

CHAPTER IV

FINDINGS AND DISCUSSION

This finding and discussion chapter consists of three parts: First, it describes the types of speech acts that Jokowi delivered in his selected speeches. Second, it describes Jokowi's reasons for committing illocutionary acts seen from the context of the situation behind the speeches. Third, it describes the prospective perlocutionary effects of the dominant illocutionary acts found in Jokowi's speeches.

4.1. The Types of Speech Acts Found in Jokowi's Speeches Texts

The first objective of this research is to describe the types of speech acts found in Jokowi's selected speeches texts. The data sheets displayed in this finding after reading the speeches transcript, then grouping the transcript excerpts based on the types of speech acts according to Austin's and Searle's theory, and then analyzing the data in order to write the report of the first statement of the problem in this research.

The types of speech acts according to Austin (1962: 108) consist of Locutionary, Illocutionary and Perlocutionary. Locutionary is the act of saying something in the form of the words that are spoken, or "what is said". There are three types of Locutionary acts namely *a declarative* when conveying something, *an imperative* when giving orders and *an interrogative* when asking questions. Meanwhile, Illocutionary act is the intention behind the words. In particular, Searle (1979: 12-20) classifies Illocutionary acts into five categories namely

assertive or representative, directive, commissive, expressive and declarative. Moreover, Illocutioanary Force is the function or action of the utterance. It is the communicative plan or design behind a speaker's statement. Lastly, Perlocutionary act is the effect of an utterance. That is what people want to achieve by saying things like letting the hearers know, doing things, expecting things, showing pleasant feeling and praising.

The data sheet includes two transcripts of Jokowi's speeches. First, as transcript 1 is Jokowi's speech on the World Economic Forum on ASEAN in Hanoi, Vietnam, September 12, 2018. In this speech, Jokowi took the analogy of the "Avengers: Infinity War" movie to illustrate the threats facing the world today. Second, as transcript 2 is Jokowi's speech at the plenary session of the International Monetary Fund (IMF) and World Bank Annual Meetings in Nusa Dua Bali, Indonesia, October 12, 2018. Again, Jokowi dropped another cinematic reference by making a comparison of the current global economic situation with the TV series "Game of Thrones".

There are some abbreviations used in the data sheet below:

T1/P1/L1: Transcript 1/Paragraph 1/Line 1	Asr	: Assertive	
H	: Hearer/Audience	Dir	: Directive
D	: Declarative	Com	: Commissive
In	: Interrogative	Exp	: Expressive
Im	: Imperative	Dec	: Declarative

Table 4.1: The Types of Speech Acts Found in Jokowi's Speeches Texts

Code	Speech Excerpts	Illocutionary Force	Speech Acts								
			Locutionary			Illocutionary					Prospective Perlocutionary
			D	Im	In	Asr	Dir	Com	Exp	Dec	
T1P1L1	Ladies and Gentlemen, <i>Good Morning</i>	Greeting	√						√		H is impressed
T1P1L3	<i>What is happening</i> in the world economy today?	Questioning			√	√					H is attracted
T1P1L3	Is that <i>we are heading toward "Infinity War"</i> .	Asserting	√			√					H is attracted
T1P1L4	Not since the great depressions of the 1930s <i>have trade wars erupted</i> with the intensity that they have today.	Informing	√			√					H is attracted
T1P1L5	But, <i>rest assured</i> , I and my fellow "Avangers" <i>stand ready to prevent</i> "Thanos" from wiping out half of the world's population.	Promising	√						√		H is convinced
T1P2L9	"Thanos" <i>wants to wipe out</i> half of the	Asserting	√			√					H feels

	population. So that, the surviving half will enjoy double the per capita resources.									frightened
T1P2L10	But, there is a fundamental mistake in his underlying assumption. “Thanos” believes that the resources of the planet are limited, are finite.	Asserting	√		√					H feels irritated
T1P2L12	The reality is the resources available to humanity <i>are not finite but infinite</i> . Our resources <i>are not limited but unlimited</i> .	Affirming	√		√					H is convinced
T1P3L14	First, all around us, we see technological progress <i>creating ever greater</i> efficiencies. Technological progress and increasing efficiency are <i>giving us the ability to stretch</i> our resources further than ever before.	Asserting	√		√					H is impressed
T1P3L16	Scientific researches <i>clearly show</i> that all our economies are getting lighter.	Affirming	√		√					H is convinced

	There is less and less physical weight and physical volume to each of our economies.									
T1P3L18	In just the last twelve years, the total weight and volume of television sets, cameras, music players, books, newspapers, and magazines has been replaced by the lightness of Smart phones and Tablets. Large and heavy coal fires of power plant are being replaced by thin and light solar panels and wind turbines.	Informing	√		√					H is attracted
T1P4L23	Second, as our economies developed, they are driven increasingly not by natural resources which are limited but by human talent which is unlimited.	Asserting	√		√					H is impressed
T1P4L25	The 18 th Asian Games and Asian Para Games which we have just hosted in Jakarta were a spectacular showcase of	Informing	√		√					H is impressed

	Asia's human talent. More than 14.000 athletes and 7.000 officials from 45 countries engaged in 40 athletic fields.									
T1P4L27	In the opening and closing ceremonies, thousands of singers, dancers, acrobats, and other artists from Indonesia, India, Korea, and many other countries put on glorious show that included Indonesian Dangdut, Indian Bollywood, and Korean K-POP.	Informing	√		√					H is impressed
T1P5L31	In Indonesia, our human talent, especially our young people <i>are driving</i> a transformational e-commerce and digital economy boom.	Asserting	√		√					H is impressed
T1P5L32	Today, we have four 'Unicorn' start up with million dollars valuation in Indonesia and of course human talent <i>is now also driving</i> the fourth industrial revolution.	Informing	√		√					H is inspired

T1P5L34	On April 4 th of this year, I officially launched our Industry 4.0 Government Program which we called “Making Indonesia 4.0” to share with you, several of my views on industrial revolution 4.0.	Informing	√			√						H is inspired
T1P5L37	First, I believe that this fourth industrial revolution will create more job than it is destroy, not only in long term but even on this short term.	Assuring	√			√						H is convinced
T1P5L39	Second, I believe that this fourth industrial revolution will not increase inequality but instead will reduce inequality, because one important aspect of industry 4.0 is dramatic cost reduction for many products and services which will make those products and services cheaper and more accessible to lower income people.	Assuring	√			√						H is convinced

