

CHAPTER IV

FINDINGS AND DISCUSSION

This chapter is divided into two sections. The first section shows the finding in regard to the first question, the types of politeness strategies used in the *Pride and Prejudice* novel. The information discovered is related to the novel's positive politeness methods and influence factors, and it is provided in terms of frequency and percentage. The second half is the discussion where elaboration are put forth. This section goes into detail on the positive and negative politeness methods, as well as the impact factors identified in the novel *Pride and Prejudice*. There are also several examples for the analysis to help clarify the explanations.

4.1 Research Findings

This section is divided into two parts. The first section covers the findings for the type of positive politeness strategies employed by major characters in the novel *Pride and Prejudice*, and the second section describes the factors underlying the major characters preference in using certain politeness strategies. The researcher discovered 16 data of positive politeness strategies and 23 data of negative politeness strategies from the research item.

4.1.1 The Politeness strategy employed

Table 4.1
The Positive and Negative Politeness Strategies

Positive Politeness	1	Pay attention to the speaker's (interest, wants, requirements, commodities, etc.)	Negative Politeness	1	Adopt a customarily indirect stance
	3	Increase the listener's interest in the speaker's contribution		2	Don't take compliance for granted. Ask, then hedge
	5	Seek consensus on secure subjects		3	Express pessimism about your capacity or willingness
	6	Steer clear of conflict		4	To reduce the burden
	7	Assert, promote, and presuppose shared ground		5	Be respectful
	10	Make an offer and a promise		6	Express regret
	12	When the speaker truly means "you" or "me", he can employ this strategy's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs.		8	Cite the FTAs as an illustration of a general principle
	13	Give or ask for explanations		10	Declare yourself to have incurred a debt or to not have incurred one
	14	Insist on reciprocity			
15	Goods, sympathy, understanding, and cooperation				

From table 4.1, it can be seen that for positive politeness that appears or is used the most are pay attention to the speaker's (interest, wants, requirements, commodities, etc.), increase the listener's interest in the speaker's contribution, assert, promote, and presuppose shared ground, make an offer and a promise, when the speaker truly means "you" or "me", he can employ this strategy's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs., give or ask for explanations, insist on reciprocity, goods, sympathy, understanding, and cooperation. While for negative politeness the most often appears or is used are adopt a customarily indirect stance, don't take compliance for granted. ask, then hedge, express pessimism about capacity or willingness, to reduce the burden, be respectful, cite the FTAs as an illustration of a general principle, declare oneself to have incurred a debt or to not have incurred one.

4.1.2 The Types of Strategies

This section is divided into two parts. The first part describes the positive politeness strategies by major characters in the novel *Pride and Prejudice*, and the second part describes the negative one. Each part explain how often the politeness strategies are used by the main character in terms of frequency and percentage.

4.1.2.1 Positive Politeness Strategies

Table 4.2 below contains descriptions related to the use of positive politeness strategy in the *Pride and Prejudice* novel. The frequency of occurrence and percentage of total data are shown in the table.

Table 4.2
Positive Politeness Strategy by Major Characters

No	Positive Politeness Strategies	Frequency	Percentage
1	Pay attention to the speaker's (interest, wants, requirements, commodities, etc.)	2	12,5%
2	Be dramatic (interest, approval, sympathy with)		
3	Increase the listener's interest in the speaker's contribution	1	6,26%
4	Utilizing in-group identification indicators in speech		
5	Seek consensus on secure subjects	1	6,26%
6	Steer clear of conflict	1	6,26%
7	Assert, promote, and presuppose shared ground	1	6,26%
8	Crack a joke to lighten the mood		
9	Assert or imply aware of and care		
10	Make an offer and a promise	2	12,5%
11	Have faith that the FTAs		
12	When the speaker truly means "you" or "me", he can employ this strategy's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs.	1	6,26%
13	Give or ask for explanations	1	6,26%
14	Insist on reciprocity	4	25%
15	Goods, sympathy, understanding, and cooperation	2	12,5%
Total		16	100%

Table 4.2 demonstrates that 10 of positive politeness strategies are used by major characters in the *Pride and Prejudice* novel. The findings clearly reveal that the characters employ ten of positive politeness strategies. There is the use of six strategies appear once each: Increase the listener's interest in the speaker's contribution; Seek consensus on secure subjects; Steer clear of conflict; Assert, promote, and presuppose shared ground; When the speaker truly means "you" or "me", he can employ this strategy's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs; and Give or ask for explanations. The use of three strategies appears twice: Pay attention to the speaker's (interest, wants, requirements, commodities, etc.); Make an offer and a promise; Goods, sympathy,

understanding, and cooperation. One strategy appears more than four at the highest position (Insist on reciprocity). While the strategy that does not appear are: be dramatic (interest, approval, sympathy with); Utilizing in-group identification indicators in speech; Crack a joke to lighten the mood; Assert or imply aware of and care; Have faith that the FTAs. It's because the major character frequently employed Insist on reciprocity.

4.1.2.2 Negative Politeness Strategies

The descriptions in the table 4.3 below pertain to the data finding of negative strategies in the novel *Pride and Prejudice*. The table shows their frequency of occurrence and percentage of total data.

