

## **CHAPTER II**

### **REVIEW OF RELATED LITERATURE**

In analyzing the data, it needs some theories. Therefore, this chapter explains theories used in this thesis

#### **2.1 Review of Related Theories**

##### **2.1.1 Pragmatics**

Pragmatics is a part of the linguistic use in studying the ways to understand the intended meaning of an utterance. According to Yule (1996:3), pragmatics is concerned with the study of meaning that is conveyed by the speaker in communication to the hearer to be interpreted. Based on his statements, it uses to study the meaning of an utterance that utters by the speaker which is used in conversation. Mey (2001:6) states that pragmatics is the study of the use of the language used in the communication used by each individual and is determined by the condition of a particular society. Paltridge (2006: 53) states pragmatics as the study of meaning in relation to the social, situational and textual context in which a person is speaking or writing. From those statement the researcher concludes that pragmatics may be defined as the study of people's interaction by taking their social & cultural characteristic into consideration. It can be concluded that in the case of obtaining intended meaning in pragmatics is done through the interpretation of a word, sentence or utterance that utters by a person.

It is possible to conclude that pragmatics concerns with intended meaning in hypnosis, so the theory in pragmatics may be applied to understand in suggestive words in hypnosis, because hypnosis focuses on the use of words and

variation of language by using suggestive words that have a particular meaning in the context of each activity. Hypnosis begins with the interaction between the listener and hypnotist, hypnotist then gives suggestions so that the listener can respond and accept what is presented without saying directly by using words that has intended meaning in it.

### **2.1.2 Types of Utterances**

Austin (1967:47) mentions two types of utterances in communication, performative and constative utterance. These types of utterance are used in speech acts.

#### **2.1.2.1 Constantive Utterance**

Constantive is an action taken to say something (Austin, 1967:132). Therefore, a constative utterance is an utterance which the verb is expressing something and the truth of the utterance can be proved. For example: "Putra is reading." The utterance is made based on the fact that the speaker knew that Putra is reading. Because of that the action of Putra is reading, the speaker can make the statement above, which is utters based on the fact that Putra is reading, and it can be confirmed as a true utterance that can be proved.

#### **2.1.2.2 Performative Utterance**

Performative is not just an act of saying something but also an act of doing something. It used to form an action and it can be characterized based on felicity or infelicity (Austin, 1967:132). For

example “I swear to be wise for this nation.” Based on this example, the utterance of saying “swear” is not just an act of saying statement. It demands the speaker to do a certain act in the future. So that a performative utterance is an utterance which is used to form an action.

### **2.1.3 Types of Sentences**

According to Vanderveken (1990:15) there are five types of sentence as explained below:

#### **2.1.3.1 Declarative sentences**

This kind of sentence is conventionally used to say how things are used to make a statements, such as “This is my phone” and “The plane is flying” From those example, the researcher conclude that declarative sentences is stating the things as it is.

#### **2.1.3.2 Imperative sentences**

The imperative sentence is used to give a command or make a request and to get the hearer to do something. For the example, “Please put the letter on the table” and “Rudi, do all of your homework before you go out to play.” That sentences above show that the speaker wants the hearer to do something as like as the sentence “Rudi, do all of your homework before you go out to play”, it means the speaker wants Rudi to finish his homework before he can go out for play.

#### **2.1.3.3 Interrogative sentences**

Interrogative sentences is a kind of sentence that is used to ask

question. For example, “who are you?” and “are you hungry?” that sentences are used by the speaker intended to get the information from the hearer.

#### 2.1.3.4 Exclamatory sentences

The exclamatory is used to express a strong feeling or emotional state of the speaker. So, it is used to show what the speaker feels. For the example, “What a wonderful place!” and “How big it is!”. Those sentences show the feeling that is felt by the speaker.

#### 2.1.3.5 Conditional sentences

Conditional sentence is used to say something without a strong commitment to the truth of this statement. It is used to say something that has not been done by the speaker according to what is said. For example, "I want it", the speaker do what he says or not, it depends on the speaker.