T1P5L42	Third, I <i>believe</i> that Asian including Indonesia will add the forefront of the fourth industrial revolution.	Assuring	√			√					H is convinced
T1P5L44	During the Asian games, we already showcase a set driving minibus shuttle operating on a trial 5G network but first we <i>must prevent</i> the trade wars from becoming the infinity war.	Urging		√			√				H is doing something
T1P6L47	You might be wondering – <i>Who is “Thanos”?</i>	Questioning			√	√					H is attracted
T1P6L49	“Thanos” is not any individual person. Sorry to disappoint you. <i>“Thanos” is inside all of us.</i> “Thanos” is the misguided belief that in order us to succeed, others must surrender. He is the misperception that the rise of some necessarily means the decline of others.	Asserting	√			√					H is attracted
T1P6L52	Therefore, “The Infinity War” <i>is not only about</i> our trade wars <i>but about</i>	Requesting	√				√				H is doing something

	each and every one of us <i>re-learning</i> the lesson of history that with creativity, with energy, and with collaboration, and with partnership.									
T1P6L55	We, humanity <i>shall enjoy</i> abundance, and we <i>shall produce</i> not “Infinity War” but “Infinite Resources”.	Recommending	√			√				H is doing something
T1P6L56	<i>Thank you</i> very much.	Thanking	√					√		H is impressed
T2P1L1	<i>Honorable</i> Heads of Government and Heads of States, etc.	Greeting	√					√		H is impressed
T2P1L9	<i>Distinguished</i> Ladies and Gentlemen,	Greeting	√					√		H is impressed
T2P1L10	<i>Welcome</i> to Bali, Welcome to Indonesia And <i>welcome</i> to Asia.	Welcoming	√					√		H is impressed
T2P1L13	Bismillahirrahmanirrahim, Assalamu’alaikum Wr. Wb. Om Swastiastu, Namo Buddhaya,	Greeting	√					√		H is impressed

	<i>Greetings</i> of Virtue,										
T2P1L18	First of all, on behalf of the Indonesian people, let me <i>extend my sincere gratitude</i> for the attention, support, and aid from the global community for the people in West Nusa Tenggara (NTB) province and Central Sulawesi province who became the victims of the quake and the tsunami.	Thanking	√						√		H is impressed
T2P1L21	This <i>shows</i> our strong brotherhood, brotherhood for humanity and brotherhood to overcome the problems together.	Affirming	√		√						H is convinced
T2P2L25	Ten years ago, we <i>faced</i> the Global Financial Crisis.	Informing	√		√						H feels frightened
T2P2L25	However, <i>thanks</i> to extraordinary fiscal and monetary policy measures, which <i>required</i> a big political courage, policy makers <i>have saved</i> the world from	Praising	√						√		H is impressed

	global depression which was just around the corner by then.									
T2P2L28	Therefore, allow me <i>to congratulate</i> you on the success in tackling the Global Financial Crisis in 2008.	Congratulating	√					√		H is impressed
T2P2L29	After ten years, we <i>still have to remain</i> vigilant against the escalating risks and in facing global uncertainty, just like what was conveyed by Madame Lagarde, that many problems continue to shadow global economy.	Asserting	√			√				H feels irritated
T2P2L32	The United States <i>is enjoying</i> a rapid growth, but many countries <i>are experiencing</i> weak or sluggish growth.	Asserting	√			√				H feels irritated
T2P2L34	Trade war <i>is on the rise</i> and technology innovation <i>has created</i> turbulence for many industries. Emerging countries are also experiencing a big market pressure. With many global economic	Asserting	√			√				H feels irritated

	problems at hand, suffice to say that 'Winter is Coming.'									
T2P3L39	In the past few decades, advanced economies <i>have encouraged</i> developing countries to open up ourselves and to take part in an open and free trade as well as in an open economy. Globalization and international economic openness <i>have brought</i> substantial benefits, both for developed countries and developing countries.	Informing	√			√				H is attracted
T2P3L43	<i>Thanks to</i> solidarity and aid from advanced countries, developing countries are able to give big contribution for global economic growth.	Praising	√					√		H is impressed
T2P3L44	However, relations among advanced	Informing	√			√				H is attracted

	countries <i>have lately increasingly been like</i> the ones in “The Game of Thrones.” Balance of power and alliance among advanced economics seems to be strained.										
T2P3L47	Weak cooperation and coordination <i>have given rise to</i> a plethora of problems such as the drastic hike in crude oil price and also disruption in currency market experienced by developing countries.	Informing	√			√					H is attracted
T2P4L51	In the TV series “Game of Thrones”, a number of Great Houses and Great Families <i>are fiercely fighting</i> each other to take control of the “The Iron Throne”. “Mother of Dragons” themselves describe the cycle of life. Power struggle between the “Great Houses” is like a big, revolving wheel.	Informing	√			√					H is attracted

	<p>As the wheel revolves, one Great House is in glory, while the other House is facing difficulties, and afterwards, the other House emerges victorious by bringing down the other House. However, they forget, when those Great Houses are busy fighting each other, they are oblivious of a serious threat from the North, an Evil Winter, who aims to decimate and rule all over the world with ice and destruction. With the fear of this Evil Winter threat, they are finally aware that, it does not matter who sits on the “Iron Throne”.</p>										
T2P4L61	<p>What matters is a collective power <i>to overthrow</i> the Evil Winter <i>to prevent</i> global disasters from happening and to prevent the world from turning into a</p>	<p>Recommending</p>	<p>√</p>				<p>√</p>				<p>H is doing something</p>

	barren and devastated land that brings misery for all of us.									
T2P5L65	We <i>are</i> in the face of the <i>increasingly rising</i> global threats.	Asserting	√			√				H feels frightened
T2P5L65	Climate change <i>has increased</i> the intensity of storms and typhoons from the United States to the Philippines. Plastic waste in seas all over the world has also polluted food supply in many places.	Informing	√			√				H feels irritated
T2P5L68	These global threats - which have been growing rapidly - <i>can be surmounted only if</i> we cooperate.	Recommending	√				√			H is doing something
T2P5L69	Only five days ago in the Intergovernmental Panel on Climate Change or IPCC, the United Nations Secretary General Mr. Guterres <i>made a renewed call for all of us</i> that the time has come for us to take action in a	Urging	√				√			H is doing something

	massive scale <i>to prevent</i> global destruction due to climate change that is out of control.									
T2P5L73	We <i>have to immediately boost</i> annual investment globally by 400% for renewable energy.	Urging	√				√			H is doing something
T2P5L74	Therefore, we <i>have to join</i> hands to save our lives.	Recommending	√				√			H is doing something
T2P5L75	Therefore, we <i>have to ask</i> ourselves: is it the right time for rivalry and competition?	Questioning			√	√				H is doing something
T2P5L76	<i>Once again</i> , is it the right time for rivalry and competition?	Urging			√		√			H is doing something
T2P5L76	Or <i>is it the right time for</i> cooperation and collaboration?	Urging			√		√			H is doing something
T2P5L77	<i>Are we too busy to compete and attack</i> each other that we fail to be aware of big threats that shadow all of us?	Urging			√		√			H is doing something