Table 4.3
The Negative Politeness Strategy by Major Characters

No	Negative Politeness Strategies	Frequency	Percentage
1	Adopt a customarily indirect stance	3	13,4%
2	Don't take compliance for granted. Ask, then hedge	2	8,7%
3	Express pessimism about your capacity or willingness	5	21,7%
4	To reduce the burden	2	8,7%
5	Be respectful	4	17,4%
6	Express regret	4	17,1%
7	Impersonalize the speaker and the listener. It can be polite to keep the identity of the speakers and listeners secret during a conversation		
8	Cite the FTAs as an illustration of a general principle	1	4,3%
9	Nominalize to put the actor further away and to create formality		
10	Declare yourself to have incurred a debt or to not have incurred one	2	8,7%
Total		23	100%

Table 4.3 indicates that 8 of negative politeness strategies are used by major character in the *Pride and Prejudice* novel. The finding is showed that the

characters employ eight positive politeness strategies. One strategy appears once (Cite the FTAs as an illustration of a general principle), one strategy appears three times (Adopt a customarily indirect stance), three strategies appear twice (Don't take compliance for granted. Ask, then hedge, to reduce the burden, Declare yourself to have incurred a debt or to not have incurred one), two strategies appears four times (Be respectful, Express regret) and one strategy appears more than five at the highs (Express pessimism about your capacity or willingness). While the strategy that does not appear are: The approach of Impersonalize the speaker and the listener. It can be polite to keep the identity of the speakers and listeners secret during a conversation and Nominalize to put the actor further away and to create formality.

4.1.3 The factors influence the major character preferences in Pride and Prejudice in using certain politeness strategies.

This section is divided into two parts. The first part come up with the positive politeness strategies factor influence the major characters in the Pride and Prejudice novel, and the second part come up with the negative one. Each part explains how often the politeness strategies factor are used by the main characters in terms of frequency and percentage.

4.1.3.1 The factor influence of using positive politeness strategy

Based on Brown and Levinson theory (1978) there are three factors that influence the use of polite language, namely: Social distance, Power and Degree of Impositions. The table 4.4 below displays the phenomenon of elements that happened in the data connected to positive politeness strategy in the Pride and Prejudice novel.

Table 4.4
The factors influence of positive politeness strategies

No	Factors	Frequency	Percentage
1	Social distance	11	36,7%
2	Power	13	43,3%
3	Degree of impositions	6	20%
Total		30	100%

As shown in Table 4.4, the factors influenced by major character in using positive politeness strategies. It accounts for Social distance occurs 11 (36,7%), Power 13 (43,3%) and Degrees of Impositions 6 (20%) for total of 100%. It turns out that what influences the most is the Power. The reason is because if someone can restrain or control his power or position, his ego will drop so that he tends to produce or express positive polite language and vice versa.

4.1.3.2 The factor influence of using negative politeness strategy

There are factors that influence the major characters in *Pride and Prejudice* novel in using certain positive politeness strategy. The table 4.5 below displays the phenomenon of elements that happened in the data connected to negative politeness strategy in the *Pride and Prejudice* novel.

Table 4. 5
The factors influence negative politeness strategies

No	Factors	Frequency	Percentage
1	Social distance	12	37%
2	Power	9	29,7%
3	Degree of impositions	10	33,3%
Total		30	100%

Table 4.5 shows the factors influenced by major character in influencing the major characters in using negative politeness strategies. Totally there are 30 of the 39 politeness strategies used. it accounts for social distance occurs 13 (37%),

Power 8 (29.7%) and Degrees of Impositions 9 (33,3%) for total of 100%. It turns out that what influences the most is social distance, in this context the reason is because the farther a person's social distance, the more awkward they are so that the language of politeness that is produced tends to be negative and vice versa.

4.2 Discussion

This section provides in depth explanations on findings includes some examples to back up. First, it deals with identify the politeness strategies used by the major character in the *Pride and Prejudice* novel. Second, it describes the factor influence the major character preferences in using certain politeness strategies in the novel *Pride and Prejudice* in. Further explanation will be reviewed as follows.

4.2.1 Positive Politeness Strategies Versus Negative Politeness Strategies

In this section, it is described in detail about which types of positive and negative politeness strategies appear the most and which are only occasionally also the reasons.

4.2.1.1 Positive Politeness Strategies

The analysis demonstrates that positive politeness methods are utilized in conversations between participants who aim to please the hearer's pleasant face while minimizing the threat of the FTA in their demands. The protagonists in the novel *Pride and Prejudice* used four of the fifteen positive politeness methods: strategies (1). Pay attention to the speaker's (interest, wants, requirements, commodities, etc.), (3). Increase the listener's interest in the speaker's

contribution, (5). Seek consensus on secure objects , (6) Steer clear of conflict, (7) Assert. Promote, and presuppose shared ground, (10) Make an offer and promise, (12) When the speaker truly means “you” or “me” he can employ this strategy inclusive “us” form to invoke the cooperative presumption and recutify FTAs., (13) Give or ask for explanations, (14) Insist on reciprocity and (15) Goods, sympathy, understanding and cooperation. These ten strategy are provided here, together with data examples to demonstrate their application in context.

1. Pay attention to the speaker’s (interest, wants, requirements, commodities, etc.)

This strategy implies that the speaker should pay attention to certain aspects of hearer condition (noticeable changes, remarkable possession, anything which looks as though the hearer would want the speaker to notice and approve of it).

C-1/P-1/01

Darcy :

Dear Miss Elizabeth, I am sure my attentions have been too marked to be mistaken. Almost as soon as I entered the house I singled you out as the companion of my future life.

Lizzy :

(cont'd) But before I am run away with my feelings perhaps I may state my reasons for marrying. Firstly, that it is the duty of a clergyman to set the example of matrimony in his parish. Secondly, that I am convinced it will add greatly to my happiness, and, thirdly, that it is at the urging of my esteemed patroness Lady Catherine that I select a wife.

Darcy :

My object in coming to Longbourn was to choose such a one from Mr Bennet's daughters, for I am to inherit the estate and such an alliance will surely suit everyone. (drops to his knee) And now nothing remains for me but to assure you in the most animated language of the violence of my affections.

