POLITENESS STRATEGIES

USED BY DEDDY CORBUZIER

IN INTERVIEWING ENTERTAINER AND NON-ENTERTAINER

IN *HITAM PUTIH* TALK SHOW

A THESIS

In Partial Fulfillment of the Requirements for

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PRONOUNCEMENT

The writer honestly confirms that she compiles this thesis by herself and without taking any results from other researchers in S-1, S-2, S-3 and in diploma degree of any university. The writer ascertains also that she does not take and quote any material from other publications or someone's paper except from the references mentioned.

Semarang, May 2015

Wuri Pangestuti

MOTTO AND DEDICATION

"Allah burdens no soul beyond what it can bare"

(QS Baqoroh, 286)

"Winners never quit and quitters never win"

(Vince Lombardi)

This thesis is dedicated to

my beloved family and

to everyone who had helped me accomplished this thesis

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    Finally, I expect that this thesis will be useful for the reader who wants to learn politeness strategies.

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Wuri Pangestuti

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ABSTRAK

Strategi kesantunan adalah cara yang digunakan oleh seseorang untuk menyampaikan maksud tuturannya secara lebih halus. Strategi kesantunan dapat diamati dalam setiap percakapan antar manusia termasuk juga dalam *talk show*. Talk show Hitam Putih adalah talk show yang dibawakan oleh Deddy Corbuzier yang mengundang berbagai macam bintang tamu baik dari kalangan artis maupun kalangan non-artis. Para bintang tamu tersebut memiliki latar belakang yang berbeda-beda.

Tujuan dari penelitian ini adalah untuk menjelaskan jenis-jenis strategi kesantunan yang digunakan oleh Deddy Corbuzier dalam mewawancarai bintang tamu artis dan non-artis, menjelaskan perbedaan antara strategi kesantunan yang digunakan oleh Deddy Corbuzier dalam wawancara serta menjelaskan tentang alasan pemilihan strategi tersebut. Metode yang digunakan untuk mencari data adalah Simak Bebas Libat Cakap. Metode yang digunakan untuk menganalisis data adalah Metode Padan Pragmatik serta Teknik Hapus dan Substitusi.

Hasil penelitian menunjukkan bahwa ada 16 jenis strategi kesopanan yang digunakan oleh Deddy Corbuzier dalam mewawancarai artis dan non-artis dalam Hitam Putih. Ada 6 perbedaan antara strategi yang digunakan oleh Deddy Corbuzier dalam mewawancarai artis dan non-artis. Alasan dalam pemilihan strategi tersebut adalah Deddy Corbuzier menyadari keuntungan dari setiap strategi kesantunan yang ia pilih serta menyadari tentang jarak antara ia dan para bintang tamu, kekuasaan yang ia miliki, serta bobot dari penekaan dari situasi tersebut.

Kata kunci: Strategi kesopanan, Deddy Corbuzier, artis, non-artis

CHAPTER I

INTRODUCTION

In this chapter, the writer would like to reveal background of the research, research questions and also purposes of the research. In addition, the writer would also like to review previous research that has similar topic with this research. Then, the last, the writer would like to write the writing organization of this research from chapter I up to chapter V.

1.1 Background of the Research

Learning Pragmatics is considered to be important in daily communication. It might be because pragmatics is closely related to human's interaction. In human's interaction, everyone tries to understand the intended meaning of the word said by partner of speech and relates it with context situation. Then, it might lessen the risk of misunderstanding which happens among the participants of speech. However, knowing the intended meaning and context situation are not the only way to lessen the risk of misunderstanding in interaction.

Another way to avoid misunderstanding happens in interaction especially within culture is by showing politeness or good manner towards others. That kind of politeness showed in particular culture can reduce the interruption given in the social

interaction. Politeness not only can be shown in daily interaction, but it also can be shown in another interaction such as talk show.

As we know, talk show is a kind of TV show which shows the conversation among the host and the guests. The conversation in the talk show can be studied from politeness strategy point of view. By observing politeness strategies in the talk show, people are able to learn the way to interview or make a good communication with others. There are many talk shows that indicate some politeness strategies in the conversation.

One of the talk shows which indicates politeness strategies is *Hitam Putih*. *Hitam Putih* is a talk show led by Deddy Corbuzier as the host. Deddy Corbuzier is known as a person who always says something directly. Sometimes, he appears to be a little bit sarcastic in conveying what he wants. However, when he interviews entertainer who is actually his friend, he sometimes indicates politeness by showing his intimacy. In contrast, when he interviews non-entertainer who is actually stranger for him, he sometimes indicates politeness by showing kind of respect and reluctance. The different ways of Deddy Corbuzier in indicating politeness in interviewing entertainer and non-entertainer lead the writer observes this research.

1.2 Research Questions

1. What are the types of Politeness Strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer in *Hitam Putih* talk show?

2. What are the differences of Politeness Strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer in *Hitam Putih* talk show?

3. What are the reasons that lead Deddy Corbuzier to choose the strategies?

1.3 Purposes of the Study

1. To find out the types of politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-enteratiner in *Hitam putih* talk show.

2. To figure out the differences between politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-enteratiner in *Hitam putih* talk show.

3. To figure out the reasons that lead Deddy Corbuzier to choose the strategies.

1.4 Previous Studies

The research of politeness strategies have been done before by many people. It shows that politeness strategy is an interesting object to be studied. In this opportunity, the writer would like to review the research of Lidiawati Siadari (2014) and Luh Putu Ayu Adhika Putri (2013) as her previous studies.

First to be discussed is the research of Lidiawati Siadari entitled *Politeness Strategies of the Host's Utterance in Hitam Putih Talk Show, September 13th, 2013.*

In this research, she uses the Politeness Theory (Brown and Levinson, 1978) social factors theory (Holmes, 1992) and also Speech Act Theory (Yule, 1996). The aims of this research are to explain the kind of Politeness Strategies used by the host of *Hitam Putih,* to figure out the most frequent use of Politeness Strategies by the host, and to explain the reason of using Politeness Strategies. The result of this research is that the writer finds 2 utterances of Bald On Record, 3 utterances of Negative Politeness strategy, 11 utterances of Positive Politeness Strategy, and 1 utterance of Off Record strategy. The most frequent use strategy is Positive Politeness. The reason for using Bald On Record is that S wants to perform FTA with maximum efficiency and emphasizes his intention as clear as possible. The reason for using Negative Politeness is that S concerns with people's negative face. The reason for choosing Positive Politeness strategy is that S recognizes that H has desire to be appreciated and respected in order to make H relax in the conversation and show their solidarity. Then, the reason for using Off Record strategy is that S wants to do FTA, but he wants to avoid the responsibility of doing it.

Another research to be discussed belongs to Luh Putu Ayu Adhika Putri entitled *Analysis of Politeness Strategies Used in Oprah Winfrey's Talk Show with Ricky Martin as Guest Star.* In this research, she uses Politeness Theory (Brown and Levinson, 1978). The aims of this research are to analyze the types of Politeness Strategies used in Oprah Winfrey's talk show script with Ricky Martin as the guest star and to analyze the factor that might influence the choice of the strategies used by

Oprah Winfrey. The result of this research is that the writer finds Bald on Record, 10 types of Positive Politeness, 4 types of Negative Politeness, 5 types of Off record. The reason for choosing the strategies is that Oprah Winfrey considers the payoffs of each strategy as having opportunity to pay back in the face that potentially takes away by FTA when she uses Bald on Record, keeping the guest's Positive Face as she uses Positive Politeness, keeping the guest's Negative Face as she uses Negative Politeness and seems to be wise as she uses Off Record. Furthermore, she also considers the circumstances between her and the guest.

From those previous studies, the most similar research belongs to Lidiawati Siadari who also observes Politeness Strategy in *Hitam Putih* talk show. However, in that research, she chooses the episode in which the three guests invited are all entertainers. Moreover, she also does not contrast the strategies used by the host. Then, it is different from this research. In addition, the similarities among this research and other previous studies are they have the same purpose to analyze the types of Politeness Strategies used and to find out the reason for choosing the strategies. Then, the difference is no one of the previous research that purposed to contrast the Politeness Strategies used in the language phenomena.

1.5 Writing Organization

Chapter I consists of introduction of the research which is divided into several sub-chapters namely background of the research, research problem, purposes of the research, previous studies, and writing organization. By seeing this chapter, the reader may understand the content that is going to be discussed in the research.

Chapter II consists of reviewed of literature. In the review of literature the writer discusses the theoretical framework. The reader will know what kind of theory used in this research by seeing this chapter.

Chapter III consists of research method such as the type of the research, data (including population, sample, technique and sampling technique), method of collecting data and method of analyzing data. By seeing this chapter, the readers know the data used and the method used to analyze the data.

Chapter IV consists of data analysis. In this chapter, the writer would like to reveal the result of the research and the detail analysis of the data by using the theories and methods that are mentioned in previous chapters.

