the fourth paragraph is sea toll.

The use of the clauses "The picture shows our Jakarta Port, Tanjung Priok port. In 2009, the capacity is 3.6 million TEUs a year and our plan in 2017 is around 15 million TEUs a year". They are indicate that the speaker continue his presentation by providing an overview of the topics that will discussed the oppotunities of business in indonesia. He gives overview that indonesia have the Jakarta Port in 2009 which have the capacity The picture shows our Jakarta Port, Tanjung Priok port. In 2009, the capacity is 3.6 million TEUs a year. He also shows the plan in 2017, he can increase the capacity be 15 million TEUs a year. The use of clause "This is the potential ports in Indonesia" indicates that he repeats to remind the participant that the port in indonesia is potential and provitable. The use of phrases "This is your opportunity" indicates to make the participants always remember that this valuable opportunity and this opportunity can be gained. The use of clauses "We want to build" indicates that the purposes of the speaker to build the business in indonesia. The use of clauses "in Sumatera island, in Kalimantan island, in Java island, in Sulawesi island, in Maluku island,

also in Papua island" . they are indicate that indonesia have huge island, they are supported to increase profitable bussiness in indonesia.

The use of clauses "And we plan to build our railway track, railway network." It indicates that his plan is continued to build in other sector. The use of clauses "Now we have already in Java and we want to build in Sumatera island, in Kalimantan island, in Sulawesi island and also in Papua island" indicate that the purposes of speaker are also to build the railway track and railway network in that islands.

The use of clause "Now we talk about mass transportation" indicates that the continued of his plans is mass transportation. The speaker tried to deliver his idea. The use of clause "We want to build our mass transportation in 6 big cities in Indonesia" indicates that the purposes to build mass transportation in big cities in indonesia. The use of clauses "We have started in Jakarta last year, and we want to build in Medan, Makassar, Semarang, Bandung, Surabaya". They are indicate that the speaker was started to build mass transportation in Jakarta, it is sopported that his plans was realize and he will continue to build in other cities. The use of clauses "So, this is also your opportunity, because you know our national budget is limited" indicate that he is trying to remind the participant to take this oppotunity because they are the investor which can increasing limited budged in indonesia.

The use of clause "Now we talk about our maritime agenda" indicates the continued of his plans is maritime agenda. The use of sentence "We want to build sea toll" indicates he purposes to build sea toll. The use of sentence "What is sea toll? Sea toll is maritime transportation system to make our transportation cost

lower, to make our transportation cost more efficient". They are indicate that he explanation his plans and the purposes build the sea toll to get low costs the transportation. The use of clause "We want to build from the west to the east" indicates that he is starting to build the sea toll from the west to the east, he is trying to show his idea that the sea toll scatters in the whole territory of Indonesia. The use of sentence "We hope not only the vessels can enter oursea toll but also mother vessels can enter the sea toll" indicate that the purposes of speaker to make all vessels can enter in the sea toll. Those are increase provitable. The use of clauses "So, the price, the cost of the transportation is more efficient". they are indicate that the speaker puposes to realize the low cost of the transportation, so, it will increase the users of sea toll and it will increases the business profit. The use of clauses "And we plan to build our railway track, railway network" indicate that his plan is continued to build in other sector.

Many investors, a lot of investors, when they come to me, all	line 1
most of them they always complain about land acquisition. I	line 2
will push my ministers, my governors, my mayors, to help	line 3
clearing this problem. I have experience with land acquisition	line 4
when I was a governor. We have a project, the Jakarta Outer	line 5
Ring Road, started 15 years ago but was stopped 8 years ago,	line 6
because we have a problem here 1.5 kilometers unfinished	line 7
because there is 143 families who do not accept with the	line 8
compensation price. So last year I invite them. I go to them	line 9
then I invite them to lunch and dinner. Four times. Ah, this is	line 10
me. I invite them and then we talk about the problem. Four	line 11
times. Four times meeting. And the problem is cleared.	line 12

In the piece of speech above was found the repetition "Four times" in line 10, line 11 and line 12. They are indicate anaphora. The use of phrases "Four times" indicate that the speaker shows a lot of time used to finish his problem. In

the next repetition "four times" which have emphasizing to remind the participants that he can finished the problem. In the line 12 "four times meeting" indicates that he shows how the way to finish his problem by meeting continuously with the sociaty and he invite them to lunch and dinner.