Darcy's remark demonstrated his increased interest in Lizzy. Darcy desired Lizzy's attention. Furthermore, he explained why he should marry and how he came to choose Lizzy. Darcy did it so Lizzy would be interested in Darcy and accept him as her husband. Darcy, on the other hand, admired Lizzy, so he kept

her cheerful demeanor. Darcy expressed some of his desires to increase the interest in his own contribution to the discourse by telling a wonderful story. Darcy employed vivid explanation or description as the speaker. As a result, it could bring Lizzy's right into the heart of the events being discussed, even if only symbolically.

Social distance diluting as well as ego and social status positions. In fact, the relationship between a person from the nobility (Darcy) and a woman from among the common people/lower people feels more intense and intimate. Darcy can convey/express wishes or in speaking. Besides that, Lizzy is a smart woman, and she understands boundaries and knows what to respect. By keeping Power to a minimum, Darcy showed where he came from while still providing opportunities or freedom of opinion and expressing his opinion, so that Lizzy felt free to express her opinion and felt being attended to.

C-17/P-114/11

Darcy to Lizzy:

'Are you consulting your own feelings in the present case, or do you imagine that you are gratifying mine?'

The speaker asks for clarification of the listener's answer about two reasons that need attention. And the listener gives an answer to his concern.

Power appears here because the speaker has the right to get answers from the listeners

1. Increase the listener's interest in the speaker's contribution.

In this strategy, the speaker discloses some of his desires in order to pique the listener's interest in the speaker's own contribution to the conversation by telling a compelling narrative. The speech may merely remedy an imbalance by emphasizing the speaker's sincerity, but there also appears to be an element of

aiming to boost the appeal of the conversational contributions by expressing them forcefully.

C-1/P-1/01

Darcy :

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Lizzy :

(cont'd) But before I am run away with my feelings perhaps I may state my reasons for marrying. Firstly, that it is the duty of a clergyman to set the example of matrimony in his parish. Secondly, that I am convinced it will add greatly to my happiness, and, thirdly, that it is at the urging of my esteemed patroness Lady Catherine that I select a wife.

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minimum, Darcy showed where he came from while still providing opportunities or freedom of opinion and expressing his opinion, so that Lizzy felt free to express her opinion and felt being attended to.

5. Seek consensus on secure subjects

This strategy is about findings to agree with the hearer that is another trait of making a claim to common ground with the speaker.

C-55/P-428/16

Mr. Bannet to Jane:

'Jane, I congratulate you. You will be a very happy woman.'

'You are a good girl;'

'and I have great pleasure in thinking you will be so happily settled. I have not a doubt of your doing very well together. Your tempers are by no means unlike. You are each of you so complying, that nothing will ever be resolved on; so easy, that every servant will cheat you; and so generous, that you will always exceed your income.'

The father provides a sense of security and comfort, gives confidence to his daughter for happiness after marriage. He doesn't even have to think about wealth and the best service in his life. In this context, it can be said that Jane's life is guaranteed, there is no doubt about it.

The position of the father who prioritizes and prays for the daughter is clear that there is no social distance at all and the power of mutual care and affection between father and daughter is very strong.

6. Steer clear of conflict

Taken agreement, pseudoagreement, white lies and hedging of option are the four strategies for avoiding dispute.

C-17/P-114/10

Lizzy applied from Darcy:

'Sometimes. One must speak a little, you know. It would look odd to be entirely silent for half an hour together; and yet for the advantage of SOME, conversation ought to be

so arranged, as that they may have the trouble of saying as little as possible.'

The speaker wants a secure subject to steer the conflict then the listener gives an argument that it is better to be silent or talk less to avoid problems (taking agreement).

In social life we must understand that what is said must be accounted for and circumstances force us to follow the rules that apply.

7. Assert, promote, and presuppose share ground

This strategy uses three components point of view operations, presupposition and small talk or gossip.

C-17/P-114/08

Darcy to Lizzy:

'Do you talk by rule, then, while you are dancing?'

The speaker is of the opinion that even though he is in a position to carry out activities, namely dancing, the listener still maintains his speech according to the ethics of a polite person and speaks little according to the rules (small talk or gossip).

The degree of impositions plays a role here because of the application of the above rules.

10. Make an offer and a promise.

With this strategy, the speaker may opt to emphasize his cooperation with the listener in order to mitigate the possible threat of some FTAs. Offers and promises reflect the speaker's good intentions in satisfying the positive face wants of the listener.

C-1/P-15/02

At the main room of the Bingley family, Darcy and Lizzy are in the same room. After a few minutes Darcy offered Lizzy a cup of tea to break the ice and the two of them went dancing.

Lizzy :

Shall I call for some tea?

Darcy :

No. Thank you.

Lizzy's request for offer was a desire to offer something that may be taken or declined. Her deed was intended to benefit Darcy and express her gratitude to him. Lizzy asserted that everything Darcy desired, Lizzy desired for him and would assist him in obtaining. Lizzy had met Darcy's desire for a positive face by offering him some tea.

The two of them compromised each other to exchange their belongings with the aim of being mutually beneficial to each other, here social distance no longer exists because they are sisters.

C-17/P-140/12

Mrs. Bannet:

*'What do you mean, Mr. Bennet, in talking this way? You **promised** me to **INSIST** upon Darcy to Lizzy:*

*'Are you consulting your own feelings in the present case, or do you imagine that you are gratifying mine?'
her marrying him.'*

Mr. Bannet:

'My dear,' I have two small favours to request. First, that you will allow me the free use of my understanding on the present occasion; and secondly, of my room. I shall be glad to have the library to myself as soon as may be.'

Mrs. Bannet confirmed to her husband that Mr. Collins promised.

Power clearly appears here because Mr. Bannet as a father as well as Lizzy's parent has the right to determine who she marries for the honor and future of the family. Social distances are clearly visible between the landlord and his

tenants. Degrees of impositions also appear with indications of an element of coercion and intimidation from Mr. Collin with his privileges and powers.