T2P5L79	<i>Have we failed to be aware</i> of the big threats faced by rich countries and poor countries alike?	Urging			√		√				H is doing something
T2P5L80	<i>Big countries or small countries?</i>	Urging			√		√				H is doing something
T2P6L82	Next year, we <i>will watch</i> the Season Finale of “Game of Thrones”.	Predicting	√			√					H is convinced
T2P6L82	<i>I can predict</i> how the story will end.	Affirming	√			√					H is attracted
T2P6L83	<i>I believe the story will end with</i> a moral lesson that confrontation and disputes will bring suffering, not only for the losers, but also for the winners.	Predicting	√			√					H is convinced
T2P6L85	<i>It is only when victory is celebrated and loss is lamented</i> do both parties realize that the outcome of both triumph and loss in a war will remain the same, a devastated world.	Predicting	√			√					H is convinced
T2P6L87	<i>It is pointless to</i> celebrate triumph	Predicting	√			√					H is convinced

	amidst destruction. It is pointless to become the biggest economic power amidst a sinking global economy.									
T2P6L89	<i>Let me reiterate</i> that we have entered the final season in the fight over the global economic expansion replete with rivalry and competition.	Affirming	√		√					H is convinced
T2P6L90	The situation <i>could be worse than</i> the global financial crisis ten years ago.	Predicting	√		√					H feels frightened
T2P6L91	<i>We depend on all of you</i> , global fiscal and monetary policy makers, to maintain the global cooperation commitment.	Requesting	√			√				H is doing something
T2P6L93	<i>I fervently hope</i> that you will contribute in urging world leaders to appropriately respond to this situation.	Urging	√			√				H is doing something
T2P6L94	Fiscal and monetary policies that <i>are able to cushion against</i> the impacts of the global trade, technology disruption,	Requesting	√			√				H is doing something

	and market uncertainty, are needed.										
T2P6L96	It <i>is also my hope</i> that these Annual Meetings can be productive.	Requesting	√				√				H is doing something
T2P6L97	I <i>hope</i> all of you can absorb the energy from and be inspired by natural beauty in Bali and Indonesia, to produce clarity in heart and mind in improving the global condition of global finance for the sake of our common good.	Requesting	√				√				H is doing something
T2P6L101	<i>Thank you</i>	Thanking	√						√		H is impressed
T2P6L102	<i>Wassalamualaikum warrahmatullahii wabaraktuh</i>	Closing	√						√		H is impressed

The data sheet above shows 70 excerpts which contain speech acts. They show difference frequency in terms of their occurrence. The detail frequency of the locutionary acts, illocutionary acts, and perlocutionary acts are displayed on tables below.

Table 4.2: The Frequency of Locutionary Acts Found in Jokowi's Speeches Texts

No	Locutionary Acts	Frequency	Percentage
1	Declarative	60	86%
2	Imperative	2	3%
3	Interrogative	8	11%
Total		70	100%

Table 4.2 shows that the dominant locutionary acts found in Jokowi's speeches texts is declarative as it has a total percentage 86% while 11% is interrogative and 3% is imperative. The result is in line with the basic character of a speech which should be informative and persuasive. The informative speech can help the audience to comprehend a subject better while the persuasive speech can convince the audience to accept the speaker's point of view. It is different from seminar or workshop where the keynote speaker uses many imperative sentences in order to make the audience mastered the certain topic or skill. It is also in contrast to dialogue of a play which contains many interrogative sentences to construct interactive conversation among the casts.

A declarative locutionary act is when the speaker conveys something. Jokowi on his selected speeches provided much enlightenment regarding the current global economic situation. He conveyed various information and ideas on

how to overcome the economic global threats today. Here are some excerpt samples of declarative locutionary acts performed by Jokowi in his speeches.

First, all around us, we **see** technological progress creating ever greater efficiencies. Technological progress and increasing efficiency **are giving** us the ability **to stretch** our resources further than ever before (Transcript 1, Paragraph 3, Line 14).

In Indonesia, our human talent, especially our young people **are driving** a transformational e-commerce and digital economy boom (Transcript 1, Paragraph 5, Line 31).

This **shows** our strong brotherhood, brotherhood for humanity and brotherhood to overcome the problems together (Transcript 2, Paragraph 1, Line 21).

The United States **is enjoying** a rapid growth, but many countries are experiencing weak or sluggish growth (Transcript 2, Paragraph 2, Line 32).

We **are** in the face of the increasingly rising global threats (Transcript 2, Paragraph 5, Line 65).

We **depend on** all of you, global fiscal and monetary policy makers, **to maintain** the global cooperation commitment (Transcript 2, Paragraph 6, Line 91).

An interrogative locutionary act is when the speaker asks question. Jokowi on his selected speeches stated several questions to the audiences to get their attention. The interrogative sentences are actually rhetorical sentences which actually do not need to be answered. It is because mostly speech is a one-way communication. The questions are more about attracting the audiences whose are the policy makers to think for a moment on how to solve various global economic problems today. At the same time, Jokowi makes the audiences curious about his answers which portray his perspective. The following are excerpt samples of interrogative locutionary acts performed by Jokowi in his speeches.

What is happening in the world economy today? (Transcript 1, Paragraph 1, Line 3).

Therefore, we have to **ask** ourselves: **is it** the right time for rivalry and competition? (Transcript 2, Paragraph 5, Line 75).

Are we too busy to compete and attack each other that we fail to be aware of big threats that shadow all of us? (Transcript 2, Paragraph 5, Line 77).