In the line 1 "Many investors, a lot of investors, when they come to me, all most of them they always complain about land acquisition" indicate that the investors have similar problem are land acquisition. The use of clauses "We have a project, the Jakarta Outer Ring Road, started 15 years ago but was stopped 8 years ago because we have a problem here 1.5 kilometers unfinished because there is 143 families who do not accept with the compensation price" indicate that the speaker shows the reason why project the Jakarta Outer Ring Road was stopped althought it started 15 years ago.

Finally, again on behalf of the Indonesian government and the	line 1
people of Indonesia, I would like to thank you for your	line 2
listening to my presentation. We are waiting for you to come to	line 3
Indonesia. We are waiting for you to invest in Indonesia. Thank	line 4
you. Thank you. Good morning.	line 5

According to the piece of speech above, anaphora was found in line 3 until line 5. The personal pronoun "we" which was used by a speaker in formal context refer to himself and citizen of Indonesia. While it is also used as the subject to describe a group including the speaker and at least one person (http://dictionary.cambridge.org/dictionary/british/we). In the piece of speech above the function of "we" that was mentioned by the speaker to represent people of Indonesia, because he is the president of Indonesia.

The subsequent analysis, the use of the infinitives in the piece of speech above that appeared in the first clause in line 3 until line 4 was found by resercher. Two infinitives are "to come" and "to invest" which have similar purpose although the infinitives are different. The purpose is to invite the participants to merge with Indonesia in bussiness. It is supported by Bonelli's theory that "an anaphor is a linguistic entity that indicates a tie referential for some other linguistic entities in the same text"(2001: 70). Then both infinitives refer an invitation to merge with Indonesia in business, although "to come" appears as an introduction and "to invest" as an closing which has the main purpose to invite the participants to develop and promote the business sectors in Indonesia.

The use of Present Continuous tense in the sentence 'We are waiting for you to come to Indonesia. We are waiting for you to invest in Indonesia' grows the participants perception that the statement is true, because it is still going on. It seems that the pronoun 'we' has started waiting until the moment of stating the utterance. So the repetition of words, phrases and utterances above indicates that there is anaphora and it seems that it is used by the speaker for a certain purpose.

The speaker tried to invite participants to merge with Indonesia in business, the repetitions that appear to give the intended meanings that are emphasized, thus making participants more understand the purpose of the speaker. The speaker used figurative language in his speech at the APEC CEO Summit 2014 in Beijing China, on November 10th 2014, he used anaphora in his speech, because he had a special purpose in every word. That is supported by Vine's theory in speech delivery that finds the utterances of the participants to identify

the purpose behind the speaker utterances (2008: 51). The speaker used anaphora in his speech, because the shape of the language used was simple especially encountered repetition and emphasized the spoken words, so that participants understood the intention of his speech easily. The speaker who is the President of Indonesia speaks this way to promote Indonesia in the world of business.

According to the piece of speech above, anaphora is also found in line 4 until line 5, the phrases are "thank you". They are indicating that the phrases "thank you" shows the speaker feeling. He feels happy for giving the opportunity to deliver a speech at the APEC CEO. The repetition "thank you" indicates that the speaker emphasizes his feeling, addressed to the participants of the APEC CEO.

4.1.2 Simile

Simile is occured in this piece of speech, according Arthur that simile is a figure of speech, in which a more or less fanciful or unrealistic comparison is made, using like or as(1996:935). As shown below:

The picture shows you our map of Indonesia. We have a	line 1
population of 240 million and the distance is like from	line 2
London in UK to Istanbul in Turkey, And imagine, we	line 3
have 17000 islands. 17000 islands.	line 4

The word from the clause "We have a population of 240 million and the distance is like from London in UK to Istanbul in Turkey" the clause above appeares in line 1 until line 3. It was used by a speaker to demonstrate to the

participants of APEC that region of Indonesia also have the potential to progress and develop further in a variety of sectors including the business sector, the economy, development, and technology. the speaker shows that area in Indonesia have the same distance to London in UK to Istanbul in Turkey, where those countries are already more advanced and developed. the speaker wants the participants to join to work together in terms of investment by assuring the participants that with broad and within the area which is almost equal to London in UK to Istanbul in Turkey, will provide benefits for them and more able to develop the business of the Participant in APEC.