12. When the speaker truly means "you" or "me," he can employ this strategies inclusive "us" form to invoke the cooperative presumptions and rectify FTAs.

This strategy employs an inclusive "we" form when the speaker actually means "you" or "me."

C-14/P-84/04

Caroline:

"Miss Bennet, let us take a turn about the room.

(cont'd) It's refreshing, is it not, after sitting so long in one attitude?"

Lizzy:

"And it's a small kind of accomplishment, I suppose."

When the speaker truly means "you" or "me," he can employ this strategie's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs. Let's is an inclusive "we" expression in English. "Miss Bennet, let us take a lap around the room," was a suggestion that Caroline made in an attempt to persuade Elizabeth to fulfill her own desire. Let's here is equivalent to "us." Additionally, the request implied that it was intended for both Caroline and Lizzy.

The close relationship between Caroline and Lizzy makes it so that the two of them don't feel awkward in being (social distance) eroded by themselves. They walked down the hall of the room together and it was clear that no one (Power) was dominating because they were in the same position.

13. Give or ask for explanations

By using this strategy, the speaker involves the listener in his or her practical thinking and assumes that the listeners shares the speaker desires.

C-33/P-238/15

Lizzy:

'why with so evident a desire of offending and insulting me, you chose to tell me that you liked me against your will, against your reason, and even against your character? Was not this some excuse for incivility, if I WAS uncivil? But I have other provocations. You know I have. Had not my feelings decided against you—had they been indifferent, or had they even been favourable, do you think that any consideration would tempt me to accept the man who has been the means of ruining, perhaps for ever, the happiness of a most beloved sister?'

Darcy:

'I have every reason in the world to think ill of you. No motive can excuse the unjust and ungenerous part you acted THERE. You dare not, you cannot deny, that you have been the principal, if not the only means of dividing them from each other—of exposing one to the censure of the world for caprice and instability, and the other to its derision for disappointed hopes, and involving them both in misery of the acutest kind.'

Lizzy asked for an explanation about Darcy's statement that by declaring that Darcy loved Lizzy, did not that ward off all Darcy coldness, indifference, and avoiding Lizzy.

Again distance and social status affect the relationship between the two.

14. Insist on reciprocity.

The existence of collaboration between the speaker and the hearer may also be asserted by providing proof of reciprocal rights or obligations arising between the speaker and the hearer.

C-17/P-111/05

Lizzy:

I have to have your spotted muslin,

Jane:

No, I need it! It makes Kitty look like a pudding.

Lizzy:

Oh please Jane, I'll lend you my green slippers.

Lizzy says, " I must have your spotted muslin! Jane, if you'll excuse me, I'll lend you my green slippers". In effect, Lizzy might say. If you do X for me, I'll do Y for you. It demonstrates that Lizzy —the speaker—tried to reach a

compromise with Jane. Lizzy wore Jane's spotted muslin since she wanted to attend the event and agreed to lend Jane her green slippers. Lizzy here just tried to agree with Jane.

The two of them compromised each other to exchange their belongings with the aim of being mutually beneficial to each other, here social distance no longer exists because they are sisters.

15. Good, sympathy, understanding, and cooperation

Give them gift, the speaker final strategy to full fill the listener's positive facial want.

C-1/P-1/03

Mr. Bennet:

'You want to tell me, and

Mrs. Bennet:

I have no objection to hear- ing it.'

Mr. Bennet gave his wife a plausible explanation of what Netherfield really was.

Showing an attitude of sympathy and also cooperation between the two makes social distance less and less this is because they suppress each other's ego (Power) in resolving a conflict to find a final solution. After the two previous factors appear, it can be concluded that there is no element of imposing from this situation.

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C-14/P-84/06

Mr. Bannet :

“Miss Bennet, let us take a turn about the room. (cont'd) It's refreshing, is it not, after sitting so long in one attitude?”

Mrs. Bannet:

“And it's a small kind of accomplishment, I suppose.”

When the speaker truly means "you" or "me," he can employ this strategie's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs. Let's is an inclusive "we" expression in English. "Miss Bennet, let us take a lap around the room," was a suggestion that Caroline made in an attempt to persuade Elizabeth to fulfill her own desire. Let's here is equivalent to "us." Additionally, the request implied that it was intended for both Caroline and Elizabeth.

C-17/P-140/13

Mrs. Bannet:

*‘What do you mean, Mr. Bennet, in talking this way? You promised me to **INSIST** upon her marrying him.’*

Mr. Bannet:

‘My dear, I have two small favours to request. First, that you will allow me the free use of my understanding on the present occasion; and secondly, of my room. I shall be glad to have the library to myself as soon as may be.’

Mrs. Bannet confirmed to her husband that Mr. Collins insisted on marrying Lizzy.

The close relationship between Caroline and Lizzy makes it so that the two of them don't feel awkward in being (social distance) eroded by themselves. They walked down the hall of the room together and it was clear that no one (Power) was dominating because they were in the same position.

4.2.1.2 Negative Politeness Strategies

Analysis of the data revealed that negative politeness strategies are used in the conversation between the participants who want to satisfy the hearer's negative face and avoid the threat or potential face loss from their requests. The characters in *Pride and Prejudice* movie had employed two of ten negative politeness strategies: (1) Adopt a customarily indirect stance, (2) Don't take complience for granted. Ask, then hedge, (3) Express pessimism about your capacity or willingness, (4) to reduce the burden, (5) Be respectful, (6) Express regret, (8) Cite the FTA as an illustration of a general principle and (10) Declare yourself to have incurred a debt or to not have incurred one . These eight strategies are presented below with examples from the data to illustrate their usage in context.