Chapter V consists of conclusion. In this chapter, the writer would like to conclude the research by describing the result of her analysis briefly. After reading this chapter, the readers know whether the writer gets the purposes of the research she wants or not.

CHAPTER II

REVIEW OF LITERATURE

In this chapter, the writer would like to explain theoretical review of the strategies used to indicate politeness. The strategies are Bald on Record strategy, Positive Politeness Strategy, Negative Politeness Strategy, and also Off Record Strategy. Before explaining the strategies, the writer would like to introduce pragmatics as the basic study of politeness. Then, she would like to explain FTA strongly related to politeness strategies. In addition, she would also like to explain the factors which influence the choice of the strategies.

According to Yule (1996:4), "Pragmatics is the study of the relationships between linguistic forms and the users of those forms". It means that this subject is related to human being and context situation. Learning pragmatics might ease people in communication, because, people are able to know the intended meaning of somebody else's utterances including the context.

Pragmatics is related to human's interaction. In his/her interaction with others, he/she has to pay attention to the social and cultural background. Sometimes, he/she has to respect each other in order to make good interaction. To respect other people,

everyone has to consider politeness. Therefore, politeness becomes one of the units to be studied in pragmatics.

Based on Yule (1996:60), politeness is a concept of polite social behavior in a particular culture. It can be shown by showing good manners towards others. Politeness is related to the concept of face. Based on Brown and Levinson (1978:61), face is a kind of public self-image that belongs to everyone. Everyone ought to consider face as basic wants so that one might know each other's desires. There are two types of face namely negative face and positive face. Negative face is a kind of face which wants to be free from actions and free from impositions. Positive face is a kind of face which wants to be appreciated and approved of as the same group by others.

According to Brown and Levinson (1978:65-67), there are some actions that might threat either positive face or negative face of somebody else. Those kinds of actions are called face threatening act (FTA). The actions that threats negative face include request, order, reminding, advice, suggestion and warning. Then, the actions that might thereat positive face are expression of disapproval, criticism, contradiction, disagreement and also bringing bad news of the hearer. Furthermore, there are several actions that threat both positive face and negative face namely complaint, interruption, threat and also strong expression of emotion. There are several ways to convey FTA. It can be conveyed directly, more politely, or indirectly. These ways are called politeness strategies.

2.1 On Record

On record is simply described as a kind of utterance revealed directly by a speaker. Based on Brown and Levinson (1978:69), there are two types of on record namely on record without redressive action and on record with redressive action. On record without redressive action is commonly called as Bald on Record. On the other hand, on record with redressive action is generally called as Face Saving Act. It consists of positive politeness and negative politeness.

2.1.1 Bald on Record

Bald on Record strategy is to the point concept. It means that speaker tells or does explicitly and directly what he/she wants towards hearer. According to Brown and Levinson (1978:94), bald on record deals with Grice's Maxims (1975) which reveals that to get the maximum advantage in communication, people should consider the quality, quantity, relevance and also manner. It means that, people ought to tell the truth, not to say something less or more than is required, be relevant with the topic discussed and avoid ambiguity. It is the best way to avoid misunderstanding, yet it has the greatest risk to threat hearer's face. For example:

(1) *Give me just one more week! (to pay rent).* Brown and Levinson (1978:96).

2.1.2 Positive Politeness

Based on Brown and Levinson (1978:101-129), Positive Politeness is oriented to satisfy hearer's positive face. It means that speaker kindly shows his appreciation, approval, interest and also familiarity with hearer. The mechanisms of this strategy are claim common ground with hearer, convey that speaker and hearer are cooperator and fulfill hearer's desire. Those mechanisms will be described in the next sub-chapters.

2.1.2.1 Claim Common Ground

Claiming common ground is the kind of strategy in which speaker indicates that he has mutual goals and value with hearer. Those mutual goals and value can be shown by sharing the same interest, knowledge and raising familiarity. Claim common ground can be divided into several strategies, namely:

Strategy 1: Notice, attend to hearer (his interest, wants, needs, goods)

The concept of this strategy is that speaker could satisfy hearer's positive face by noticing hearer's interest, wants, needs or goods. It can be illustrated by asking hearer's wants and needs, talking about his interest and praise his goods. For instance:

  (2) *What a beautiful vase this is! Where did it come from?* Brown and Levinson (1978: 103).

Strategy 2: Exaggerate (interest, approval, sympathy with the hearer)

This strategy can be conducted if speaker shows his interest, approval or any sympathy towards hearer. It is often used with overstated intonation and stress. For example:

(3) *What a fantastic garden you have!* Brown and Levinson (1978:104).

Strategy 3: Intensify interest to hearer

In conducting this strategy, speaker may stress the interest and good intention to hearer. In this case, speaker can express his good intention dramatically and give good response to hearer in order to create a good story in the conversation. For instance:

(4) *I come down to the stairs, and what do you think I see? – a huge mess all over the place, the phone's off and the clothes scattered all over...* Brown and Levinson (1978:106).

Strategy 4: Use in-group identity markers

This strategy concerns with the use of address form, in-group language or dialect, jargon, slang, contraction and ellipsis. Address form used by both speaker and hearer shows their relationship whether it is close or not. The use of in-group language involves the phenomenon of code-switching from one language or dialect to another language or dialect. In addition, if both speaker and hearer use the same in-group language, it proves that they are in the same group. Moreover, the use of jargon and slang shows that speaker and hearer have the same knowledge of any particular

object, for instance, brand names. The last, contraction and ellipsis in the utterances show that both speaker and hearer have the same knowledge, then, they do not need to use long utterance. For example:

(5) *Come here, mate!* Brown and Levinson (1978:108).

Strategy 5: Seek agreement

This strategy can be done if speaker use safe topic and repetition. In this case, speaker can talk about the topic believed to be right by hearer. The more speaker knows about hearer the more he can make a safe topic. Moreover, agreement can also be emphasized by repetition. Speaker can repeat a part or the whole of the hearer's utterance. This strategy shows that speaker wants to satisfy hearer's positive face which wants to be approved. It can be represented as:

(6) *A: John went to London this weekend*
    B:To London! Brown and Levinson (1978:113).

Strategy 6: Avoid disagreement

There are three ways to avoid disagreement namely token agreement, white lies and hedging opinions. Those actions are the way to pretend to agree or to hide disagreement in order to avoid face-damaging of hearer. For example:

(7) *A: Can you hear me?*
    B: Barely. Brown and Levinson (1978:114).

Strategy 7: Presuppose/raise/assert common ground

This strategy deals with gossip and small talk. Gossip and small talk indicate that speaker might know something about hearer. It represents kind of friendship and interest so that it might minimize the imposition given to hearer. The next strategy is presupposition manipulation. In this case, speaker can use presupposition manipulation of hearer's wants, presupposition of S-H's familiarity and the presupposition of hearer's knowledge. By presupposing the things about hearer, then, the speaker might raise their common ground. For example:

(8) *Look, you're a pal of mine, so how about…* Brown and Levinson (1978:124).

Strategy 8: Joke

Jokes represent the basic strategy of positive politeness because jokes stress the shared knowledge among participants of speech. Jokes may minimize the FTA.

(9) *OK if I tackle those cookies now?* Brown and Levinson (1978:124).

2.1.2.2 Convey that Speaker and Hearer are Cooperator

This strategy can be done if both speaker and hearer seem to be cooperative in the activity they are involved in. In this case, speaker appears to have the same desire as hearer.

Strategy 9: Assert the speaker's knowledge and concern for the hearer's desire

To conduct this strategy, speaker ought to raise his knowledge of hearer and focus on keeping hearer's wants. Negative interrogative is very useful in this case, such as:

(10) *Look, I know you want the car back by 5.0, so shouldn't I go to town now?* Brown and Levinson (1978:125)

Strategy 10: Offer, promise

Offer and promise are two things which represent that speaker tries to cooperate with hearer. By doing these things, speaker could show his good intention towards hearer. These are good ways to satisfy hearer's positive face.

Strategy 11: Be optimistic

In conducting this strategy, speaker assumes that hearer wants to fulfill his wants. In addition, both speaker and hearer have to cooperate each other because it will represent their mutual interest and approval. For example:

(11) *Wait a minute, you haven't brush your hair!* (as husband goes out) Brown and Levinson (1978:126).

Strategy 12: Include both speaker and hearer in the activity

This strategy is generally conducted by asserting inclusive 'we' form. An inclusive 'we' form might decrease the FTA towards hearer. For instance:

(12) *Let's have a cookie, then.* Brown and Levinson (1978:127).

Strategy 13: Give or ask for reason

By conducting this strategy, hearer might know speaker's hope for him. It also may imply 'I can help you' or 'you can help me' and it shows their cooperation. E.g:

(13) *Why don't I help you with that suitcase.* Brown and Levinson (1978:128).

Strategy 14: Assume or assert reciprocity

The cooperation between speaker and hearer could be seen if they show any reciprocity or feedback between them. This strategy will simply describe by 'I'll do X for you if you do Y for me'.