### **2.1.4 Context of Situation**

Context of situation is an important element in communication that occurs in conversation. According to Cutting's view as cited by Paltridge (2006:54), situational context is defined as the interpretation about information by knowing the situation at the time a communication occurs. From this statement, it can be concluded that the speaker and listener share their background information in understanding utterances in communication. According to Yule (2006:114) context is considered as a condition, at which background of the

information occurred, that influences the interpretation of the expressions. Based on those statements, context can be concluded as something that can not be underestimated when people try to get the real meaning of the information. Setting and function are the examples of context that often arise. Situational background of the location and condition of a person can provide insight in understanding an utterance in communication. Participants also have an important role in communication because if participants are not willing to listen and understand what the meaning, the communication is considered useless.

### **2.1.5 Speech Acts**

A speech does not only have explicit meaning but also the implicit meaning. Implicit meaning can be seen from the actions taken by somebody when he speaks. According to Yule (1996: 47), Speech Acts are group of utterances with a single interactional function or it can be defined as an action which is performed via utterances like apology, complaint, promise, or request. Furthermore, Austin in Cutting (2002:15) states that the speech act is an act that appears when utter something. In general, speech acts are acts of communication that performed by saying something. Austin in Yule (1996: 48) mentions the types of speech act which is performed in a conversation, they are: locutionary, illocutionary, and perlocutionary act. The following are their explanations:

#### **2.1.5.1 Locutionary Act**

A locutionary act is an act of how a person produces the utterance or to produce a meaningful linguistics expression actions. In

the other words, locutionary act is the act of the speaker to produce an utterance. For example: Father saying to you, "Don't go out". That utterance utters as warning you not to go out from home (an illocutionary act), and if you heed warning from your father, he has succeeded in persuading you not to go out (a perlocutionary act).

#### 2.1.5.2 Illocutionary Act

Illocutionary acts is an utterance which has intended meaning when it utters, associated with anyone speak to whom, when, and where the speech acts performed. For example : In uttering the locution "Do you have some sugar?". At the kitchen, the speaker shows the illocutionary act of asking or requesting some sugar, as well as the distinct locutionary act of uttering the interrogatory sentence about the presence of sugar.

#### 2.1.5.3 Perlocutionary Act

Perlocutionary act is a speech acts that utters which is intended to influence or cause the hearer to act or to do something. The following is the example: Consider the utterance "Do you have some sugar?". The function of illocutionary is an *requesting*, while its intended perlocutionary effect might be to impress or show to the hearer to do something. The perlocutionary from utterance above is causing somebody to hand some sugar to the speaker.

## **2.1.6 The Components In Determining an Illocutionary Act**

According to Vanderveken (1990: 104), there are six components for determining an illocutionary act. They are:

### **2.1.6.1 Illocutionary Point**

Illocutionary point used in understanding the presupposition in the utterance that utters to the hearer. Because it focuses on the speaker's utterance in determining the content of the utterance that can be used to determine the content of suggestive words. In this speech uttered by the speaker and the content of speech is always connected with the fact. Vanderveken (1990:104) mentions that there are four direction of fit, they are:

- 1) The words-to-world direction of fit.

In this direction of fit, utterance generated by the speaker in accordance with the facts itself. It can be seen from the content of the speech act (the words) that suitable for the circumstances that existed at that time. Typically, it is occurs in this type of illocutionary act of assertive.

- 2) The world-to-words direction of fit.

In fact it is described that can be changed according to the spoken words. utterance generated by the speaker can affect the facts at that time. So the facts can change according to the content of speech acts (words) spoken by the speaker. It can be found in the directive and commissive illocutionary acts.

- 3) The double direction of fit.

This means that the facts changed to match the content of the words and according to circumstances. This generally occurs in declarative illocutionary acts.

4) The null or empty direction of fit.

In this case, the utterance that produced by the speaker does not represent a state, can also be said that the generated words does not change anything. It usually appears in expressive illocutionary acts.

#### 2.1.6.2 Mode of Achievement

Mode achievement is how speakers convey intent or purpose in his words. It determines how the illocutionary point that must be reached by the speaker in propositional content. For example, in a request, the speaker should give the listener the option of refusal that is used to make the listener do something.

#### 2.1.6.3 Propositional Content Condition

The propositional content condition is the content of the speech uttered by the speaker. For example, the content of the promise must be represented action to be performed after that.