1. Adopt a customarily indirect stances

The speaker is being deceptive and officially communicating in the FTA when using this strategy.

C-17/P-114/07

Lizzy:

'Both,' 'for I have always seen a great similarity in the turn of our minds. We are each of an unsocial, taciturn disposition, unwilling to speak, unless we expect to say something that will amaze the whole room, and be handed down to posterity with all the eclat of a proverb.'

Darcy:

'This is no very striking resemblance of your own character, I am sure,' 'How near it may be to MINE, I cannot pretend to say. YOU think it a faithful portrait undoubtedly.'

From Darcy's point of view, asserting that there is no striking character resemblance between him and Lizzy actually have similarities and there is no doubt that in this case the listener adopts the speaker's attitude indirectly.

Because Darcy is a classy and intelligent aristocrat, he can judge character in general from different social classes.

C-34/P-241/13

Mrs. Bannet :

'This, madam, is a faithful narrative of every event in which we have been concerned together; and if you do not absolutely reject it as false, you will, I hope, acquit me henceforth of cruelty towards Mr. Wickham. I know not in what manner, under what form of falsehood he had imposed on you; but his success is not perhaps to be wondered at. Ignorant as you previously were of everything concerning either, detection could not be in your power, and suspicion certainly not in your inclination.'

Mr. Wickham:

'You may possibly wonder why all this was not told you last night; but I was not then master enough of myself to'

Learning from a less or impolite attitude makes us not much lower than other people, but with a good attitude it actually allows someone to adopt this attitude indirectly and improve themselves.

Indeed Power plays an important role here because with that power a person can freely do whatever he wants.

C-53/P-410/19

Lizzy to Jane :

'I wish I could say anything to comfort you,' 'but it is wholly out of my power. You must feel it; and the usual satisfaction of preaching patience to a sufferer is denied me, because you have always so much.'

Wickam feels sorry that Lizzy thinks what other people think. If you already love each other, you can appreciate your partner more, don't act silly so that it's bad for their relationship because of this problem.

Distance and social status because the environment is different makes a difference as well as the way of looking and thinking about addressing a problem, especially when it relates to the opinions of people around them.

2. Don't take compliance for granted. Ask, then hedge.

A hedge makes a noun phrase's membership in a set partial, or true only in particular areas and more complete than could be expected. Hedge can be used to soften an order and transform it into a polite plea.

C-4/P-8/02

Lizzy :

Will you come to the Netherfield ball then, Mr. Wickham?

Darcy :

Ah. Perhaps. How long has Mr. Darcy been a guest there?

Lizzy :

About a month. Forgive me but are you acquainted with him?

With Mr. Darcy?

Darcy :

Indeed, I have been connected with his family since infancy.

Will you come to the Netherfield ball then, Mr. Wickham? Lizzy asked Wickham whether he would attend Bingley's party. Her words could be interpreted as an appeal for Wickham to attend the event. Lizzy made no assumptions about Wickham's desire to attend the event or not.

C-6/P-32/03

Darcy :

There you are.

What a pleasant surprise.

Perhaps you will do me the honor, Miss Lizzy?

Lizzy :

Oh. I didn't think you danced, Darcy.

I do not consider it incompatible with the office of a clergyman to indulge in such an innocent diversion.

"Perhaps you will do me the honor, Miss Lizzy," he said. Mr. Collins only made a few generalizations regarding Lizzy's preferences. The word "perhaps" was used to indicate that there was an implicature that changed the statement into a request. Hedge may work to soften the request and make it more polite.

3. Express pessimism about your capacity or willingness

By voicing a skepticism, the speaker can offset the hearer's negative facial expressions.

C-1/P-1/01

Mr. Bennet :

'Why, my dear, you must know, Mrs. Long says that Netherfield is taken by a young man of large fortune from the north of England; that he came down on Monday in a chaise and four to see the place, and was so much delighted with it, that he agreed with Mr. Morris immediately;

Mrs. Bennet :

That he is to take possession before Michael, and some of his servants are to be in the house by the end of next week.'

Mrs Bennet felt that the position of ownership and the future of her daughters would become unclear if Netherfield was sold.

Power is very clear here shown by husband to wife. Mr. Bennet convinced his wife that the decision taken was not wrong.

C-17/P-114/06

Lizzy:

'Both,' 'for I have always seen a great similarity in the turn of our minds. We are each of an unsocial, taciturn disposition, unwilling to speak, unless we expect to say something that will amaze the whole room, and be handed down to posterity with all the eclat of a proverb.'

Darcy:

'This is no very striking resemblance of your own character, I am sure,' 'How near it may be to MINE, I cannot pretend to say. YOU think it a faithful portrait undoubtedly.'

Lizzy emphasized that even though in our minds we are the same but in different ways such as social life, desires, and positions. There is a sense of pessimism that arises from it and Darcy does not realize it directly.

In this case again social influences affect one's perspective.

C-33/P-230/12

Lizzy :

'I imagine your cousin brought you down with him chiefly for the sake of having someone at his disposal. I wonder he does not marry, to secure a lasting

convenience of that kind. But, perhaps, his sister does as well for the present, and, as she is under his sole care, he may do what he likes with her.'

Darcy:

'No,' 'that is an advantage which he must divide with me. I am joined with him in the guardianship of Miss Darcy.'

Lizzy thinks that Darcy's cousin has dropped her like trash and maybe also because she lives in solitude and special care so she can do anything to make her feel like she's not needed anymore.

Relationships between siblings (cousins) can be well established if there is a close relationship and kinship.

C-33/P-240/13

Lizzy:

'You have reduced him to his present state of poverty—comparative poverty. You have withheld the advantages which you must know to have been designed for him. You have deprived the best years of his life of that independence which was no less his due than his desert. You have done all this! and yet you can treat the mention of his misfortune with contempt and ridicule.'