2.1.2.3 Fulfill Hearer's Desire

This is the last strategy of Positive Politeness. The concept of this strategy is that speaker decides to fulfill the hearer's desire to satisfy his positive face.

Strategy 15: Give gifts to hearer (goods, sympathy, understanding, cooperative)

To conduct this strategy, speaker should give some gifts to satisfy the hearer. The gifts can be goods, sympathy, understanding and cooperative. Every person basically loves to be liked, cared about, listened and understood. That is why this strategy might be useful.

2.1.3 Negative Politeness

According to Brown and Levinson (1978:129-211), Negative Politeness is a kind of politeness which deals with satisfying hearer's negative face. It concerns with respect behavior. In conducting this strategy, speaker would like to emphasize hearer's relative power. All of the strategies' outputs are useful for keeping the social distance. There are five mechanisms which will be explained below:

2.1.3.1 Be Direct

Basically, Negative Politeness combines direct utterance and the action which minimizes imposition in the FTA. One of the ways to minimize imposition is by being indirect.

Strategy 1: Be conventionally indirect

In representing this strategy, the speaker ought to be indirect to minimize the imposition towards hearer. In this case, speaker should modify the direct utterance with particular words and hedges so that the utterance may not appear to be exactly direct. For instance:

(14) *Can you please pass the salt?* Brown and Levinson (1978:133).

2.1.3.2 Do Not Presume/Assume

In conducting this strategy, speaker should carefully avoid presuming or assuming anything about hearer's desire and interest because it might impose hearer. The speaker should keep the distance from the hearer.

Strategy 2: Question, hedge

Question is necessary in conducting 'do not assume' strategy, because the speaker can ask question to the hearer instead of assuming by himself. Hedge is also necessary because it could modify the force in the utterance. Hedge can be encoded in particles of language, for instance, 'really'. Hedge can be addressed to Grice's Maxims such as 'I think...' and 'I supposed that...' It also can be addressed to politeness strategy such as 'to be honest' and 'I hate to say this, but...'. For example:

(15) *I supposed that Harry is coming.* Brown and Levinson (1978:145).

2.1.3.3 Do Not Force Hearer

Since negative politeness focused on keeping hearer's negative face, then, speaker forbid to force hearer too much. Forcing basically threats hearer's negative face, because it indicates a strong imposition towards hearer. Besides, it breaks the rule of negative politeness.

Strategy 3: Be pessimistic

To indicate this strategy, the speaker needs to express kind of doubt explicitly. Expressing doubt may imply that speaker does not know whether hearer can fulfill his desire or not. Then, speaker does not appear to force hearer to do the FTA. For example:

(16) *Could you jump over that five-foot fence?* Brown and Levinson (1978:173).

Strategy 4: Minimize the degree of imposition

Strong imposition might damage hearer's face either negative or positive. Then, in a conversation, the speaker ought to consider the social factor as distance and power. By considering the factor, speaker can manage the weightiness of the imposition so that hearer might accept the imposition well. For instance:

(17) *I just want to ask you if I can borrow a single sheet of paper.* Brown and Levinson (1978:177).

Strategy 5: Give deference

There are two ways to convey giving deference strategy. First, speaker tends to be humble. Second, speaker treats hearer as superior. In this case, speaker realizes that he is not in the position where he can force the hearer. It is a kind of mutual respect among participants of speech. For instance:

(18) *We look forward very much to dinning with you.* Brown and Levinson (1978:181).

2.1.3.4 Communicate Speaker's Desire not to interrupt on Hearer

To satisfy hearer's negative face, speaker ought to be careful in representing the interruption towards hearer. It can be done by apologizing before doing interruption and making the agent of FTA is unclear.

Strategy 6: Apologize

Asking for apologize may minimize imposition towards hearer's negative face. In conducting this strategy, speaker could admit the impingement, show his reluctance and beg forgiveness to the hearer upon the FTA given. For example:

(19) *I don't want to interrupt you, but...* Brown and Levinson (1978:188).

Strategy 7: impersonalize speaker and hearer

The basic concept of this strategy is avoiding reference to the person that involves in FTA. Speaker should avoid inclusive 'I' and 'you' in the conversation because it may indicate a little imposition. For instance:

(20) *It seems (to me) that...* Brown and Levinson (1978:192).

Strategy 8: State the FTA as a general rule

Stating the FTA as general rule in the conversation is a safe way to minimize the imposition. Speaker can reveal the FTA as a social rule or obligation that has to be done by hearer. Then, speaker does not seem to impose hearer. For example:

(21) *Passenger will please refrain from flushing toilets on the train.* Brown and Levinson (1978:206).

Strategy 9: Nominalize

The strategy of nominalize deals with the degree of formality. To conduct this strategy, speaker can replace or nominalize the subject, predicate, object or even complement to make the sentence gets more formal. For example:

(22) *It is pleasant to be able to inform you...* Brown and Levinson (1978:208).

2.1.3.5 Redress Other Wants of Hearer

This strategy is related to the redress or feedback that speaker has to do towards hearer after doing the FTA. In this case, hearer can ask for his desire if he has more power than speaker or if they have any debt between them.

Strategy 10: Go on record as incurring a debt or as not indebting hearer

In this strategy, speaker generally imposes heavily on hearer by going on record. The speaker can also claim a debt explicitly as a redress or feedback of the FTA. For instance:

(23) *I'll never be able to repay you if you...* Brown and Levinson (1978:210).

2.2 Off Record

Off Record is simply described as indirect utterance. Based on Brown and Levinson (1978:211-227), off record might violate the whole maxim of Grice (1975). There are two ways to represent off record strategy. The first is to invite conversational implicature. The second is to be vague or ambiguous.

2.2.1 Invite Conversational Implicature

Invite conversational implicature in the conversation basically violate Grice's maxim (1975). The action of giving hints, association clue and also presupposition totally violate maxim of relevance because in this case speaker says something that irrelevant with the things that speaker intends to say. For instance:

(24) *It's cold in here.* (c.i. Shut the window). Brown and Levinson (1978:215).

(25) *Are you going to market tomorrow? There' a market tomorrow I suppose* (c.i. Give me a ride there) Brown and Levinson (1978:216).

The other strategies of inviting conversational implicature are understating, overstating and using tautologies. Those strategies violate the maxim of quantity because when speaker use understating and tautologies, it means that he says something less than is required. In addition, if he uses overstating, it means that he says something that more than is required. For example:

(26) *That dress is quite nice* (c.i. that dress is not good at all). Brown and Levinson (1978:218).

(27) *There were a million people in the Co-op tonight.* (c.i. an excuse for being late). Brown and Levinson (1978:219).

The other strategies of invite conversational implicature are using contradiction, metaphor, be ironic and also using rhetorical question. Those strategies violate maxim of quality because speaker say something that is not true or contradict the truth. For instance:

(27) *Lovely neighborhood, eh?* (in a slum). Brown and Levinson (1978:222).

(28) *Harry's a real fish* (c.i. he swims like a fish). Brown and Levinson (1978:222).

2.2.2   Be Vague or Ambiguous

This mechanism consists of be ambiguous, be vague, over-generalize, displace hearer, and also using ellipsis strategies. Those kinds of strategy actually violate the maxim of manner by Grice (1975) because speaker says something that is unclear and ambiguous. For instance:

(29) *Perhaps someone did something naught.* Brown and Levinson (1978:226).

(30) *Mature people sometimes help do the dishes.* Brown and Levinson (1978:226).

(31) *Oh sir, a headache*. Brown and Levinson (1978:227).

2.3 Don't Do FTA

The last strategy to show politeness is don't do FTA strategy. It is might be the best strategy to keep hearer's negative face, because speaker avoids doing any FTA to hearer. Therefore, it has the least risk to threat hearer's face. However, speaker might fail to communicate what he wants because he does not say or do anything to hearer.

2.4 Factors Influencing the Choice of Politeness Strategies

According to Brown and Levinson (1978:71-83), there are several factors which influence the choice of politeness strategies. The factors are divided into three. Those are payoffs, the circumstances and the integration of imposition of the payoffs and weighting the risk in the choice of strategies.

2.4.1 Payoffs

Payoff is a kind of considering priority. It means that speaker ought to consider the advantages that he gets by using each strategy. For instance, if speaker uses on record, he can get honest and direct answer and also avoids any misunderstanding. In addition, if speaker uses off record, he might lessen the risk of threatening hearer's face, avoid the responsibility of giving a threat and he does not appear to force hearer. If speaker uses positive politeness, hearer might feel that speaker approves and appreciates him. Speaker could also satisfy the hearer's positive face. Moreover, if speaker uses negative politeness, hearer feels that speaker pays respect and give deference to him. He could also satisfy hearer's negative face.