An imperative locutionary act is when the speaker gives order. There are only few sentences in Jokowi's selected speeches which indicate as imperative sentences. However, those are more like recommendation than orders. It is because the speech occasion is on international economic forum which support by a collective power. Here are some excerpt samples of imperative locutionary acts performed by Jokowi in his speeches.

During the Asian games, we already showcase a set driving minibus shuttle operating on a trial 5G network but first we **must prevent** the trade wars from becoming the infinity war (Transcript 1, Paragraph 5, Line 44).

We, humanity **shall enjoy** abundance, and we **shall produce** not "Infinity War" but "Infinite Resources" (Transcript 1, Paragraph 6, Line 55).

Table 4.3: The Frequency of Illocutionary Acts Found in Jokowi's Speeches Texts

No	Illocutionary Acts	Illocutionary Force	Frequency	Percentage
1	Assertive	a. Informing	12	31%
		b. Asserting	11	29%
		c. Affirming	5	13%
		d. Predicting	5	13%
		e. Assuring	3	7%
		f. Questioning	3	7%

	Total		39	55%
2	Directive	a. Urging	9	50%
		b. Requesting	5	28%
c. Recommending		4	22%	
	Total		18	26%
3	Commissive	a. Promising	1	2%
4	Expressive	a. Greeting	4	34%
		b. Thanking	3	25%
		c. Praising	2	17%
		d. Welcoming	1	8%
		e. Congratulating	1	8%
		f. Closing	1	8%
		Total		12
5	Declarative	--	0	0%
Total General			70	100%

Table 4.3 above shows that the frequency of illocutionary acts found in Jokowi's speeches texts consists of assertive, directive, commissive, and expressive. Assertive has the highest frequency of occurrence 39 of 70 (55%). It is followed by directive, expressive, and commissive which occurred respectively 18 of 70 (26%), 12 of 70 (17%), and 1 of 70 (2%). There is zero declarative illocutionary acts because both of the speech occasions are on the international economic forum which uphold collective decisions, not orders from one party. Moreover, it takes the special circumstance to perform a declarative illocutionary act. It is done by someone in a specific institutional role and context. By taking a

declarative act, a president can change the world. For instance, a declaration of war on terrorism stated in 2001 by President of United States of America, George W. Bush.

Referring to the data on the table 4.3 above, the various types of illocutionary acts found in Jokowi's speeches texts which consist of assertive, directive, commissive, and expressive are elaborated as follows.

4.1.1. Assertive

Assertive is the statement which can be verified as true or false. It leads the speaker to the truth of the proposition being expressed. Jokowi had used mainly assertive acts on his selected speeches which occur 39 of the total 70 illocutionary acts frequency. From the total assertive percentage (55%), it consists of several illocutionary forces which mean the communicative plans or the design behind the speaker's statements, they are: 31% of informing, 29% of asserting, 13% of affirming, 13% of predicting, 7% of assuring, and 7% of questioning. Among those five of verbs associated with the assertive act, informing is the most dominant act. A more detailed explanation is described below.

Informing is the dominant assertive acts performed by Jokowi in his speeches. The information deals with the new trend of economic commodity which are not only based on natural resources but also based on optimizing the use of technology and creativity of human resources. As a result, there are some opportunities for developing countries to compete in an open global economy. Here are some samples of informing acts presented by Jokowi in his speeches.

In just the last twelve years, the total weight and volume of television sets, cameras, music players, books, newspapers, and magazines **has been replaced** by the lightness of Smart phones and Tablets. Large and heavy coal fires of power plant **are being replaced** by thin and light solar panels and wind turbines (Transcript 1, Paragraph 3, Line 18).

Today, we have four ‘Unicorn’ start up with million dollars valuation in Indonesia and of course human talent **is now also driving** the fourth industrial revolution (Transcript 1, Paragraph 5, Line 32).

Asserting is the second highest assertive acts performed by Jokowi in his speeches. The asserting act is confirming information which performed by saying some claims on something. For instance, Jokowi made some claims on the rising economic global threats which still shadow the most of developing countries as presented in the following speech excerpt.

After ten years, we **still have to remain** vigilant against the escalating risks and in facing global uncertainty, just like what was conveyed by Madame Lagarde, that many problems continue to shadow global economy (Transcript 2, Paragraph 2, Line 29).

Affirming also belongs to the assertive act found in Jokowi’s speeches. The affirming act is an ensuring statement which performed by emphasizing an idea. The data show that Jokowi performed some affirmations about the unlimited resources, the industrial revolution, and the importance of global cooperation to compete in global economic expansion. These ideas are displayed in the following speech excerpt.

The reality is the resources available to humanity **are not finite but infinite**. Our resources **are not limited but unlimited** (Transcript 1, Paragraph 2, Line 12).

Predicting is another assertive act which Jokowi performed in his speeches in order to give his views on possible future economic conditions to the audiences. He stated a possibility of a devastated world and a global financial crisis if many

Asian policy makers do not immediately agree to a global economic cooperation as presented in the following excerpt.

The situation **could be worse than** the global financial crisis ten years ago (Transcript 2, Paragraph 6, Line 90).

Assuring is assertive act which also found in Jokowi's speeches. These are convincing statements which show his beliefs in something. He assured the audience that the concept of industrial revolution will create more jobs, reduce economic inequality, and make Asian countries as the foremost leader. This is supported by the following data.

I **believe** that this fourth industrial revolution **will create** more job than it is destroy, not only in long term but even on this short term (Transcript 1, Paragraph 5, Line 37).

I **believe** that this fourth industrial revolution will not increase inequality but instead **will reduce** inequality, because one important aspect of industry 4.0 is dramatic cost reduction for many products and services which **will make** those products and services cheaper and more accessible to lower income people (Transcript 1, Paragraph 5, Line 39).

Questioning is also belongs to assertive acts found in Jokowi's speeches texts. An interrogative sentence is used to convey this act. Referring to the research findings, Jokowi occasionally used question sentences to get the audience attention. In that way, he could deliver the messages effectively. He conveyed some issues such as the challenges of the global economy today and the way to overcome them by holding global economic cooperation and avoiding unfair competition as shown in this speech excerpt below.

What is happening in the world economy today? (Transcript 1, Paragraph 1, Line 3).

Therefore, we **have to ask** ourselves: is it the right time for rivalry and competition? (Transcript 2, Paragraph 5, Line 75).

