CHAPTER I
INTRODUCTION

This chapter consists of background of the research, problems of the research, objective of the research, significance of the research, scope and limitation, and definitions of key terms.

1.1 The Background of the Research

Hypnosis is often found among our societies and the environment around us. Hypnosis which appears in today's society is used as entertainment as is done in some television programs and also by therapies available at the clinic of hypnotherapy. Unfortunately, people's understanding of hypnosis in general is still wrong. Nurindra (2008:4) states hypnosis is an art of uttering messages to the people to make them easier to accept and continue it into an act as in messages uttered them. So hypnosis itself focuses on the use of language that is used in the process of hypnosis as well as the use of language when giving suggestions in the hypnotic process to the listener. In this case, in uttering some words in hypnosis is used to make the suggestion be more easily accepted and understood. Every suggestion uttered in hypnosis has a hidden meaning within it. So, the listener is able to accept and get input on the suggestions that have been given. The suggestions given in hypnotic process is associated with the use of language.

In general, language includes suggestive language which can be used to talk for giving input or opinions to the other person. Suggestive language contains the power of hypnotic presuppositions, it is the assumption that intentionally and where the assumption cannot be recognized by the conscious. Gallagher (2008:1)

emphasize that suggestion is a thought, sensation, or action induced without using persuation and without giving rise to in a receptive person. Interestingly this suggestive language can be used not only to yourself, but also can be used to others. For example :

> The speaker says to the hearer, *"Hear my voice."* He listens what the speaker say. *(Action)*
> The speaker says to the hearer, *"It sure feels warm."* He experiences the feeling of warmth. *(Sensation)*
> The speaker says to the hearer, *"You are a very dilligent person."* He thinks to himself, *"I am a dilligent person!" (Thought)*

So, as the researcher analyze, these very simple suggestions can easily bring about an action, sensation or thought. Much more easily is once the hearer has reached the depth of trance too. As Gallagher (2008:1) assumes, it does not require that much depth to accept a suggestion either. The hearer can feel wide awake and hearing all of the suggestion and they will work just fine. So long as the hearer able to receive them in an agreeable state of him.

As far as the researcher's knowledge, the use of suggestive words always has two sides, the side of the subject and the object. The sides of creating the story as a result of different variety point of view, and usually one side that seeks to diminish the other. Therefore, Corbuzier (2005:46) assumes when someone wants to give input including understanding, thinking, or "forcing" indirectly to others, he must first determine whether the object or the other person already has information from another point of view, related to the matters that should be said. If they already have that information, we must use the concept of two sides which shows the wrong side and the reason why it is said to be the wrong side. In this case we need to know what information is desired by a person and can make people believe and do not suspect us. For the example taken from Corbuzier

(2005:46), if a person wants to buy shoes in two different places and incidentally we are the owner of the first store. Then, we find out that he has choice of shoes in a store in different places and he wants to buy it. But another shoes store which has shoes that he wants has the higher price. If this happen, we must incorporate the point of view of the other's shoes so that he can think further to buy shoes in our store. The following is the example:

> *"Sepatu itu memang bagus jika dibandingkan dengan sepatu dari toko yang satunya jual. Tetapi, apa betul harga yang ditawarkan masuk akal untuk sepasang sepatu?"*
> *(The shoe is good if it compared with the other shoe stores sell. But, what is the price that offered axactly reasonable for a pair of shoes?)*

In this case game logic may be taken some advantages to a person in selecting something. In those statements, the owner of the shoes store provides information to the hearer on the two sides of the shoe store. The first store sell and other shoe store sell by showing the weaknesses of the fisrt store as strengths to show the advantages of the owner in other shoe store. (the shoes which is offered by the owner are not as good as in other stores, but the price is more reasonable).