2.4.2 The Circumstances

According to Brown and Levinson (1978:74-83), the circumstances deal with sociological variables including the social distance (D) between speaker and hearer, the relative power (P) of speaker and hearer, and the absolute ranking of imposition (R_x). These variables are used to estimate the weightiness of the FTA given by the speaker. Distance deals with the frequency of interaction between speaker and hearer. It relates to their closeness. Moreover, power deals with the domination of the superior over subordinate. Power value does not always refer to individual, but it also refers to role-sets. E.g. Manager/employee. In addition, ranking of imposition deals with the degree of interruption given in the FTA. Furthermore, seeing from independent variable, P, D, R are not seen only by relevant factors, but it also seen

from status, authority, occupation, ethnic, identity, friendship, and situational factors. Then, in this case, if the distance between speaker and hearer is great or it means that they are not close and the power of hearer over speaker is great and the ranking of imposition is also great, then, the speaker must lessen the imposition. In this case, if speaker gives great imposition over hearer, then, it might threat hearer's face a lot.

2.4.3 The Integration of Imposition of the Payoffs and Weighting the Risk in the Choice of Strategies

This factor is actually the combination of the previous factors namely payoffs and circumstances. It means that the speaker considers the payoffs of the chosen strategy and the circumstance at the same time. For instance, if the speaker wants to do FTA to hearer, but they have great distance and hearer has more power over speaker, then, speaker should use negative politeness in order to maintain hearer negative face. In contrast, if speaker and hearer have low distance and equal power, then, speaker can use more risky strategy as positive politeness or even bald on record. In short, speaker ought to choose the appropriate strategy to use in that situation. On the other hand, he has to consider the risk for choosing that kind of strategy.

CHAPTER III

RESEARCH METHOD

In this chapter, the writer would like to explain the type of the research including data, population, samples, also sampling technique used in it. Besides, the writer would also like to explain the methods she used to collect and analyze the data.

3.1 Type of the Research

According to Arikunto (2010:20), seeing from the approaching method, research can be divided into qualitative research and quantitative research. Generally, qualitative research deals with exploring ideas, reasons and opinion deeply. In writing qualitative research, the writer generally uses descriptive data taken from interview, videos, documents, notes and any other sources that can be described. However, quantitative research deals with numerical data that are commonly formulated into statistic data. In general, the problems of the research are mostly described with variables and hypotheses.

This research is a type of descriptive qualitative research supported by quantitative analysis. In this research, the writer explains her idea, opinion, argument and analysis concerning the topic specifically. She also strengthens her statement by using the underlying theory of politeness by Brown and Levinson and the method of

analyzing data by Sudaryanto. In addition, the writer uses quantitative analysis to see the tendency of politeness strategies used by Deddy Corbuzier and to ease the contrast between strategies used by him.

3.1 Data, Population, Sample, Sampling Technique

Since this research observes Politeness Strategies used in a talk show, then, the data must be the utterances used in the talk show. In this opportunity, the writer uses an episode broadcasted on 13th February 2015. In the chosen episode, there are two guests to be invited. They are entertainer and non-entertainer. The entertainer invited is Sandra Dewi. She is an actress and a friend of the host. The non-entertainer invited is Mr. Dasa. He is a man who takes care his mental disorder wife for fourteen years.

The population of this research is the whole utterances spoken by Deddy Corbuzier as the host of the talk show. Then, the samples of this research are the utterances of the host which indicate politeness strategies. In that episode, there are 140 samples found. It is divided into 70 samples in interviewing the entertainer and 73 samples in interviewing the non-entertainer. In addition, the writer uses purposive sampling technique because the writer only uses the samples which indicate politeness strategies.

3.3 Method of Collecting Data

According to Sudaryanto (1993:131-143), there are several methods that can be used to collect data namely Participant Observation, Non Participant Observation, Note Taking and Recording methods. In this opportunity, the writer uses Non Participant Observation method, because she does not involve in the conversation as the data of the research. The writer downloaded the chosen video on Youtube in order to ease the analysis. After downloading the videos, the writer transcripts the conversation discussed in the video. Then, she chooses the video with the most appropriate conversation to be analyzed.

3.4 Method of Analysis Data

According to Sudaryanto (1993), there are two types of analysis method in language research. They are Identity Method and Distributional Method. Identity Method is a method which deals with the data taken from any aspects out of language. It can be a partner of speech, speech organ, orthography, another language, and referent. Then, the methods used in Identity method namely Pragmatic, Phonetic-Articulatory, Orthographic, Translational, and Referential Methods. Meanwhile, Distributional Method is a method that deals with the language. The techniques used in distributional methods among other things are Substitution, Deletion, Repetition.

In this opportunity, the writer would like to use Pragmatic Method, because the type of the data is conversation which involves partner of speech in it. Besides, she also uses Deletion Technique and Substitution Technique. The Deletion

Technique is used to delete any words to prove if the words are the marker of the strategy or not. Furthermore, the Substitution Technique is used to substitute the words with the formal one or informal one in order to see the level of formality used.

CHAPTER IV

DATA ANALYSIS

In this chapter, the writer would like to reveal the result of the research analysis. The result includes the types of politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer, the contrast between the strategies used by him, and the reason for choosing the strategies. In addition, the writer would also like to explain the data analysis afterwards.

4.1 Result of the Research

This chapter will kindly discuss the result of the research problems' analysis. It will be explained in sub-chapters below:

4.1.1 Types of Strategies Used

In this case, Deddy Corbuzier as the host of *Hitam Putih* talk show uses sixteen different types of strategies in interviewing both entertainer and non-entertainer. The strategies are divided into bald on record, positive politeness, negative politeness and also off record strategies. Those strategies will be described briefly in the following table:

Table 1. Types of Strategies Used

The Strategies Used by the Host	Guest: Entertainer	Guest: Non-Entertainer
Bald on Record	✓	✓
Positive Politeness:		
1. Claiming common ground:		
a. Notice attend to H	✓	–
b. Exaggerate	✓	✓
c. Intensify interest to H	✓	✓
d. Use in-group identity markers	✓	–
e. Seek agreement	✓	✓
f. Presuppose/raise/assert common ground	✓	✓
g. Joke	✓	✓
2. Convey that S and H are cooperator:		
a. Offer, promise	✓	✓
b. Include S and H in the activity	✓	–
c. Give (or ask for) reasons	✓	✓
Negative Politeness:		
1. Be direct		
a. Be conventionally indirect	–	✓
2. Do not force H		
a. Be pessimistic	✓	–
3. Communicate S's want to not impinge on H		

a. Apologize	–	✓
b. Nominalize	–	✓

Off record:
 	
  1. Invite conversational implicature
 	
     a. Give association clue
	✓	–

Total types of strategy	13	11

From the table above, we can see that the host tends to use positive politeness strategies in interviewing both entertainer and non-entertainer. However, the host uses more various positive politeness strategies in interviewing entertainer because the host has more shared knowledge with the entertainer rather that the non-entertainer, then, he can raise more common ground with the entertainer. In contrast, he uses more various negative politeness strategies in interviewing non-entertainer because the host and the non-entertainer has great distance, then, the host should show his respect and reluctance at particular time.

After having the table of the types of politeness strategies used by the host in interviewing entertainer and non-entertainer, the writer would like to show the tendency of the strategies used by the host in interviewing each guest. The tendency will be counted as :

Sample found in each strategy (SF.ES) x 100%
Total samples found in interview (TSFII)

For instance, to see the tendency of Bald on Record in interviewing non-entertainer, we can count as:

: $\underline{\text{SF (bald on record)}}$ x 100% = $\underline{39}$ x 100% = 53,42%
TSFII (non-entertainer)   73

Table 2. Tendency of Strategies Used

The Strategies Used by the Host	Percentage of Each Politeness Strategy Used	
	Entertainer	**Non-entertainer**
Bald on Record	18,57%	53,42%
Positive Politeness:		
1. Claiming common ground:		
a. Notice attend to H	1,42%	–
b. Exaggerate	1,42%	8,21%
c. Intensify interest to H	2,85%	8,21%
d. Use in-group identity markers	31,42%	–
e. Seek agreement	7,14%	16,43%
f. Presuppose/raise/assert common ground	15,71%	1,36%
g. Joke	8,57%	1,36%
2. Convey that S and H are cooperator:		
a. Offer, promise	1,42%	1,36%
b. Include S and H in the activity	1,42%	–
c. Give (or ask for) reasons	5,71%	1,36%
Negative Politeness:		

4. Be direct		
b. Be conventionally indirect	–	2,73%
5. Do not force H		
b. Be pessimistic	1,42%	–
6. Communicate S's want to not impinge on H		
c. Apologize	–	4,1%
d. Nominalize	–	1,36%
Off record:		
1. Invite conversational implicature		
a. Give association clue	2,85%	–
Total	99,92%	99,9%

From the table of tendency above, we can conclude that in interviewing the entertainer, the host tends to use in-group identity marker strategy, then, followed by bald on record strategy and presuppose/raise/assert common ground strategy. Whereas in interviewing non-entertainer, the host tends to use bald on record strategy the most, then, followed by seek agreement strategy, then, exaggerate and intensify interest to hearer strategy. The deeper explanation will be explained in the next sub-chapter.