4.1.2. Directive

Directive is the statement asking the hearer or the audience to do something. Jokowi had performed 26% of directive acts on his speeches which the frequency occurrence 18 of 70 excerpts of illocutionary acts. From the total percentage of directive act, it consists of several illocutionary forces which are 50% of urging, 28% of requesting, and 22% of recommending. Among those three verbs associated with the directive act, urging is the most dominant act. A more detailed explanation is given below.

Urging is the directive act found most frequently in Jokowi's speeches texts. He encouraged the audiences to take concrete actions immediately to stand ready facing various challenges in the current global economy. Also, the encouragement statements are in both forms of affirmative and interrogative sentences. These are displayed in the following speech excerpts.

We have to immediately boost annual investment globally by 400% for renewable energy (Transcript 2, Paragraph 5, Line 73).

Once again, is it the right time for rivalry and competition? Or **is it the right time for** cooperation and collaboration? (Transcript 2, Paragraph 5, Line 76).

Requesting is directive act which also found in Jokowi's speeches. The word request has the implication of asking the hearer or audience to do something in a non-authoritarian way. He demanded the global fiscal and monetary policy makers to maintain the global cooperation commitment in order to defeat the trade war as exposed in these speech excerpts below.

Therefore, "The Infinity War" **is not only about** our trade wars **but about** each and every one of us **re-learning** the lesson of history that

with creativity, with energy, and with collaboration, and with partnership (Transcript 1, Paragraph 6, Line 52).

It is **also my hope** that these Annual Meetings can be productive (Transcript 2, Paragraph 6, Line 96).

Recommending also belongs to the directive act found in Jokowi's speeches. It provides more suggestions than commands. Several recommendations were given in his speeches such as the advice to generate infinite resources to enjoy economic wealth. He also gave suggestion to the audiences or the hearer to join hands to overcome the global economic threats which have been growing rapidly. Here are some samples of recommending acts conveyed by Jokowi in his speeches.

We, humanity **shall enjoy** abundance, and we **shall produce** not "Infinity War" but "Infinite Resources" (Transcript 1, Paragraph 6, Line55).

These global threats - which have been growing rapidly - **can be surmounted only if we cooperate** (Transcript 2, Paragraph 5, Line 68).

4.1.3. Commissive

Commissive is the statement which commit to a course of action. It binds the speaker to a specific future action. Promising is one of the various forms of this act. The data show that commissive act is the least used by Jokowi in his speeches which only occur once (2%). He gave only one promise to the hearers or audiences. This fact is acceptable because Jokowi realized that the main mission of the leader's speech in international economic forum is not about transmitting political promises for his own interest. It is more about encouraging the audiences or the hearer to make a collective commitment for a brighter future.

Jokowi committed as the leader of Indonesia, as one of many developing countries to stand ready preventing the most challenging global economic threats. He called this common enemy as “Thanos” who was defined as the misguided belief of the most countries that in order to succeed, others must surrender. These are displayed in the following speech excerpt.

But, **rest assured**, I and my fellow “Avangers” **stand ready to prevent** “Thanos” from wiping out half of the world’s population (Transcript 1, Paragraph 1, Line 5).

4.1.4. Expressive

Expressive is the statement that expresses a psychological position about a state of affairs. The purpose of expressive acts is to express sincerity and sympathy of the speaker. This act is a part of manners in a formal speech. From the total expressive act percentage (17%), it consists of several illocutionary forces which are: 34% of greeting, 25% of thanking, 17% of praising, 8% of welcoming, 8% of congratulating, and 8% of closing. A more detailed explanation is described below.

Greeting belongs to the expressive act which is basically part of a speech structure. The speaker usually greets the audiences at the beginning of the speech by saying “Good morning”. Jokowi was not only greeting but also saluting. He mentioned “Ladies and gentlemen”, “Honorable”, and “Distinguished ladies and gentlemen”. Right after that, he moved to the topic that he wanted to deliver. The greeting function is also to attract the audiences’ attention because they are addressed by the speaker. These are displayed in the following speech excerpt.

Ladies and Gentlemen, **Good Morning** (Transcript 1, Paragraph 1, Line 1).

Honorable Heads of Government and Heads of States (Transcript 2, Paragraph 1, Line 1).

Distinguished Ladies and Gentlemen (Transcript 2, Paragraph 1, Line 9).

Assalamu'alaikum Wr. Wb., Om Swastiastu, NamoBuddhaya, **Greetings** of Virtue(Transcript 2, Paragraph 1, Line 13).

The next act that belongs to the expressive act is thanking. It is commonly expressed both at the beginning and at the end of the speech. Jokowi said his gratitude for the audiences for the attention, support, and aid. This act function is also as opening and closing mark of the speech as exposed in these speech excerpts below.

Thank you very much (Transcript 1, Paragraph 6, Line 56).

First of all, on behalf of the Indonesian people, let me **extend my sincere gratitude** for the attention, support, and aid from the global community for the people in West Nusa Tenggara (NTB) province and Central Sulawesi province who became the victims of the quake and the tsunami (Transcript 2, Paragraph 1, Line 18).

Welcoming is also the expressive act found in Jokowi's speeches. he conveyed his pleasure since he got an opportunity to share his ideas to all the audiences who are the mostly the prior policy makers. As the leader of the host country, he enthusiastically welcomed the audience to show the beauty of Indonesia as shown in this excerpt.

Welcome to Bali, Welcome to Indonesia. And **welcome** to Asia (Transcript 2, Paragraph 1, Line 10).

Praising, congratulating, and closing are the least acts which include the expressive act found in Jokowi's speeches. The acts were conveyed to give

pleasure to the audiences because of their achievements in tackling the global financial crisis and also to feel optimistic that this forum will provide great benefits for developing countries as exposed on the excerpts below.

However, thanks to extraordinary fiscal and monetary policy measures, which **required** a big political courage, policy makers **have saved** the world from global depression which was just around the corner by then(Transcript 2, Paragraph 2, Line 25).Praising

Therefore, allow me **to congratulate** you on the success in tackling the Global Financial Crisis in 2008(Transcript 2, Paragraph 2, Line28).Congratulating

Wassalamu'alaikum warahmatullahi wabarakatuh (Transcript 2, Paragraph 6, Line 102).

4.2. The Reasons of Presenting the Illocutionary Acts Viewed from the Contexts of Situation

The second objective of this research is to describe Jokowi's reasons for committing illocutionary acts seen from the context of the situation behind the speeches. It is answered by intensely interpreting words, phrases, and sentences considering the concept of felicity condition and the context of situation.