Darcy:

'is your opinion of me! This is the estimation in which you hold me! I thank you for explaining it so fully. My faults, according to this calculation, are heavy indeed! But perhaps,'

Complete with the treatment that has been given so far by looking down on people with low class status from underprivileged circumstances, Lizzy feels disappointed with her judgment so far. And Darcy just realized it, that Lizzy is not someone who is easily underestimated by other people.

Relationships between siblings (cousins) can be well established if there is a close relationship and kinship.

C-47/P-368/17

Mrs. Bannet to Mr. Bannet and Lizzy:

'which does one good; it gives such an elegance to misfortune! Another day I will do the same; I will sit in my library, in my nightcap and powdering gown, and give as much trouble as I can; or, perhaps, I may defer it till Kitty runs away.'

Lizzy's parents felt disappointment and reluctance for Lizzy's decision to refuse to marry Mr. Collin. as the answer. They really hoped that Lizzy could think carefully about Mr. Collin.

As parents, they have the right and authority to decide the future of their daughter, including decisions that force them to marry with.

2. To reduce the burden

When requesting something from the listener in communication.

C-20/P-140/08

Mr. Bannet :

'Come here, child,' cried her father as she appeared. *'I have sent for you on an affair of importance. I understand that Mr. Collins has made you an offer of marriage. Is it true?'*

'Very well—and this offer of marriage you have refused?'

Lizzy : *"I have"*

Mr. Bannet (Lizzy's father) reason offers to accept Mr. Collins is reducing the burden of life by marrying off her daughter (Lizzy) to a rich landlord. That way one problem can be solved because Lizzy has an established life in the future.

With Power as a father, Mr. Bannet imposes his will on his daughter Lizzy.

C-36/P-284/15

Mrs. Bannet to Lizzy :

'Good Heaven! what is to become of us? What are we to do?' would they often exclaiming the bitterness of woe. *'How can you be smiling so, Lizzy?'*

Mrs. Bannet thinks that after they move to a new environment, things will happen that they don't want. But seeing Lizzy's smiling expression implying FTA otherwise, he realized that in any environment they must be able to adapt and forget what happened five years ago. Only his mother acts and thinks too much. to comfort her mother Lizzy tried to smile for her family.

The degree of imposition arises because the Bannet family is forced to smile to forget their bitter past.

3. Be respectful

The speaker may demonstrate respect for the listener by treating them as superior.

C-6/P-32/03

Darcy :

There you are.

What a pleasant surprise.

Perhaps you will do me the honor, Miss Lizzy?

Lizzy :

Oh. I didn't think you danced, Darcy. I do not consider it incompatible with the office of a clergyman to indulge in such an innocent diversion.

"Perhaps you will do me the honor, Miss Lizzy," he said. Mr. Collins only made a few generalizations regarding Lizzy's preferences. The word "perhaps" was used to indicate that there was an implicature that changed the statement into a request. Hedge may work to soften the request and make it more polite.

C-7/P-40/04

Darcy :

Forgive me, madam, for taking up so much of your time.

I know this is all very untoward, but I would like to request the privilege of speaking to Miss Jane

(cont' d)- alone.

Lizzy :

Everybody to the kitchen. Immediately. Except you, Jane, of course. Oh, Mr. Wickhem. It is so good to see you again so soon.

Darcy could show his reluctance to impinge on Lizzy's negative face by apologizing for doing an FTA, partially redressing that impingement. Darcy begs Lizzy's pardon for taking her time with a conversation that might end up hurting them both, or at the very least, he requests Lizzy's absolution that Lizzy should cancel the debt embodied in the FTA. Darcy acknowledged the impingement after

his statement. With the expression "I know this is all very unseemly, but I would like to request the privilege of speaking to Lizzy - alone," Darcy merely acknowledged that he was intruding on Mrs. Bennet's face. Darcy didn't say "I'm sorry," but instead he made a self-effacing comment about how his arrival might be untoward, which served as an apology. In his request, Darcy expressed his regret or resistance to performing an FTA.

C-55/P-422/21

Jane to Lizzy :

'Lizzy, you must not do so. You must not suspect me. It mortifies me. I assure you that I have now learnt to enjoy his conversation as an agreeable and sensible young man, without having a wish beyond it. I am perfectly satisfied, from what his manners now are, that he never had any design of engaging my affection. It is only that he is blessed with greater sweetness of address, and a stronger desire of generally pleasing, than any other man.'

Jane asked Lizzy to respect, appreciate and be able to accept her decision to marry the man she loved, although at first her character was arrogant and proud of her wealth and family status but with time and a mutually supportive relationship she could finally change for the better.

It can be seen that there is an element of coercion so that Lizzy can accept Jane's decision sincerely.

C-55/P-422/23

Jane to Lizzy :

'That is a question which I hardly know how to answer. We all love to instruct, though we can teach only what is not worth knowing. Forgive me; and if you persist in indifference, do not make me your confidante.'

Jane feels guilty and apologizes because everyone can make mistakes, everyone has the right to know but if you don't feel comfortable you can disagree or differ from other people's opinions.

Environment and social status can shape a person's good and good character.

6. Express regret.

By apologizing for entering into an FTA, the speaker can express his reluctance to impinge on the hearer's negative face and thereby partially compensate for that impingement.

C-7/P-40/04

Mr. Bingley :

Forgive me, madam, for taking up so much of your time.

I know this is all very untoward, but I would like to request the privilege of speaking to Miss Jane

(cont' d)- alone.

Jane :

Everybody to the kitchen. Immediately. Except you, Jane, of course. Oh, Mr. Bingley. It is so good to see you again so soon.