4.1.2 The Contrast of the Strategies Used

There are several differences found in the politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer. To ease the contrast

description, the writer would like to draw the contrast in the following table of percentage. The percentage of the contrast will be counted as:

Samples in strategy used in interviewing entertainer/non-entertainer $\quad$ x 100%
Total samples in strategy used in interviewing both entertainer and non-entertainer

For instance, to see the contrast of Bald on Record Strategy, we can count as:

Entertainer: $\underline{13}$ x 100% = 25% $\quad$ | $\quad$ Non-Entertainer: $\underline{39}$ x 100% = 75%
$\qquad$ 52 $\qquad\qquad\qquad\qquad\qquad$ 52

Table 3. Contrast of Each Strategy

Types of Politeness Strategies Used	The Contrast of Each Strategy Used by the Host	
	Entertainer	Non-entertainer
Bald on record	25%	75%
Notice, attend to H	100%	0%
Exaggerate	25%	75%
Intensify interest to H	25%	75%
Use in-group identity marker	100%	0%
Seek Agreement	29,42%	70,58%
Presuppose/raise/assert common ground	91,67%	8,33%
Joke	85,72%	14,28%
Offer, promise	50%	50%
Involve S and H in the activity	100%	0%
Give (or ask for) reason	80%	20%
Be conventionally indirect	0%	100%
Be pessimistic	100%	0%

Apologize	0%	100%
Nominalize	0%	100%
Off record	100%	0%

There are several differences found in the use of politeness strategies to interview both of the entertainer and non-entertainer. Those differences include the tendency of using bald on record in interviewing both of the guests, the tendency of using intimate language and raising common ground, the tendency of being cooperative, the tendency of showing sympathy and interest, the tendency of showing reluctance, and the of using off record strategy.

Firstly, the host tends to use more of bald on record strategy to interview the non-entertainer than the entertainer. As we can see in the table, the difference between both is far enough. It is the same as three to one. It means that the host is likely to be more to the point in interviewing the non-entertainer than the entertainer. In addition, seeing from the table 1, the percentage of bald on record in interviewing the non-entertainer is the highest than other strategies. It shows that the host prefers to state simply and get the clear response from the guest than to satisfy the guest's face with other strategies.

Secondly, the host appears to be more intimate to the entertainer than the non-entertainer. It is proved by the use of identity marker strategy, presuppose/raise/assert common ground strategy, and also jokes. In conversing with the entertainer, the host

uses many in-group identity marker, slang and even code switching of language. While conversing with the non-entertainer, the host does not use any kind of in-group identity marker strategy. In addition, the host also tends to use assert common ground strategy with the entertainer by showing his familiarity with the guest in some utterances. Meanwhile, in interviewing the non-entertainer, he only uses the kind of strategy for once. It makes the percentage of the strategy different by more than 90%. Joke is one of the familiarity markers because joke indicates the shared knowledge among speech participants. In this case, the use of joke in interviewing both of the guests is different by more than 70%. This situation could happen because the host has more shared knowledge with the entertainer.

Thirdly, the host seems to be more cooperative with the entertainer than the non-entertainer. It can be seen by the use of include both S and H in the activity strategy and give (or ask for) reason strategy. The host only uses include S and H in the activity in interviewing the entertainer. At that moment, the host asks the entertainer to join his game. It means that the host believes the entertainer to be his cooperator. Then, it can be seen from the use of gives (or ask for) reason strategy, the percentage of the entertainer is higher by 60%. It can happen because the host knows background of the entertainer more than the non-entertainer. Therefore, he can raise reasons regarding the entertainer's statement rather than the non-entertainer. It also becomes the reason why the host is more cooperative to the entertainer than the non-entertainer.

In contrast, the host is more to show his sympathy and interest towards the non-entertainer than the entertainer. It is proved by the percentage of exaggerate strategy and intensify interest to H strategy used by the host. This thing could happen due to the topic discussed. The host only exaggerates his interest to the entertainer for being chosen by the central Disney in California to be one of the Disney Princess icons of Southeast Asia. On the other hand, the host sympathizes and admires a lot to the non-entertainer for being very patient to take care his demented disorder wife for fourteen years. This miserable situation makes the host gives more sympathy and interest towards the non-entertainer.

Moreover, the host indicates his reluctance more to the non-entertainer than the entertainer. It can be seen from the use of apologize and nominalize strategies. The host does not use both strategies in interviewing the entertainer because the topic discussed is not that sensitive and simpler than the topic discussed with the non-entertainer. Besides, the close relationship between the host and the entertainer can reduce or even omit the reluctance in their conversation. While in interviewing the non-entertainer, he indicates those kinds of strategy. It shows that the host is actually a little bit reluctance in questioning about sensitive question towards the guest. He is afraid of making the guest feels oppressed by the question.

Finally, the host uses off record strategy only to interview the entertainer. The host uses this kind of strategy because he wants to minimize the embarrassment that he probably gets if the FTA given by him is rejected. On the other hand, the host does

not use the strategy to the non-entertainer because he does not want to take a risk of making any kind of misunderstanding happen in the conversation by being indirect.

Those are the differences of the politeness strategies used by Deddy Corbuzier in interviewing the entertainer and the non-entertainer. Then, the reason for using the strategies will be explained in the following sub-chapter.

4.1.3 Reasons for Choosing the Strategies

There are two reasons that influence the choice of the strategies by the host. Those reasons include the payoffs of each strategy used and the circumstances of the host and the guests in the talk show.

The first reason for choosing the strategies is that the host considers the payoffs of each strategy. In the interview when he chooses Bald on Record Strategy, he actually realizes the advantages of being direct. It is proved by the percentage of Bald on Record used by the host. He realizes that he can get direct answer and avoid misunderstanding especially when he talks to the non-entertainer guest. In the beginning of interview, the non-entertainer says that his *Bahasa Indonesia* is not that good and he used to speak Sudanese. Then, the host chooses the best strategy to make the guest gets his words easily. In addition, when the host uses Positive Politeness Strategies for both entertainer and non-entertainer, he considers that he might maintain the guests' Positive Face by giving kinds of interest, appreciation, approval and also sympathy. The host also considers the advantages of using in-group Identity

Marker, Assert Common Ground, Jokes and also Giving Reasons Strategies. By using those strategies, he can raise such a mutual friendship with the guest so that he can maintain the guests' positive face. Furthermore, while the host uses Negative Politeness especially to the non-entertainer, he considers that the strategies might minimize the imposition towards the guest. Then, he chooses Be Conventionally Indirect, Apologize and Nominalize Strategy so that it can possibly minimize the imposition and the words he says does not appear so rude. Then, the last, while the host uses Off record strategy to interview entertainer, he realizes that he seems not to force the guest by the FTA. Then, he also minimizes the risk of being bashful if his intention is rejected or the guest does not get what he implies. Moreover, he can possibly avoid the responsible for doing FTA because it is conveyed indirectly and unclear. This Off Record Strategy only applied to the entertainer because the entertainer has many shared knowledge with the host, then, the host can use hint or clue or incomplete utterance to convey what he wants. In contrast, it is difficult for the host to use Off Record Strategy to interview the non-entertainer because they have different context and shared knowledge.

The second reason is the circumstances. In choosing the strategies, the host computes the social variable such as distance, power and rating of imposition in order to estimate the weightiness of FTA given to the guests. In interviewing the entertainer, he considers the low distance between them, because they are close friend. That is the reason why he uses many strategies which indicate intimacy such

as Using Identity Marker strategy, Jokes, Asserting Common Ground Strategy, and Giving Reason Strategy. In addition, seeing from the power and the role-set in the talk show, the host has more power than the guest, because the host is the one to lead the talk show, then, the host can use any strategy he wants. Furthermore, seeing from the ranking of imposition, the topic discussed with the entertainer is very simple thing and not sensitive. They only discuss the guest's love experience and how Disney chooses the guest as Disney princess icon of South East Asia. Therefore, the FTA given to the entertainer might not be that great. In contrast, in interviewing the non-entertainer, the host considers that he has a great distance with the guest, because they are stranger who meet for the first time. Besides, the host is also younger than the guest. In addition, the ranking of imposition is great because the topic discussed is sensitive. They talked about the guest's wife who is suffered from mental disorder for about fourteen years. That is why the host uses Be Conventionally Indirect, Apologize and Nominalize strategies, to lessen the imposition in the FTA. Moreover, seeing from the situational factor, the host and the non-entertainer does not have many shared knowledge. They even have different knowledge, context and language use in daily conversation. Then, it will be easier for the host to state simply and directly to the non-entertainer in order to avoid misunderstanding between them. That is the reason why he uses Bald on Record mostly.

4.2 Data Analysis

In this sub-chapter, the writer would like to describe the deeper analysis of politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer in *Hitam Putih* talk show. To make the analysis easier to be read, the writer would like to divide the analysis in two parts. The first is the analysis of interviewing entertainer. The second is the analysis of interviewing non-entertainer.