Felicity condition is a proper condition which is needed in carrying out speech acts so that they can be recognized as intended. In line with this concept, the context is also an essential element in the interpretation of a speech. It helps understand what the speaker is intending. Holmes' context theory used in this research consists of the following components: (1) participants: who is speaking and who are they speaking to; (2) setting or social context of the interactions: where are they speaking; (3) topics: what is being discussed about; and (4) function: why are they speaking. A more detailed explanation is described below.

The first event in which Jokowi delivered his speech is World Economic Forum on ASEAN in Hanoi, Vietnam, September 12, 2018. The participants include not only about 900 political, business, academic and civil society leaders in the region, but also a group of 75 outstanding ASEAN start-ups. The state leaders who also act as the speakers are Nguyễn Xuân Phúc (Prime Minister of Vietnam), Samdech Techo Hun Sen (Prime Minister of Cambodia), Joko Widodo (President of Indonesia), Tun Dr Mahathir bin Mohamad (Prime Minister of Malaysia), Aung San Suu Kyi (State Counselor of Myanmar), Lee Hsien-Loong (Prime Minister of Singapore) and Rodrigo R. Duterte (President of Philippines).

This forum was actually held on 11-13 September 2018 with the theme “ASEAN 4.0: Entrepreneurship and the Fourth Industrial Revolution”. As a group, the 10 countries that make up ASEAN are the fifth largest economies in the world. It is a region that has undergone an extraordinary transformation in the half a century since its founding, and is now in the spotlight as global power shift to Asia. The forum agenda are focus on the innovations needed to drive the region through the next phase of growth. From tech unicorns to tensions in the South China Sea, the biggest opportunities and obstacles lie ahead. Furthermore, the forum also discussed strategic issues of national and regional interest under three thematic pillars: Entrepreneurship to build new approaches to regional and global governance; Entrepreneurship to strength economic and business dynamism; and Entrepreneurship to construct social inclusion (www.weforum.org).

The second event in which Jokowi conveyed his speech is the plenary session of the International Monetary Fund (IMF) and World Bank Annual

Meetings in Nusa Dua Bali, Indonesia, October 12, 2018. Participants include central bank governors, ministers of finance and development, members of parliament, private sector executives, representatives from civil society organizations and academics. The Annual Meeting of the two financial institutions is the largest meeting in the fields of economy, finance and development at the global level that brought collectively government parties (Finance Ministers and Central Bank Governors) from 189 countries and non-government parties managing global finance and economy (<https://klcfiles.kemenkeu.go.id>).

The Annual Meetings is held on 8-14 October 2018. Every three years, it is held in one of the member-countries that receives the most support from other countries through an open voting process. The main agenda of the meeting was to discuss issues of global concern, including the world economic projection, global financial strength, jobs and growth, economic development, aid effectiveness, poverty suppression and climate change (<https://meetings.imf.org>).

As the host country for this prestigious event, Indonesia used this opportunity to show the world about its various potential resources. Even more, Bali could be the great showcase to impress the world about economics, craft and culture. They can have a quick view of Indonesia. The world has to know that Indonesia is the largest Muslim majority democracy and the world's fourth most populous nation which highly upholds tolerance for diversity. Also, Indonesia successfully hosted for world-class events in 2018. They are: (1) Asian Games, Asia's largest sport event that was held in Jakarta and Palembang, in August-September 2018; (2) Asian Para Games, Asia's sport festival for persons with

disabilities between 6 and 13 October 2018 in Jakarta; (3) The Annual Meetings of International Monetary Fund & World Bank Group in Nusa Dua, Bali, on 8-14 October 2018, And (4) Our Ocean Conference, a meeting on maritime affairs that was attended by eight Heads of State on 29-30 October 2018, also in Bali. The four events went well and received appreciations from many parties.

On the other hands, during the last few weeks before the meetings, the Indonesian people were hit by the earthquake and tsunami disaster on the island of Sulawesi. This context of situation could be a trigger to make collaboration among members country in managing aid effectiveness to speed up the recovery.

Referring to the context and research data of Table 4.3 above, the types of illocutionary acts found in Jokowi's speeches texts consists of assertive, directive, commissive, and expressive. Assertive has the highest percentage (55%). It is followed by directive, expressive, and commissive which occurred 26%, 17% and 2%. The descriptions below explain the reasons for performing each type. ★

The most dominant illocutionary act found in Jokowi's speeches texts is assertive (55%) which consists of informing (31%), asserting (29%), affirming (13%), predicting (13%), assuring (7%), and questioning (7%). Among those five of verbs associated with the assertive act, informing is the most dominant act. It is because he wants to attract the audiences by informing some current global economic trends and challenges to lead their framework to his point of view. Specifically, he wants to give background information why change has to be made since he realized that the world has change. Experiencing the national change may provide opportunities for other countries to take parts for mutual benefits. By

doing this act, he can transmitted the agenda which he has formulated as shown in the following speech excerpt below.

In the past few decades, advanced economies **have encouraged** developing countries to open up ourselves and to take part in an open and free trade as well as in an open economy. Globalization and international economic openness **have brought** substantial benefits, both for developed countries and developing countries (Transcript 2, Paragraph 3, Line 39).

The second highest assertive act performed by Jokowi in his speeches texts is asserting. The reasons of performing this act because he wants to let the audience feel the same awareness on the rising economic global threats which still shadow the most of developing countries as presented in the following speech excerpt.

We **are** in the face of the **increasingly rising** global threats (Transcript 2, Paragraph 5, Line 65).

Affirming is the next assertive act performed by Jokowi in his speeches because he wants to verify the importance of global cooperation to compete in global economic expansion as displayed in the following excerpt.

Let me reiterate that we **have entered** the final season in the fight over the global economic expansion replete with rivalry and competition (Transcript 2, Paragraph 6, Line 89).

Another assertive act which Jokowi performed in his speeches is predicting. The reason is because he wants to convince the audiences who are the prior policy makers among developing countries to immediately agree for a global economic cooperation. He made some horrific predictions in order to frighten the audience if they do not make it happen soon as presented in the following excerpt.

It is only when victory **is celebrated** and loss **is lamented** do both parties realize that the outcome of both triumph and loss in a war **will remain** the same, a devastated world (Transcript 2, Paragraph 6, Line 85).