Darcy could show his reluctance to impinge on Lizzy's negative face by apologizing for doing an FTA, partially redressing that impingement. Darcy begs Lizzy's pardon for taking her time with a conversation that might end up hurting them both, or at the very least, he requests Lizzy's absolution that Lizzy should cancel the debt embodied in the FTA.

Bingley acknowledged the impingement after his statement. With the expression "I know this is all very unseemly, but I would like to request the privilege of speaking to Miss Jane - alone," Bingley merely acknowledged that he was intruding on Mrs. Bennet's face. Bingley didn't say "I'm sorry," but instead he made a self-effacing comment about how his arrival might be untoward, which served as an apology. In his request, Bingley expressed his regret or resistance to performing an FTA.

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"Perhaps you will do me the honor, Miss Lizzy," he said. Mr. Collins only made a few generalizations regarding Lizzy's preferences. The word "perhaps" was used to indicate that there was an implicature that changed the statement into a request. Hedge may work to soften the request and make it more polite.

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C-17/P-114/10

Lizzy applied from Darcy:

'Sometimes. One must speak a little, you know. It would look odd to be entirely silent for half an hour together; and yet for the advantage of SOME, conversation ought to be so arranged, as that they may have the trouble of saying as little as possible.'

The speaker wants a secure subject to steer the conflict then the listener gives an argument that it is better to be silent or talk less to avoid problems.

Social factors are clearly influential here because Mr. Collin is the landlord with a higher social status than the Bannet family.

C-53/P-408/18

Wickam to Lizzy :

'I saw you look at me to-day, Lizzy, when my aunt told us of the present report; and I know I appeared distressed. But don't imagine it was from any silly cause. I was only confused for the moment, because I felt that I SHOULD be looked at. I do assure you that the news does not affect me either with pleasure or pain. I am glad of one thing, that he comes alone; because we shall see the less of him. Not that I am afraid of MYSELF, but I dread other people's remarks.'

Wickam feels sorry that Lizzy thinks what other people think. If you already love each other, you can appreciate your partner more, don't act silly so that it's bad for their relationship because of this problem.

Distance and social status because the environment is different makes a difference as well as the way of looking and thinking about addressing a problem, especially when it relates to the opinions of people around them.

C-53/P-420/20

Lizzy to Darcy :

'A man who has once been refused! How could I ever be foolish enough to expect a renewal of his love? Is there one among the sex, who would not protest against such a weakness as a second proposal to the same woman? There is no indignity so abhorrent to their feelings!'

Lizzy stated the exact statement she had made and made to Darcy at the beginning of their meeting because she had rejected his love at the beginning. Of

course he was very sorry for the actions he had done. And now Lizzy has accepted his love and hopes that Darcy will forget about it.

Lizzy, who is helpless because she is powerless to refuse such a great love for Darcy, her lover. And this confirms the existence of a strong bond of love underlying their relationship.

8. Cite the FTA's as an illustration of a general principle

This strategy, the speaker apply broad FTA terms to the listener.

C-23/P-173/10

Lizzy :

My dear Jane, Mr. Collins is a conceited, pompous, narrow-minded, silly man; you know he is, as well as I do; and you must feel, as well as I do, that the woman who married him cannot have a proper way of thinking. You shall not defend her, though it is Charlotte Lucas. You shall not, for the sake of one individual, change the meaning of principle and integrity, nor endeavour to persuade yourself or me, that selfishness is prudence, and insensibility of danger security for happiness.'

Jane :

'I must think your language too strong in speaking of both,' 'and I hope you will be convinced of it by seeing them happy together. But enough of this. You alluded to something else. You mentioned TWO instances. I cannot misunderstand you, but I entreat you, dear Lizzy, not to pain me by thinking THAT PERSON to blame, and saying your opinion of him is sunk. We must not be so ready to fancy ourselves intentionally injured. We must not expect a lively young man to be always so guarded and circumspect. you are supposing. They have known her much longer than they have known me; no wonder if they love her better. But, whatever may be their own wishes, it is very unlikely they should have opposed their brother's. What sister would think herself at liberty to do it, unless there were something very objectionable? If they believed him attached to me, they would not try to part us; if he were so, they could not succeed. By supposing such an affection, you make everybody acting unnaturally and wrong, and me most unhappy. Do not distress me by the idea. I am not ashamed of having been mistaken—or, at least, it is light,

Jane thought that Lizzy's words were too direct and justified the character of Mr. this collin. Even though she was of an uncivilized character but Lizzy shouldn't have said that, in general principle she had looked down on Mr. Collin

from one side only. While his intentions are good because he wants to alleviate poverty from the Bannet family, one of which is by marrying one of his daughters. Social factors are clearly influential here because Mr. Collin is the landlord with a higher social status than the Bannet family.

10. Declare yourself to have incurred a debt or to not have incurred one

The speaker debt to the listener may be used as as justification for the FTA. When a listener request or offers something to the speaker, the speaker accept it without considering it a debt to the speaker.

C-23/P-172/09

Lizzy :

My dear Jane, Mr. Collins is a conceited, pompous, narrow-minded, silly man; you know he is, as well as I do; and you must feel, as well as I do, that the woman who married him cannot have a proper way of thinking. You shall not defend her, though it is Charlotte Lucas. You shall not, for the sake of one individual, change the meaning of principle and integrity, nor endeavour to persuade yourself or me, that selfishness is prudence, and insensibility of danger security for happiness.'

Jane :

'I must think your language too strong in speaking of both,' 'and I hope you will be convinced of it by seeing them happy together. But enough of this. You alluded to something else. You mentioned TWO instances. I cannot misunderstand you, but I entreat you, dear Lizzy, not to pain me by thinking THAT PERSON to blame, and saying your opinion of him is sunk. We must not be so ready to fancy ourselves intentionally injured.