#### 2.1.6.4 Preparatory Condition

Preparatory condition is a condition in which the speaker gave the presupposition that is expressed in his/her utterance. In this case,



the speaker knows the hearer capacity or his/her capacity to achieve the objectives to be achieved in the communication.

#### 2.1.6.5 Sincerity Condition

This is a condition that shows the mental state of the speaker in the propositional content. It can be seen from the honesty and evidence a speaker to do something. For example, when a speaker promising to give something, he would show intent to deliver what he promised.

#### 2.1.6.6 Degree of Strength

Mental state of the speaker in the sincerity condition has different levels of strength depending on the action that taken by the speaker. This can be interpreted if the level of force that generated by the speakers referred to as degree of strength. For example, a speaker who has a strong desire to achieve something will have greater power than those without it.

### **2.1.7 Types of Illocutionary Act**

Yule (1996:48) states that illocutionary act is communicative purpose in the utterance that is performed in the communication. However, this research only use the theory of illocutionary act from Searle. The illocutionary act in speech act itself has its classification. Basically, their classifications of illocutionary act in

speech act are just the same. The following are the classifications by Searle in Cutting (2002:17)

#### 2.1.7.1 Declaration

This is a kind of illocutionary act which can change something by using utterance that is produced to design for a proposition that when the statement so that it is possible to be realized in different kind of situation. For the example: marriage proposals, and appointment. The following is the example of declaration: “I declare you husband and wife”. The utterance changes both the two persons status. The status of the man and the woman change into married as husband and wife.

#### 2.1.7.2 Representative (Assertive)

Representative is a state that binds the speaker to the truth of what is uttered. The utterances that can be classified into representative speech act is a statement of fact, assertion, inference, and the description. When using representative speech act, speaker's utterance accordance to his beliefs or the facts. The following is the example “*The earth is round.*” The utterance shows the fact that the earth is really has a round shape. This is a common fact that everyone knows.

#### 2.1.7.3 Expressive

Expressive is a type of illocutionary act that states something that is felt by the speaker. This reflects the type of speech act

statements may include psychological statements that shows as excitement, difficulties, joy, hatred, pleasure, or misery. When using expressive speech acts, speaker shows what he/she feel. The example is shown by the following utterance: “I’m sorry to hear that.” The utterance shows the empathy of the speaker to the hearer condition. The speaker tries to feel what the hearer feel. Therefore, the hearer will at least lose a bit of their tension.

#### 2.1.7.4 Directive

Directive is a type of illocutionary acts that used by speakers to get someone else to do something. This type of speech act stating what the speaker desires. This speech act includes orders, reservations, requests, and giving advice. The example of directive illocutionary act: “Don’t be naughty!”

That utterance contains a prohibition. It makes the hearer to be a kind person. Maybe this is because the speaker feels disturbed and annoyed with the naughty of the hearer.

#### 2.1.7.5 Commissive

Commissive is an acts are understood by speakers to commit him/her utterance to the actions in the future. For the example: “I promise to buy that house.”

The utterance above is the example of commissive illocutionary act. It shows a promise of the speaker to do something. It also shows

what the speaker has to do in the future to give the evidence.

### 2.1.8 Hypnosis

Hypnosis is a form of condition where a person is relax and responsive accept referrals of others or oneself. As like as in the hypnosis literature that proposed by Wong & Hakim (2009:10), they state Hypnosis is a condition or situation when people or hearer tend to be suggestive to listen and can accept suggetion that given to them. When in such conditions, it means a person will easily receive information or suggestions from others.

According to Nurindra (2008:8), hypnosis is as a communication technique that involves verbal and non-verbal aspects and brings together all the supporting factors including the value of symbols and beliefs. As he states about hypnosis:

*“Hipnosis adalah seni komunikasi persuasive yang ditujukan untuk menyampaikan pesan ke pusat motivasi manusia yang disebut sebagai pikiran bawah sadar.”*

*(Hypnosis is the art of persuasive communication that is intended to convey a message to the central human motivation called the subconscious mind.)*

A state of hypnosis can vary according to the circumstances of a person. A state of hypnosis which is part of the concentration of a condition when a person can absorb information more quickly. Hypnosis condition here means it had suggestive levels, basic suggestion, moderate suggestion, until deep suggestion (deep hypnosis). Basic suggestive level means someone already started receiving, digesting, and record a positive information easily into memory. At receiving the level of being suggestive, a person receives positive information is much faster than basic suggestion. Furthermore, at the deep suggestive level which is also

called trance, one can accept and understand an updated information with ease. In fact, he can immediately understand the purpose of the information quickly.