Assuring is assertive act which also found in Jokowi's speeches. Based on the context, he performs this act because he wants to let the audience know about his beliefs which show his optimism of economic equality among nations through the fourth industrial revolution as supported by the following data.

I **believe** that Asian including Indonesia **will add** the forefront of the fourth industrial revolution (Transcript 1, Paragraph 5, Line 42).

Questioning is also belongs to assertive acts found in Jokowi's speeches texts. He performs this act because of two reasons: first, he wants to grasps the audience attention by making the attractive questions. Second, he wants to emphasize certain issues and confirm the participation by asking question to the audience as shown in this excerpt below.

Therefore, we **have to ask** ourselves: is it the right time for rivalry and competition? (Transcript 2, Paragraph 5, Line 75).

The second type of illocutionary acts presented by Jokowi in his speeches texts is directive which occur 26%. It consists of 50% of urging, 28% of requesting, and 22% of recommending. A more detailed explanation is given below.

Urging is the directive act found most frequently in Jokowi's speeches texts. He performed this act because he wanted to encourage and insist the audiences to take concrete actions immediately to stand ready facing various challenges in the current global economy as shown in the following excerpt.

I **fervently hope** that you **will contribute** in urging world leaders to appropriately respond to this situation (Transcript 2, Paragraph 6, Line 93).

Requesting is directive act which also found in Jokowi's speeches. The reason why he performed this act is to build trust among the nations that developing countries also have the potential strength to avoid the trade war. He wants to gather the global cooperation commitment as exposed in this speech excerpt below.

We depend on all of you, global fiscal and monetary policy makers, **to maintain** the global cooperation commitment (Transcript 2, Paragraph 6, Line 91).

Recommending also belongs to the directive act which Jokowi performed in order to provide some recommendations to the global fiscal and monetary policy makers to join hands to overcome the global economic threats as displayed in this excerpt below.

Therefore, we **have to join hands** to save our lives (Transcript 2, Paragraph 5, Line 74).

The third type of illocutionary acts found in Jokowi's speeches texts is commissive which only occur once (2%). It is because he understands that the act of promising is not the prior in the international forum. He committed as the leader of Indonesia, as one of many developing countries to stand ready preventing the most challenging global economic threats. it sounds like more about encouraging instead of promising the audiences or the hearer to make a collective commitment for a brighter future as displayed in this excerpt below.

I and my fellow "Avangers" **stand ready to prevent** "Thanos" from wiping out half of the world's population (Transcript 1, Paragraph 1, Line 5).

The last type of illocutionary acts found in Jokowi's speeches texts is expressive which occur 17%. It consists of several illocutionary forces which are: 34% of greeting, 25% of thanking, 17% of praising, 8% of welcoming, 8% of congratulating, and 8% of closing. These acts performed because he wants to create bonding and empathy to the audience. As a result, the message of the speeches may be conveyed smoothly and seep into the mind and soul of the audiences. Specifically when he stated his gratitude to the global economic leaders for the attention, support, and aid for the disaster which hit Indonesia few past weeks before the meeting as stated in this excerpt below.

Let me **extend my sincere gratitude** for the attention, support, and aid from the global community for the people in West Nusa Tenggara (NTB) province and Central Sulawesi province who became the victims of the quake and the tsunami (Transcript 2, Paragraph 1, Line 18).

4.3. The Prospective Perlocutionary Effects of the Dominant Illocutionary Acts Found in Jokowi's Speeches

The third objective of this research is to describe the prospective perlocutionary effects of the dominant illocutionary found in Jokowi's speeches. These are answered by deeply analyzing the types of perlocutionary acts according to Austin's theory. The supporting data are in the form of some government policies (politic, economy, or socio-cultural) which were related to those selected speeches based on the political discourse concept.

In addition, the effects of the speeches are also analyzed using the distinctive element of this study, namely cinematic reference. The characters, plots, and moral values of the cinematic references used in the speeches provided

the scenarios which can be used to predict the prospective effects done by the hearer or the audience. First, Jokowi took the analogy of the “Avengers: Infinity War” movie to illustrate the threats facing the world today in his speech on the World Economic Forum on ASEAN in Hanoi, Vietnam, September 12, 2018. Second, he dropped another cinematic reference by making a comparison of the current global economic situation with the TV series “Game of Thrones” in his speech at the plenary session of the International Monetary Fund (IMF) and World Bank Annual Meetings in Nusa Dua Bali, Indonesia, October 12, 2018.

Table 4.4: The Frequency of Prospective Perlocutionary Acts Found in Jokowi’s Speeches Texts

No	Prospective Perlocutionary Acts	Frequency	Percentage
1	H is doing something	19	27%
2	H is impressed	17	24%
3	H is convinced	12	17%
4	H is attracted	11	16%
5	H feels irritated	5	7%
6	H feels frightened	4	6%
7	H is inspired	2	3%
Total		70	100%

Table 4.4 above shows the frequency of perlocutionary acts found in Jokowi’s speeches texts. *Hearer is doing something* has the highest percentage which occur 27%. It is followed by *Hearer is impressed* (24%), *Hearer is convinced* (17%), *Hearer is attracted* (11%), *Hearer feels irritated* (7%), *Hearer feels frightened* (6%) and *Hearer is inspired* (3%).

Referring to the research findings, the dominant illocutionary acts found in Jokowi's speeches texts are assertive (55%) and directive (26%). The assertive act consists of informing, asserting, affirming, assuring, questioning and predicting while the directive act consists of urging, requesting and recommending. The connection pattern between the illocutionary acts and the perlocutionary acts are drawn as described below.

The perlocutionary acts represent an outcome or by-product of speaking whether intentional or not. Among those assertive acts, informing and asserting has the highest frequency which occur 31% and 29%. As a result, the prospective perlocutionary effects which occur are the hearers or the audiences are attracted and impressed by the information given then they are inspired to have or to do something as shown in these excerpts below.

The 18th Asian Games and Asian Para Games which we have just hosted in Jakarta were a spectacular showcase of Asia's human talent. More than 14.000 athletes and 7.000 officials from 45 countries engaged in 40 athletic fields. In the opening and closing ceremonies, thousands of singers, dancers, acrobats, and other artists from Indonesia, India, Korea, and many other countries put on glorious show that included Indonesian Dangdut, Indian Bollywood, and Korean K-POP (Transcript 1, Paragraph 4, Line 25).

