

CONTENTS

APPROVAL	i
LEGALIZATION	ii
DECLARATION OF OWNERSHIP	iii
PREFACE	iv
ACKNOWLEDGEMENT	v
MOTTO	vii
BIOGRAPHY	viii
ABSTRACT	ix
ABSTRAK	x
CONTENTS	xi
LIST OF FIGURE	xiv
LIST OF ABBRIVIATIONS	xv
CHAPTER I INTRODUCTION	1
1.1 Background	1
1.2 Statement of Problems	6
1.3 Research Objective	6
1.4 Research Significance	7
1.5 Definition of Key Terms	8
CHAPTER II THEORY UNDERPINNING	10
2.1 Pragmatics	10
2.2 Politeness	12
2.3 Brown and Levinson's Politeness Theory	13
2.3.1 Face	13
2.3.2 Politeness Strategies	15
2.3.2.1 Bald on Record	17
2.3.2.2 Positive Politeness	19
2.3.2.3 Negative Politeness	28
2.3.2.4 Off Record	34
2.4 The Factors that Influence the Use of Politeness Strategies	42
CHAPTER III RESEARCH METHOD	46
3.1 Research Design	46
3.2 Sample of Data	47
3.3 Source of Data	48
3.4 Technique of Collecting Data	48

3.5	Technique of Analyzing Data	49
3.6	Organization of Writing	50
CHAPTER IV	FINDING AND DISCUSSION	52
4.1	Politeness Strategies.....	52
4.1.1	Positive Politeness	53
4.1.1.1	Notice, attend to H.....	53
4.1.1.2	Exaggerate	57
4.1.1.3	Intensify interest to H	59
4.1.1.4	Use in-group identity markers	61
4.1.1.5	Seek Agreement.....	65
4.1.1.6	Avoid disagreement.....	68
4.1.1.7	Joke.....	69
4.1.1.8	Assert or presuppose S's knowledge of and concern for H's wants	70
4.1.1.9	Offer, Promise	71
4.1.1.10	Be optimistic.....	73
4.1.1.11	Include both S and H in the activity	74
4.1.1.12	Give (or ask for) reasons	76
4.1.1.13	Assume or assert reciprocity.....	78
4.1.1.14	Give gifts to H (goods, sympathy, understanding, cooperation)	80
4.1.2	Negative Politeness.....	81
4.1.2.1	Be conventionally indirect.....	82
4.1.2.2	Question, hedge	85
4.1.2.3	Be Pessimistic.....	86
4.1.2.4	Minimize the imposition.....	87
4.1.2.5	Give deference.....	89
4.1.2.6	Apologize.....	92
4.1.2.7	Impersonate S and H.....	94
4.1.2.8	State the FTA as a general rule.....	96
4.2	The Factors that Influence the Use of Politeness Strategies	97
4.2.1	The Social Distance (D) between S and H (a symmetric relation).....	98
4.2.2	The Relative Power between S and H (an asymmetric relation).....	103

CHAPTER V CONCLUSION AND SUGGESTION	110
5.1 Conclusion	110
5.2 Suggestion.....	111

REFERENCES

APPENDIX I

APPENDIX II