Based on the statements analysis above, suggestion is part of the manipulation art of speech that we can use to put our thought on hearer and cannot be separeted from deception. As Corbuzier (2005:1) explained in his book "Mantra", there are so many language principles in the art of speaking that can be used to incorporate opinions into the minds of others. One of the ways to incorporate opinions is through suggestive words. Suggestive words is in the form of series of words that is used to make the utterance has a strength to drive people to do something. One of the forms to use suggestive words is shown in Derren Brown and Romy Rafael's hypnosis. The researcher chooses to pick the

suggestive word of Derren Brown and Romy Rafael because those two are known as popular hypnotist in their country, Indonesia and England. The researcher uses the suggestive words of Derren Brown and Romy Rafael not the others as the reference because both of them are public figure whose contribution and development in hypnosis was not for merely entertainment but also for daily life. Finally, based on the background above, the researcher wants to give contribution to the analysis of suggestive words, especially in speech act theory and as far as his knowledge.

1.2 Problems of the Research

Based on the background above, the problem of this analysis in this thesis are:

1.2.1 What are the suggestive words used in Romy Rafael and Derren Brown's hypnosis?

1.2.2 How are Derren Brown and Romy Rafael use their suggestive words?

1.2.3 What are the intended meaning of suggestive words in their hypnosis?

1.2.4 Why do Derren Brown and Romy Rafael use suggestive words?

1.3 Objectives of the Research

The aims of the analysis are to find out the meaning, function and affect of Suggestive words in people's life.

1.3.1 To describe the potential of language as a tool to affect humans.

1.3.2 To find out the most approriate form of language to influence human.

1.3.3 To describe and distinguish the various implementations of language as a tool suggestion.

1.3.4 To find out the reason why they use those suggestive words.

1.4 Significance of the Research

This research will give benefits to the readers who seek to analyze how the suggestion works, especially in theoritical and practical in developing of language use in study pragmatics for education and entertainment. By reading this research, the reader will understand about the intended meaning of suggestion, the common of suggestive words and how it works. Moreover, as far as the researcher knowledge, the research which reveal the intended meaning and language use in giving suggestion by using suggestive words are still hard to find. It will give benefits because of offering contribution on linguistic study for further information about language use in *Suggestive Words*.

1.5 Scope and Limitation

This research focuses on suggestive words which is used to change they way people think and act. The scope of this study is analyzing suggestive words by looking at the pragmatics point of view. On the other hand, this research limits this study by analyzing suggestive words in Derren Brown and Romy Rafael's utterances.

1.6 Definitions of Special Terms

To understand the aims of the study, it is necessary that the researcher clarify the key terms found in the topic.

1.6.1   Suggestion

Suggestion is giving a thought, idea, or impression by speaker to the hearer and watchful of the attention, and into the inner conciousness of each individual. (Atkinson, William Walker. 1909:5)

1.6.2   Act

Act is process of doing something for a particular purpose. (Source: http:// http://thinkexist.com)

1.6.3   Mind

The mind is is in the form of cognitive awareness, perception, thinking, learning, reasoning human being in life

(source: http://www.selfknowledge.com/60016)

1.6.4   Belief

Belief refers to knowledge that is distinguished by a stronger level of trust in which one focuses on the premise, or an idea, that he believed to be true. (Article Source: http://EzineArticles.com/1637107)

1.6.5   Deception

Deception involves acting in a way that causes others to believe something, that you or yourself, do not believe it to be true.

(see: truthaboutdeception.com, Ekman, Miller and Stiff).

1.6.6   Hypnosis

Hypnosis is a state of relaxation or concentration where the current state of the human brain can easily receive suggestion and feedback. (Wong & Hakim, 2009:3)

1.7 Organization of the Research

This research is divided into five chapters. Firstly, chapter one is the background of the research which consists of the background of the research, questions of the research, objectives of the research, significance of the research, scope and limitation, definitions of special terms, and organization of the research. Secondly, chapter two is about the review of related literatures which consists of pragmatics, types of utterances, types of sentences, context of situation, speech acts, the component in determining the illocutionary act, types of illocutionary acts, hypnosis and suggestive mode. Thirdly, chapter three is about the method of research. It includes, method of the research, nature of the research, source of the data, technique of data collection, technique of data analysis. Then, chapter four is about findings and discussion presents the results of this research. The last, chapter five is the conclusion and suggestion of the research.