On April 4th of this year, I officially launched our Industry 4.0 Government Program which we called "Making Indonesia 4.0" to share with you, several of my views on industrial revolution 4.0 (Transcript 1, Paragraph 5, Line 34).

By knowing that information, the audiences are both attracted and impressed. They feel amaze of the potency of human resources which also developing countries had today. They are also enthusiast of the new economic trend which is industrial revolution 4.0. It provides the inspiration for other

countries to boost policies related to human resource development program and technology-based creative economy.

There is also an assertive act which makes the audiences feel irritated or frightened of the information given. But, this feeling is deliberately generated by the speaker so that the audiences take some precaution as intended. For instance, these excerpts give the information which intentionally could irritate or even frighten the hearer in order to lead the audiences to act in preventing the global financial crisis and trade war.

“Thanos” wants to wipe out half of the population. So that, the surviving half will enjoy double the per capita resources (Transcript 1, Paragraph 2, Line 9).

Trade war is on the rise and technology innovation has created turbulence for many industries. Emerging countries are also experiencing a big market pressure. With many global economic problems at hand, suffice to say that ‘Winter is Coming’ (Transcript 2, Paragraph 2, Line 34).

Ten years ago, we faced the Global Financial Crisis (Transcript 2, Paragraph 2, Line 25).

Affirming, assuring, questioning and predicting are the type of assertive acts which potentially convince the audiences about something as intended by the speaker. For example, when Jokowi convinced the audiences about the potential economic threats and the way to avoid them or when he predicts that even a winner countries will also suffering if there is no economic cooperation as stated in these excerpts below.

What is happening in the world economy today? Is that we are heading toward “Infinity War” (Transcript 1, Paragraph 1, Line 3).

I believe the story will end with a moral lesson that confrontation and disputes will bring suffering, not only for the losers, but also for the winners (Transcript 2, Paragraph 6, Line 83).

The following dominant illocutionary act which consists of urging, requesting and recommending is directive act. It has a possible perlocutionary effect which is the hearer is doing something. The audiences may perform some actions because of the ideas conveyed by the speaker is very provoking. They will immediately agree to the idea of creating a collective power and nurturing collaboration and partnership to breakdown many economic barriers as displayed in the following excerpts.

Therefore, “The Infinity War” is not only about our trade wars but about each and every one of us re-learning the lesson of history that with creativity, with energy, and with collaboration, and with partnership (Transcript 1, Paragraph 6, Line 52).

What matters is a collective power to overthrow the Evil Winter to prevent global disasters from happening and to prevent the world from turning into a barren and devastated land that brings misery for all of us (Transcript 2, Paragraph 4, Line 61).

As an enrichment analysis, the effects of the speeches are also analyzed using the distinctive element of this study, namely cinematic reference. First, Jokowi took the analogy of the “Avengers: Infinity War” movie to illustrate the threats facing the world today in his speech on the World Economic Forum on ASEAN in Hanoi, Vietnam, September 12, 2018. In the beginning, Jokowi build the same perception about the definition of some terms used. “Thanos” used to personify the greed of each state to become superiors to others. The audiences may have initially mistaken for thinking Thanos is a developed country such as United States of America, China or Russia. “The infinity war” used to portray the current global economic situation in which limited natural resources are contested among nations such as petroleum, natural gas and coal. And “Avengers” are

meant the countries that are committed forming collective power to gain economic equality among nations as displayed in these excerpts below.

You might be wondering – Who is “Thanos”? “Thanos” is not any individual person. Sorry to disappoint you. “Thanos” is inside all of us. “Thanos” is the misguided belief that in order us to succeed, others must surrender. He is the misperception that the rise of some necessarily means the decline of others (Transcript 1, Paragraph 6, Line 47).

“Thanos” wants to wipe out half of the population. So that, the surviving half will enjoy double the per capita resources (Transcript 1, Paragraph 2, Line 9).

I and my fellow “Avangers” stand ready to prevent “Thanos” from wiping out half of the world’s population (Transcript 1, Paragraph 1, Line 5).

Second, Jokowi dropped another cinematic reference by making a comparison of the current global economic situation with the TV series “Game of Thrones” in his speech at the plenary session of the International Monetary Fund (IMF) and World Bank Annual Meetings in Nusa Dua Bali, Indonesia, October 12, 2018. At first, Jokowi developed the same perception about the definitions of some terms used. “The Game of Thrones” used to illustrate the trade war among nations which caused emerging countries experiencing a big market pressure from developed countries. “Evil Winter” used to show the economic hardest time today because of the global financial crisis. “Great Houses” used to point up the developed countries which are enjoying the rapid growth among others. These are supporting by the following excerpts.

Trade war is on the rise and technology innovation has created turbulence for many industries. Emerging countries are also experiencing a big market pressure. With many global economic problems at hand, suffice to say that ‘Winter is Coming’ (Transcript 2, Paragraph 2, Line 34).

However, relations among advanced countries have lately increasingly been like the ones in “The Game of Thrones.” Balance of power and alliance among advanced economics seems to be strained (Transcript 2, Paragraph 3, Line 44).

In the TV series “Game of Thrones”, a number of Great Houses and Great Families are fiercely fighting each other to take control of the “The Iron Throne”. “Mother of Dragons” themselves describe the cycle of life. Power struggle between the “Great Houses” is like a big, revolving wheel. As the wheel revolves, one Great House is in glory, while the other House is facing difficulties, and afterwards, the other House emerges victorious by bringing down the other House. However, they forget, when those Great Houses are busy fighting each other, they are oblivious of a serious threat from the North, an Evil Winter, who aims to decimate and rule all over the world with ice and destruction. With the fear of this Evil Winter threat, they are finally aware that, it does not matter who sits on the “Iron Throne” (Transcript 2, Paragraph 4, Line 51).

The use of these famous cinematic references which are “Avengers: Infinity War” and “Game of Thrones” may double the effects to the hearer’s actions because of several reasons. First, the audience is more interested in familiar and entertaining things, especially in serious formal forum. It is such a refreshing anomaly. Second, the audience simply understands the messages conveyed by using setting, plot, and character of the movie as analogy. The use of evil characters from the movie and series as an analogy to global threats and challenges creates the “Common Enemy” that the audiences as policy makers must fight together. The last, the feeling of participating in a situation depicted just like when watching a movie can encourage the audiences’ action to do something as intended.