4.2.1 Interviewing Entertainer

This sub-chapter will be contained the analysis of politeness strategies used by Deddy Corbuzier in interviewing entertainer. The entertainer who is invited in this chosen episode is Sandra Dewi. She is an actress and model. In addition, she is a close friend of the host.

There are 70 samples found in the chosen episodes. Every sample will be encoded as IE (Interviewing Entertainer). It will also be divided into 13 different strategies. The distribution of samples for each strategy will be described in the table below:

Table.4. Samples Distribution – Interviewing Entertainer

No.	Politeness Strategies Used	The Codes of the Data	Quantity
1.	Bald on record	IE1, IE2, IE3, IE4, IE5, IE6, IE7, IE8, IE9, IE10, IE11, IE12, IE13	13
2.	Notice, attend to H	IE14	1

3.	Exaggerate	IE15,	1
4.	Intensify interest to H	IE16, IE17	2
5.	Use in-group identity markers	IE18, IE19, IE20, IE21, IE22, IE23, IE24, IE25, IE26, IE27, IE28, IE29, IE30, IE31, IE32, IE33, IE34, IE35, IE36, IE37, IE38, IE39	22
6.	Seek Agreement	IE40 IE41, IE42, IE43, IE44	5
7.	Presuppose/raise/assert common ground	IE45, IE46, IE47, IE48, IE49, IE50, IE51, IE52, IE53, IE54, IE55	11
8.	Joke	IE56, IE57, IE58, IE59, IE60, IE61	6
9.	Offer, promise	IE62	1
10.	Includes S and H in the activity	IE63	1
11.	Give (or ask for) reason	IE64, IE65, IE66, IE67	4
12.	Be pessimistic	IE68	1
13.	Off record (giving hints)	IE69, IE70	2
	Total Data	70	

After having the distribution samples for each strategy, the writer would like to explain several samples taken from every single strategy. The analysis will be explained from the Bald on Record strategy up to Off Record Strategy.

Bald on Record Strategy

(1) *Kenapa kalo inget keluarga nangis?* (IE1)

Why do you cry when you remember your family?

This utterance is a kind of bald on record strategy. It can be seen clearly. The host asks the question directly and simply to the guest without any hedge or any additional words to minimize the threat. He also does not use any small talk that makes the utterance becomes indirect. He uses this strategy because he wants to ask simply more than to satisfy the guest's face.

Notice, Attend to Hearer

(2) *Kalo wanita kayak dia ya udah muda, cantik, terkenal, kalo udah terkenal pasti kerjaan banyak.* (IE14)
A woman alike her, young, beautiful, famous, and if she is famous, there must be a lot of jobs for her.

This utterance is a type of notice, attend to hearer strategy of positive politeness. In this utterance, the host notices that there is something needs to be praised in the guest. Noticing that the guest is an interesting woman, the host kindly gives her compliment as a young, beautiful and famous woman. He chooses this strategy because as a good talk show host, he should show his appreciation towards guest. In addition, he also considers that he needs to keep the guest's positive face which wants to be appreciated.

Exaggerate (Interest, Approval, Sympathy)

(3) *Sandra Dewi ini sekarang jadi icon putri Disney...luar biasa ya...*(IE15)
Sandra Dewi right now becomes an icon of Disney Princess… fantastic…

This utterance is a kind of exaggerate (interest, approval, sympathy with H) strategy of positive politeness. As we can see in the utterance, the host exaggerates his compliment to the guest by saying *luar biasa ya*. These words definitely stress his approval to the guest. If the words *luar biasa ya* is deleted, then, the rest of the utterance only becomes information to audiences and implicit compliment to the guest, because the words *luar biasa ya* totally emphasize the host's interest and approval. The reason for choosing this strategy is that he realizes that he needs to show his interest and approval to the guest in order to appreciate and keep the guest's positive face.

Intensify Interest to Hearer

(4) *Jadi gara-gara foto-foto di instagram itu dia jadi icon-nya Disney.* (IE16)
So, because of the photos on her instagram she has been chosen to be a Disney icon.

This utterance is a kind of intensify interest strategy of positive politeness. He sums up the guest answer as the feedback to the guest. A good feedback which indicates interest will definitely satisfy the guest's positive face. In addition, there is kind of use in-group identity marker strategy in this utterance. It can be seen obviously from the use of the word *icon-nya.* The word 'icon' is basically English language, then, in this utterance the host mixes the word with an affix of *bahasa Indonesia 'nya'*. Then, the word becomes *icon-nya*. It is not a formal language in *Bahasa Indonesia*. Then, the word *iconnya* is a truly marker of use in-group identity marker strategy. He uses intensify interest to hearer strategy because he realizes that

he needs to appreciate and satisfy the guest. Moreover, he also wants to raise his common ground with the guest by using in-group identity marker strategy.

Use in-group Identity Marker

   (5) *Cowok seperti apa yang bisa deketin lo?* (IE18)
      What kind of guy can get close to you?

This utterance is a type of use in-group identity marker. It can be seen from the use of slang. The word *lo* is basically an informal addressee form. It only used by people with close relationship as friend. If it used to speak with someone older or someone who is not close it will be consider as impolite. If the addressee form is substituted with more formal addressee such as *anda*, it will be more polite, but it is not a type of use in-group identity anymore. The way the host uses informal addressee form to the guest describes their close relationship. He uses this kind of strategy because he realizes that the weightiness of this utterance will not be great considering the low distance between them. It means that he realizes that his closeness with the guest can minimize the imposition.

   (6) *Kalo ditexting gak bilang I love you gitu?* (IE19)
      When you are getting a text messege from your ex boyfriend, does not he say 'I love you'?

This utterance is absolutely a kind of use in-group identity marker. In this case, the host uses the words 'texting' and 'I love you' which are code switching in language. It implies that the host and the guest have a common ground in English language. Besides, as a public figure, the host realizes that using foreign language

seems to be more prestigious and even appears to be cooler in the eyes of audiences. The host also knows that the guest will understand what he says because of knowing this common ground. The reason for choosing this strategy is that the host wants to maintain the guest's positive face.

(7) *Gimana caranya Disney bisa melihat Sandra dan memilih Sandra sebagai icon putri?* (IE20)
How can Disney know you and choose you as their princess icon?

This utterance is also a part of in-group identity markers strategy. In this utterance the host uses switching language to substitute a word. The English word used in this utterance is 'icon'. If the word 'icon' is substituted with its meaning in *Bahasa Indonesia* which will be *tokoh*, then, it will be a kind of bald on record strategy. The same with the previous utterance, this utterance also shows his shared knowledge or common ground with the guest.

Seek Agreement

(8) *G: …dari pihak Disney aku ditelpon.*
H: Ditelpon, dari luar negri? (IE40)
G: …from the Disney, I have been called.
H: You have been called, from the abroad?

This utterance is a kind of seek agreement strategy. The way the host repeats what the guest says becomes the marker of this strategy. In this case, the host gesture also represents that he is seeking for agreement. In this utterance, it can be seen clearly that the host repeats the word *ditelpon*. Repeating is truly kind of seek agreement strategy, because by repeating the words said by the guest, the host might

assure that the words he heard is true. Then, he strengthens this seek agreement strategy by questioning if the call really comes from the Disney USA. It can be seen in the words *dari luar negri?* It means that he really wants to assure the truth of what he heard. This strategy might indicate his good response to the guest and also admiration. Besides, it shows that he interests to their conversation at the same time. This strategy might keep the guest's positive face which wants to be approved.

Presuppose/Raise/Assert Common Ground

(9) *Sekarang Tika itu kerja di Trans 7* (IE45)
     Right now, Tika is working at Trans 7

This utterance is actually a type of presuppose/raise/assert common ground strategy. In this case, the host raises his knowledge regarding the guest's family. Tika is the sibling of the guest. The way the host tells everyone that Tika is working at Trans 7 implies that he wants to raise his familiarity with the guest. It shows that the relationship between the host and the guest is very close because the host even knows the guest's family. He uses this strategy to show his mutual friendship with the guest.

(10) *Ini Disney ya? bukan Universal, Tadinya saya mau bilang Princess Viona yang jadi Shrek. Bukan ya.* (IE46)
     This is Disney right, not Universal is not it? I just wanna say Princess Viona who becomes Shrek.

This utterance is also kind of presuppose/raise/assert common ground strategy. In this utterance, the host presupposes the guest's knowledge of the utterance he says. As we can see in the utterance, the host talks about Princess Viona

of Shrek. It means that he supposes that the guest knows about Princess Viona too, then, he says this utterance. Furthermore, this utterance also contains use in-group identity marker strategy. It can be seen obviously from code switching used in the utterance. The switching language that he uses is the word 'princess' which means *putri* in *Bahasa.* He uses this strategy to raise his shared knowledge with the guest, so that he can keep the guest's positive face.

Joke

(11) *Kamu gak punya trauma gagal kawin kan, misalnya, gak punya kan?*(IE56)
You do not have any trauma of failed wedding, right?