In her opinion, Lizzy really does not respect and does not like the character of Mr. Stupid, narrow-minded Collin, on his own. Lizzy also believes that the woman who marries her will not be able to think rationally because she only thinks about pleasure. What does honor and dignity mean to him? no we will not be appreciated at all.

Social distance is an element that is so obvious because of the difference in status and wealth between the host and the tenants, especially those from less well-off families.

C-35/P-272/14

Lizzy to herself:

'They are going to be encamped near Brighton; and I do so want papa to take us all there for the summer! It would be such a delicious scheme; and I dare say would hardly cost anything at all. Mamma would like to go too of all things! Only think what a miserable summer else we shall have!'

Lizzy encouraged her she stated that her parents were happy together as long as they took care of each other and were close wherever they were. This kind of feeling arises because of "imposed" so that happiness can arise.

This kind of feeling arises because of "imposed" so that happiness can arise.

4.2.2 Reasons

After knowing the results of the discussion above, the researcher argues the reasons of using positive versus negative politeness strategies. There are more negative politeness appears than positive ones. First, starting from the title itself, it can be seen that there are many problems of honor, self-esteem, and ways of thinking between the upper and lower classes of society. Second, in general, it can be seen from the strong storyline that tells about the different levels of social class between the major characters, especially the conflict presented between Lizzy and Darcy, which dominates the story from beginning to end. Third, the use of negative polite language arises because of social inequalities, the influence of power and also the presence of an element of coercion (implied) in conversation,

which in certain situations requires that the lower class and also women are looked down upon because they are not equal to men.

Viewed from the context after analyzing the novel further, the researcher found that beside those three factors: Social Distance, Power and Degree of Imposition there are other influencing factors, first is gender. Most men produced negative politeness while women produced positive ones. This is most said because women are more likely to use feelings so that the language expressed is also more polite while in men it is the opposite.

Second is education, an educated person is usually more likely to maintain his behavior, including the language he speaks, which also tends to be polite. Meanwhile, someone who is uneducated usually does not care about what is said, the language is rough and impolite.

Based on the researcher analysis in one hand there are the emergence of positive politeness that can be attributed to several specific reasons:

Moreover, positive politeness helps to foster social harmony and maintain positive relationships between individuals. By using polite and respectful language, people can create a sense of goodwill and mutual respect, leading to smoother interactions and reduced conflict.

Positive politeness allows individuals to save face and protect their self-esteem. Polite language and gestures can help mitigate potential threats to a person's sense of identity or dignity, ensuring that they feel valued and respected in social interactions.

Positive politeness strategies, such as expressing empathy, interest, and appreciation, contribute to building and maintaining rapport between individuals.

By demonstrating a genuine concern for others and their perspectives, positive politeness enhances trust and facilitates open communication.

In many cultures, positive politeness is deeply ingrained as a social norm. People are socialized to use polite language and engage in polite behavior to show respect for others and maintain social order. These cultural expectations drive the emergence and perpetuation of positive politeness in society.

Positive politeness can also serve to reinforce existing social hierarchies and power dynamics. By employing deferential language and deferential behaviors, individuals acknowledge and affirm the status and authority of those higher in the social hierarchy, contributing to the stability of the social order.

Positive politeness can foster cooperation and collaboration among individuals. By using polite language and expressing gratitude, individuals can create a positive atmosphere that encourages others to contribute and participate willingly, leading to more productive and harmonious group interactions.

Utilizing positive politeness can bring personal and professional advantages. Polite individuals are often perceived as more likable, trustworthy, and competent, which can lead to better opportunities, improved relationships, and increased influence in various social and professional settings.

It's important to note that the specific reasons for the emergence of positive politeness may vary across cultures and contexts. Different societies and situations may prioritize certain aspects of positive politeness more than others, depending on their cultural values and social dynamics.

On the other hand the researcher thought that some of emergence of using negative politeness there are:

Negative politeness allows individuals to respect and preserve the autonomy of others. It recognizes that people have their own personal boundaries and preferences, and it seeks to avoid imposing on them or intruding into their personal space. By using indirect language and giving individuals the option to refuse or decline without feeling obligated, negative politeness shows respect for their autonomy.

Negative politeness is often employed when making requests to minimize the imposition on others. Individuals acknowledge the potential inconvenience may cause and express understanding of the other person's freedom to choose whether or not to comply with the request.

Negative politeness helps individuals navigate sensitive or potentially face-threatening situations by mitigating the risk of causing offense. By using indirect language or hedging statements, individuals can communicate their opinions or feedback in a more cautious and diplomatic manner, reducing the chances of provoking a negative emotional response.

Negative politeness also contributes to maintaining social harmony by minimizing the potential for conflict or confrontation. By using polite language, individuals demonstrate their intention to avoid disagreements or aggressive behavior, promoting a more peaceful and cooperative environment.

Negative politeness strategies can be used to mitigate threats to an individual's positive and negative face. Negative face refers to the desire for independence and freedom from imposition, while positive face refers to the desire for social approval and positive interaction. By employing indirectness and

showing deference, negative politeness helps individuals protect their own and others' face, preserving social relationships.

In some cultures, negative politeness is valued and expected as part of the cultural norms and etiquette. It is seen as a way to show respect, humility, and deference to others. Adhering to these cultural expectations helps individuals navigate social interactions smoothly and avoid causing offense or discomfort.

Negative politeness is often prevalent in professional settings, where maintaining a respectful and professional tone is crucial. By using formal language, expressions of deference, and cautious communication, individuals can demonstrate their professionalism and adherence to appropriate workplace norms.

It's important to note that the specific reasons for the emergence of negative politeness may vary across cultures and contexts. Different societies and situations may prioritize certain aspects of negative politeness more than others, depending on their cultural values and social dynamics.