#### 2.1.8.1 Suggestion

Suggestion is a process whereby a person guiding thoughts, feelings, or behavior of others. James (1909:446) uses words suggest and suggestion in the sense of approaching its meaning in everyday conversation, the word suggest has meaning "giving advice" to others while suggestion refers to mind. According to Wong & Hakim (2009:45), suggestion is about command or giving advice that used to make somebody clearly and easily accept what the speaker say. So, according to their statement, suggestion is the form of some expression, arguments and evidence of performance to make somebody or the hearer accepted and undertand what the speaker said which occurs in a conversation.

#### **2.1.9 Suggestive Mode**

In providing suggestions on the subject during the process of hypnosis, there is a pattern of language that need to be considered in order to determine the success of the hypnotic process that occurs. Based on Wong & Hakim (2009:165), the hypnotic language patterns useful to conduct persuasive suggestions in an activity so that the goal can be achieved. The following are the principal of Suggestive Mode :

##### 2.1.9.1 Client Language Preference

In this case, when communicating with the subject, hypnotists must pay attention to the choice of words, language and phrases that will be

accepted by the subject so that the subject is easy to accept and understand what is desired by the hypnotist.

#### 2.1.9.2 Emotional

In principle, the hypnotist must be able to establish an emotional nuances to make the process of hypnosis successful because they are influenced by the success of a communication whether or not a person is able to foster the emotional nuances in a persuasive communication by providing the right advice.

#### 2.1.9.3 Repetition

Repetition is done by using a combination of words which has the same meaning and repeated as necessary in order to reinforce the suggestions given in hypnosis process so that the subject more quickly and easily accept suggestions that given by hypnotist.

#### 2.1.9.4 Present Tense

At the time of forming a communication need to be given an indirect statement to make subject may receive suggestions given effectively at the moment by using words that relate to the present tense.

#### 2.1.9.5 Personal

The use of the phrase or sentence addressed personally would be more easily accepted by the subject while guiding the hypnotized subject does something. As the use of the name of the greeting "subject name" and the word "you".

#### 2.1.9.6 Progressive

In this principle, giving suggestions in the unity of the sentence

patterns that indicate a gradual condition (step by step) is indispensable. This is necessary in order to help provide clarity suggestions given so easily digested and understood by the subject.

#### 2.1.9.7 Pacing-Leading

By inserting the idea behind the fact suggestions given by the hypnotist would avoid rejection from the subject's mind. This could be the delivery of an idea or suggestion that is reinforced by the fact. It is to make the suggestion to be effective when used in persuasive communication as in hypnosis.

## 2.2 Review of Previous Study

This research reviews other people's studies about the use of suggestive words in hypnosis as a guidance. Vance L. Mellen's study (1994) is about *Hypnosis and Storytelling*. Vance L. Mellen is one of students from Brigham Young University. This study analyzed the comparison between hypnosis and storytelling.

The study of *Hypnosis and Storytelling* wanted to codify the similar phenomena in the technique and methodology between hypnosis and storytelling. Vance L. Mellen used "The Bogeyman" as the example of the story at later he found that there was similar environment between storytelling and hypnosis. Vance L. Mellen concluded that the similarities are more than mere coincidence. Story was a form of trance which invites hypnosis. Using hypnotic techniques in the performance art of storytelling will enhance a natural altered state, enriching the storytelling experience for both performer and audience.

This research, that analyzes suggestive words of Derren Brown and Romy Rafael in hypnosis process, has similarity with the previous study of Vance L. Mellen in the way of analyzing hypnosis. At different point, this research takes the suggestive words within hypnosis as the point of analysis. This research is trying to elaborate the theories grounded from the previous study and tries to develop more about the analysis in the way the researcher examines the use of suggestive words in hypnosis.