This utterance is a kind of joke strategy. Trauma of failed wedding is actually the experience of his co-host Nycta Gina. He uses this kind of hint to make a joke of her. After hearing this utterance, the guest knows what the host means, then, she looks at the co-host and laughs. He uses this joke because he wants to make an interlude and he knows that his joke will not be filed because the guest knows what he means. The host uses this strategy because he considers this common ground with the guest.

Offer, Promise

(12) *Silakan Sandra* (IE62)
Please, Sandra

This utterance is a type of offer, promise strategy of positive politeness. The action of offering the guest to have a seat might indicate his good intention

towards the guest. Besides, he might seem to be a cooperator with the guest. The reason for choosing this strategy is that the host would like to show his solidarity with the guest in order to maintain the guest's positive face.

Include Speaker and Hearer in the Activity

(13) *I want you to trust me and I want you to bite it, ...And I'll bite it too*. (IE63)

This utterance is a kind of include S and H in the activity. In this utterance, the host invites the guest to do a magical trick with the guest. The invitation to do the same activity can be seen clearly in the words 'and I'll bite it too'. If we analyze by using deletion technique and the words 'and I bite it too' are deleted, the utterance is not a type of include S and H in the activity strategy anymore. It might seem like a command or request to do something. The host uses this strategy to show that he wants to cooperate with the guest to do any additional activity in the talk show. Furthermore, this utterance is also a kind of use-ingroup identity marker strategy, because in this utterance the host speaks English in the whole utterance. From this utterance, we can see that the host tries to raise his common knowledge of foreign language with the guest. He uses this strategy because he wants to maintain the guest's positive face which wants to be approved.

Give (or Ask for) Reason

(14) *Bener-bener. Harus susah-susah dulu. Siapa yang tahu Sandra Dewi sekarang begini, sudah terkenal gitu, semuanya sukses. Tapi dulunya jualan di Mangga Dua. Kan gak ada yang tahu.* (IE64)

Yes, that is right. She should struggle first. Who knows that Sandra Dewi who is right now famous and successful, used to be a seller in Mangga Dua. Nobody knows.

This utterance is a kind of give (or ask for) reasons strategy of positive politeness. It can be seen in the utterance, at the first he show his agreement with the guest's answer. Then, he strengthens the guest's answer by giving the additional reason which proves that the guest is a truly hard worker. The host can give such as reason because he knows the guest background. This strategy basically indicates his good cooperation with the guest. Moreover, in this utterance, there are some words that indicate presuppose/raise/assert common ground strategy. It can be seen from the words *dulunya jualan di Mangga Dua, kan gak ada yang tahu*. By seeing these words, we can see that the host tries to assert his knowledge about the guest before she becomes as famous as now. The host uses this strategy to raise his closeness with the guest in order to keep the guest's positive face. Moreover, he also considers his low distance with the guest and the great power he has in the talk show make the imposition becomes small. Then, it makes him dare to reveal the past life of the guest.

Be Pessimistic

(15) *Boleh ditanda tanganin, sayang* (IE68)
     Sign it, babe.

This utterance is a type of be pessimistic strategy of negative politeness. It is the sub-strategy of do not force hearer. As we can see in the utterance, the word *boleh* becomes the marker for this strategy. If the word *boleh* is deleted, then, this

utterance must be a kind of bald on record. It will be an order to the guest. The reason for choosing this strategy is that the host wants to keep the guest's negative face which wants to be free from imposition. In addition, in this utterance, the word *sayang* becomes a marker of use in-group identity marker strategy. The word *sayang* is an intimate addressee form. He uses this strategy to show his close relationship with the guest.

Give Association Clue

(16) *Fisik... fisik... Mungkin yang botak gitu.* (IE70)
Physically… physically… Probably the bald headed one.

This utterance is a type of off record strategy. It is kind of giving association clue strategy. The clue of this utterance is in the word *botak.* As we know, the host of this talk show is a bald headed man. Then, he actually intends to ask if he is the ideal type of man for the guest by giving the clue. The reason for using this strategy is that he wants to lessen the embarrassment if he rejected by the guest. On the other hands, he also computes his low distance with the guest and his power as the host of the talk show. Then, the strategy may not interrupt a lot to the guest.

4.2.2 Interviewing Non-Entertainer

In this sub-chapter, the writer would like to discuss the analysis of Politeness Strategies used by Deddy Corbuzier in interviewing non-entertainer guest. Before going to the explanation, the writer would like to introduce a bit about the guest. The guest of this episode is Mr. Dasa. He is a labor who coming from Ciamis, West Java.

He is invited to the talk show to share his experience in take caring his mental disorder wife for fourteen years.

The samples found in the chosen episodes are 73 samples. These samples are divided into 11 different strategies. In analyzing the data, the writer encoding each sample as INE (interviewing non-entertainer). Here it is the distribution of the samples.

Table.5. Samples Distribution – Interviewing Non-Entertainer

No.	Politeness Strategies Used	The Codes of the Data	Quantity
1.	Bald on record	INE1, INE2, INE3, INE4, INE5, INE6, INE7, INE8, INE9, INE10, INE11, INE12, INE13, INE14, INE15, INE16, INE17, INE18, INE19, INE20, INE21, INE22, INE23, INE24, INE25, INE26, INE27, INE28, INE29, INE30, INE31, INE32, INE33, INE34, INE35, INE36, INE37, INE38, INE39	39
2.	Exaggerate	INE40, INE41, INE42, INE43, INE44, INE45	6
3.	Intensify interest	INE46, INE47, INE48, INE49, INE50, INE51	6
4.	Seek Agreement	INE52, INE53, INE54, INE55, INE56, INE57, INE58, INE59,	12

		INE60, INE61, INE62, INE63	
5.	Presuppose/raise/assert common ground	INE64	1
6.	Joke	INE65	1
7.	Offer, promise	INE66	1
8.	Give (or ask for) reason	INE67	1
9.	Be conventionally indirect	INE68, INE69	2
10.	Apologize	INE70, INE71, INE72	3
11.	Nominalize	INE73	1
	Total Data	73	

This is the distribution of the samples of each strategy. Moreover, the explanation of each strategy will be described below:

Bald on Record

(1) *Kalo kata dokter apa?* (INE1)
   What does the doctor say?

This utterance is a kind of Bald on Record Strategy. As we can see in the utterance, the host asks the direct question to the guest without any additional words to less the imposition. The host basically uses this strategy because he wants to avoid misunderstanding. He worries that the guest does not understand his words if he uses some difficult words such as foreign language word or any other difficult terms, because the guest admits that his capability in speaking *Bahasa Indonesia* is not really good, then, his capability in speaking foreign language must be not really good

as well. Then, the host might think that being direct is easier in this situation due to the different shared knowledge, context and language they use in daily conversation. That is why the host prefers to go Bald on Record in interviewing the guest.

(2) *Saya gak bisa Bahasa Sunda* (INE2)
I cannot speak Sundanese

This utterance is a kind of Bald on Record strategy. In this utterance, the host does not use any kind of hedge. He states simply and directly that he cannot speak Sundanese to the guest who asks him to use it. By refusing this order, the host basically threats the guest's face, but, by seeing his role as the host of the talk show, he has more power than the guest. Then, he supposes that the guest might understand the situation, so he chooses to state directly like this. It shows that the host uses this strategy because he prefers to state directly and clearly to avoid misunderstanding rather than to keep the guest's face

Exaggerate (Interest, Approval, Sympathy)

(3) *Tapi yang menarik dari pak Dasa ini kayaknya gak terbebani gitu. Karena dari tadi senyum. Kayaknya enak banget gitu. Ketawa bercanda.* (IE40)
But the interesting thing about Mr. Dasa is that he does not seem to be burdened because he is smiling. It seems so happy, laughing and joking.

This utterance is a type of Exaggerate Strategy of Positive Politeness. The word *menarik* indicates his interest towards the guest, but it is not the only marker of the strategy. Even if the word *menarik* is deleted, this strategy is still a kind of exaggerate strategy. The rest of the words in the utterance indicate his sympathy

towards the guest. In this utterance, we can see that the host impressed by the guest who appears to be very patient in facing his faith and can laugh still in the situation. The reason for choosing the strategy is that the host wants to satisfy the guest's positive face by giving kind of approval and appreciation.

(4) *Terima kasih Pak Dasa, Anda telah mengispirasi banyak pria yang ada disini dan membuat ibu-ibu berharap lebih ya sebenarnya ya hehe, tapi luar biasa* (INE41)
Thank you Mr. Dasa. You had inspired many men and make the women here hope more actually hehe. But you are incredible.

This utterance is also type of Exaggerate (interest, approval, sympathy with H) strategy. It's truly marked by the words *luar biasa* followed by applause. Despite the words *luar biasa* is deleted, the strategy he uses is not change into others. Other words that indicate exaggerate a lot are *anda telah menginspirasi banyak pria disini.* This utterance represents the host's interest, approval and sympathy towards the guest at the same time. The reason of using this strategy is that the host wants to appreciate his incredible guest and keep his positive face.