The subsequent analysis, simile appeares in the piece of speech above in line 2. The word is "like" which has the function to indicate that this statement is simile. The purpose is to compare two things have in common. Simile appears in the piece of speech above is a form of expression of the speaker compared the two facts that occur within the country where the London in UK to Istanbul in Turkey, it has the potential to advance and well known businesses of the world, the speaker wants to show to the participants that the country Indonesia also has the same potential.

The phrase "we have 17000 islands. 17000 islands" it is clauses is intended to stressing that Indonesia has many islands, it has coined the potential for more advanced and developed in the future later. In the piece of speech above is anaphora, so in the paragraphs occurred two figurative language, first simile which both symploce. The first goal for compare, the second goal emphasizes APEC and reassure participants that Indonesia has the potential for more advanced and developed.

The speaker purposes in his speech and the reason he uses the simile is he shows overview of Indonesia to the participants that Indonesia have a large population, it have a large territory. Through this overview the speaker wants to participants more interest to invest in Indonesia.

4.1.3 Epiphora

Epiphora is repetition of the same word at the end of each clause, as shown below:

The picture shows our Jakarta Port, Tanjung Priok port. In	line 1
2009, the capacity is 3.6 million TEUs a year, and our plan in	line 2
2017 is around 15 million TEUs a year. This is the potential	line 3
ports in Indonesia. This is your opportunity.	line 4
We want to build in Sumatera island, in Kalimantan island, in	line 5
Java island, in Sulawesi island, in Maluku island, also in Papua	line 6
island and we plan to build our railway track, railway network.	line 7
Now we have already in Java and we want to build in Sumatera	line 8
island, in Kalimantan island, in Sulawesi island and also in	line 9
Papua island. <i>This is your opportunity</i> .	line 10

According to the piece of speech above, ephiphora was found in line 4 for the first paragraph and line 5 in the second paragraph. The first discussion on the analysis of this chapter that have been found by researcher, the word from the clauses "this is your opportunity" which was used by a speaker in formal context to invite the participants to join and invest in Indonesia. The word "this" indicates current and important time for the APEC participants to make the choice. The word "your" indicates the addressed to all participants of APEC. The word

"opportunity" indicates to invite participants to join and invest in Indonesia and remind the profit opportunities if joining in Indonesia.

In the pieces of speech above, it has repetition in the last of the first clause and in the last of the second clause, the phrase "This is your opportunity" in the last of the first clause, it has meaning to remind the participants of the APEC CEO and indirectly invite the participants of APEC to join and invest in Indonesia. The first clause, the speaker showed an increase in the economic value that was happening in 2009 and in the long term the speaker gives an overview will continue to increase in subsequent years. In the next clause in the piece of speech above also occures of repetition of clauses 'This is your opportunity' it is not only emphasizing his purposes but also giving the reason why he is repeat the clauses "This is your opportunity" it has meaning that the APEC participants, to not miss the opportunity emerging and his purpose of speech which related to business and investment. The Phrase contained in this second clause, more detailed research to show the area will be built and maintained with him.

The repetition of clauses that appears at the end of the first and second clause, it is found two the different discussion of topics, the topic of the first clause is Jakarta port while in the second clause, the topic is railway track and railway network.it is supported by Hymes theory (1964) states in Brown and Yule (1983:38) propose nine features of context. They are participant, topic, setting, channel, code, message form event, key and purpose. The topic of conversation determines the choice of language. Some topics most likely discussed in a certain language rather than the others. The speaker shows his idea in each paragraph to make participant more interest to merge in bussines of Indonesia.

4.1.4 Anadiplosis

Anadiplosis is repetition on the last word in a line or clause, as shown below:

Some subsidy we want to channel to the fishermen,	line 1
to give them boat engines, to give them refrigerators. We	line 2
want to increase the income of the fishermen. Some fuel	line 3
subsidy we want to channel to micro and small	line 4
enterprises in the villages. We want to help them raise	line 5
their working capital. And some subsidy we want to	line 6
channel to the health program, the education program.	line 7
And the subsidy we want to channel to the infrastructure.	line 8

According to the piece of speech above, Anadiplosis is found in line 7. The first discussion on the analysis of this chapter that have been found by researcher, the phrase is " *the health program, the education program*" indicate that the repetition on the last word is "program". The speaker emphasizes that word to remind the participants of his plans, he is trying realize his idea.

In the line 1 "Some subsidy we want to channel to the fishermen" indicate that the speaker purposes to distribution subsidy to the fishermen. In the line 2 " indicates the used of subsidy to give the fishermen engines and refrigerators. In line 3 "We want to increase the income of the fishermen" indicates the speaker purposes that with fasilitate the fishermen will be increases the salary or income for the fishermen.

In the next clauses "Some fuel subsidy we want to channel to micro and small enterprises in the villages" indicate that the distribution of fuel subsidy equitable in the territory of Indonesia. The use of clauses "We want to help them raise their working capital. And some subsidy we want to channel to *the health program*, *the*

education program. And the subsidy we want to channel to the infrastructure" indicate that the speaker purposes to realize the subsidy in all sector, such as the channel to the health program, the education program and to channel to the infrastructure.

4.1.5 Symploce

Symploce is combination of anaphora and ephiphora in which repetition is both at the end and at the beginning. as shown below:

The picture shows you our map of Indonesia. We have a	line 1
population of 240 million and the distance is like from London	line 2
in UK to Istanbul in Turkey, And imagine, we have 17000	line 3
islands. 17000 islands.	line 4
Now we talk about our maritime agenda. We want to build <i>sea</i>	line 5
toll. What is sea toll? Sea toll is maritime transportation	line 6
system to make our transportation cost lower, to make our	line 7
transportation cost more efficient. We want to build from the	line 8
west to the east. We hope not only the vessels can enter our	line 9
sea toll but also mother vessels can enter the <i>sea toll</i> . So, the	line 10
price, the cost of the transportation is more efficient.	line 11
Electricity. We need power plants. We need around 35,000	line 12
megavolts to build our industries, to build our projects, to build	line 13
our industrial zones, our manufacturing zones. So, we need	line 14
power plants. This is also your opportunity to invest in this	line 15
project. Because we need our power plants for manufacturing	line 16
for industrial zones	line 17
Now we talk business permit. We have <i>national one stop</i>	line 18
service, National one stop office that can help you, that will	line 19
serve you, that will facilitate you, that will give you your	line 20
business permit. For example, principle business permit needs	line 21
3 days to process.	line 22

In the piece of speech above was found symploce in each paragraph. The clauses above appeares in line 3 until line 4 in the first paragraph. In the second

paragraph appeares in line 1, line 2, and line 6. In the third paragraph appeares in line 2 and line 3. In each paragraph was found the fourth different topic. The first topic is map of Indonesia, the second topic is maritime agenda, the third topic is Electricity and the fourth topic is business permit.

In line 4 until line 5 for the first paragraph appeares the clauses "we have 17000 islands. 17000 islands" indicate that speaker shows that the territory of indonesia is large and it have the big potential to businness progress.and the clauses "17000 islands" indicates emphasize meaning. It means to remind the participant that it is precious opportunity and provitable.

In the second paragraph appeares the clause "We want to build *sea toll*." What is *sea toll*? *Sea toll* is maritime transportation system to make our transportation cost lower, to make our transportation cost more efficient" indicate the speaker plans and he purposes to make low cost transportation. The clause above the phrases "sea toll" indicates the symploce. He repeats the phrases "sea toll" to make the participant more interested about his plan. The use of clause "We want to build *sea toll*" indicates the speaker wants to build sea toll because from year of the year the transportation of indonesia be increase. The users of road have alternative option and easily for use the transportation in their activities. The phrases "sea toll" was happened in the piece of speech above during three times. It indicates that sea toll is the plan. It means the speaker wants to realize his idea and he hopes the participants of APEC CEO Interest for merge in indonesia in business. The repetition of phrase "sea toll" gives intended meaning that sea toll is importhant, it is new project which have hight profit in the future.

In the thirth paragraph for the clauses "We need around 35,000 megavolts to build our industries, to build our projects, to build our industrial zones, our manufacturing zones" indicate symploce. The repetition was happened during three times. It means to gives emphasize meaning and he try to suggestion the participant that his plan will profitable. The repetition of invinitive to build indicates the speaker purposes to build in all sectors such as industries, his projects, industrial zone, and manufacturing zone.

In the fourth paragraph appeares the clauses are "We have *national one stop service, National one stop* office that can help you". Those are indicating symploce. It happened in line 1 and line 2. The two repetition "*national one stop*" was happened in this clauses. The uses of the first clause "We have *national one stop service*" indicates the speaker and the people of Indonesia ready to service the investors sustainably. In the next clauses "*National one stop*" it has given emphasizes meaning to remind the participant to not worry if they have problems in business permit.