Intensify Interest to Hearer

(5) *G:…Seperti kalau ada panggilan di sekolah, sedih* (INE46)
H: Oh, karena gak bisa datang ya ibunya
G: For instance, if there is an invitation from the school, I feel sad
H: Oh, because the mother cannot come

This utterance is a type of Intensify Interest to the Hearer Strategy of Positive Politeness. In the utterance, the host responses the guest's answer with the utterance that probably becomes the reason why the guest is sad. He aims to contribute in the

conversation that might indicate his interest to the guest. The reason of using this strategy is that the host wants to emphasize his interest towards the guest in order to keep his positive face.

Seek Agreement

> (6) G: *Ya, itu rintangan anggapnya*
>   H: *Oh, anda menganggapnya sebagai rintangan* (INE52)
>   G: Ya, it is a challenge I assume
>   H: Oh, so you consider it as a challenge

This utterance is a kind of Seek Agreement of Positive Politeness. It is shown by the repetition done by the host. By repeating the guest's answer, the host might emphasize his interest towards the guest and shows that he listens carefully to the guest. It also indicates his agreement at the same time. The reason for choosing this strategy is that the host realizes the payoffs of Positive Politeness. He needs to appreciate the guest in order to keep his Positive Face.

Presuppose/Raise/Assert Common Ground

> (7) *Gak bicara ya, tapi menunjukkan* (INE64)
>   You do not talk, but you show it.

This utterance is a kind of Presuppose/Raise/Assert Common Ground Strategy of Positive Politeness. In this utterance, the host reveals his point of view about the guest. He also presupposes the guest's attitude based on the guest's answer before. He aims to say that the guest is really love and loyal to his wife without saying that he

is. The reason for using this strategy is that the host wants to show his appreciation and approval to his guest.

Joke

    (8) *Nanyanya sampe apa? Belom nanya pak saya pak hehe* (INE65)
        What do I ask? I have not ask yet hehe

    This utterance is a kind of Joke Strategy of Positive Politeness. The host makes joke of the guest who is asking about question that has not questioned yet by the host. Considering that it is funny, the host then spontaneously says that utterance, because he knows that the guest and audience will find it funny as well. Then, this utterance successfully makes the guest and audiences laugh too. The reason for using this strategy is that the host would like to show a little bit intimacy towards the guest, then, the guest might feel approved of by the host.

Offer, Promise

    (9)   *Silakan pak, duduk disini pak* (INE66)
        Please, sir. Sit here.

    This utterance is a kind of Offer, Promise Strategy of Positive Politeness. As we can see in the utterance, the host offers the guest to take a seat. It indicates kind of approval towards the guest. It also shows that the host welcomes the guest and invites the guest to be his cooperator in that episode. The reason of using this strategy is that the host wants to satisfy the guest's Positive Face by giving this approval.

Give (or Ask for) Reason

    (10)   *Oh, mungkin karena gak enak ya* (INE67)
              Oh, probably because she feels reluctance to you, right?

This utterance is a kind of Give (or Ask for) Reason Strategy. It can be seen from the response of the host after hearing the guest statement. The host states a reason of why the guest's mother in law tells him to marry another woman. The reason for choosing the strategy is that the host aims to cooperate with the guest in order to maintain the guest's positive face.

Be Conventionally Indirect

    (11)   *Pak, tadi kan bapak bilang apapun yang terjadi cinta gitu ya? Saya mau tanya, kenapa bapak bisa cinta sekali dengan istri bapak?* (INE68)
              Sir, you said that no matter what happens you still love your wife, right, I just want to ask, why do you love your wife so much?

This utterance is a kind of Be Conventionally Indirect Strategy of Negative Politeness. As we can see in the utterance, the host does not ask directly the question. Before questioning the guest he says hedge such as *saya mau tanya* and even repeats the things that has been said by the guest before. It shows that the host wants to minimize the imposition of that question. If the hedge and the utterance before the main question are deleted, then, the question will be Bald on Record strategy and the imposition of the question will be greater. The reason for choosing this strategy is that the host aims to keep the guest's Negative Politeness which wants to be free from imposition.

(12) *Saya mau tau nih, misalnya bapak sebagai suami ke istri walaupun istri sakit masih seperti itu. Kalau anak ke ibu?* (INE69)
I want to know, as a husband to your wife, you still feel the same although your wife is suffered from disease like that, so what about your child to his mother?

This utterance is a type of Be Conventionally Indirect of Negative Politeness. It can be seen clearly from the utterance. The host does not ask the main question directly to the guest. In this case, he uses hedge *saya mau tau nih* and uses kind of parable as *misalnya bapak sebagai suami ke istri walaupun istri sakit masih seperti itu* which is actually not related with the main question. It means, the host actually wants to ask about how his child treats his mother, but, to minimize the impingement of the question, he talks about how the guest treats his wife first, then, ask the main question. The reason for choosing this strategy is that the host does not want to impose the guest very much over a sensitive question. He also wants to maintain the guest's Negative Face.

Apologize

(13) *Bapak mengurus ibu selama 14 tahun...Kenapa tidak ditaruh di rumah sakit, e...,jiwa misalnya?* (INE70)
You take care of your wife yourself for fourteen years…Why do not you put her in e…mental hospital for instance

This utterance is a kind of Apologize Strategy of Negative Politeness. The host actually indicates his reluctance in saying this utterance. It can be seen from the use of the hedge 'e…'. If this hedge is deleted, the utterance will impinge so much to the guest. Even though the guest's wife is truly suffered from mental disorder, but, it

will be very sad for the guest to hear kind of mental hospital thing. Then, the host decides to use this hedge to reduce the imposition of the statement. The host uses this strategy because he wants to maintain the guest's negative face by minimizing the imposition of the utterance said.

(14) *Saya mau tanya pak, satu hal pak, seandainya, seandainya istri anda gak sembuh, maaf ya, terus anda gimana?* (INE71)
I want to ask you, a question, if only, if only your wife does not recover from the illness, I am sorry to say, then, what about you?

This utterance is a type of Apologize Strategy of Negative Politeness. In this case, the words *maaf ya* becomes the main marker of this strategy. By saying apologize, the host indicates his aims to not impinge on the guest by that sensitive question. Another marker of that strategy is the hedge *seandainya*. This word also minimizes the impingement towards the guest indeed, because it can omit the judgment of the utterance. In addition, the host even repeats the hedge *seandainya*, it might strengthen more his feeling of reluctance towards the guest. If the words *maaf ya* and the hedges are deleted, then, the imposition of the utterance will be very great. The reason for using this strategy is that the host actually does not want to impinge on the guest too much by giving a sensitive question. He also wants to maintain the guest's negative face.

Nominalize

(15) *Pada saat dibawa ke rumah sakit, sang istri gimana?* (INE73)
When she was brought to the hospital, how about your wife?

This utterance is a type of Nominalize Strategy of Negative Politeness. It can be seen from the choice of the words used in the utterance. In this utterance, he uses more formal words than the words that he used to say before. For instance, in this utterance, he says *pada saat,* it is totally a very formal form. If it is substituted with *waktu* it will be more informal. Then, the host also nominalizes the words *sang istri*. The words *sang istri* will be more flexible to hear if it is substituted with *istri anda*, because from previous conversation, he often uses *istri anda.* He uses this kind of strategy to give such as respect to the guest in order to keep the guest's Negative Face.

CHAPTER V

CONCLUSION

In this chapter, the writer would like to conclude the result of the analysis done in the previous chapter. The results of the analysis include the types of politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer, the contrast of the politeness strategies used by Deddy Corbuzier in interviewing entertainer and non-entertainer, and the reasons for choosing the strategies.

Based on the data analysis, there are 16 different types of Politeness Strategies used by the host in interviewing both entertainer and non-entertainer. In interviewing the entertainer he uses Bald on Record (18,3%), 10 types of Positive Politeness Strategy (77,42%), 1 type of Negative Politeness (1,4%), and 1 type of Off Record Strategy (2,81%). In addition, in interviewing the non-entertainer he uses Bald on Record Strategy (54,42%), 7 types of Positive Politeness Strategy (38,29%) and 3 types of Negative Politeness Strategy(8,19%). Then, we can conclude that the host tends to use Positive Politeness Strategy in interviewing the entertainer. In contrast, he tends to use Bald on Record Strategy in interviewing the non-entertainer.

There are several differences found in the used of Politeness Strategies in interviewing both entertainer and non-entertainer. First of all, the host tends to use bald on record strategies in interviewing the non-entertainer than the entertainer.

Second, the host appears to be more intimate to the entertainer than the non-entertainer. Also, the host seems to be more cooperative with entertainer than non-entertainer. Furthermore, the host is more to show his sympathy and interest towards the non-entertainer than the entertainer. In addition, the host indicates his reluctance more to the non-entertainer than the entertainer. Finally, the host uses off record strategy only to interview the entertainer.

There are two main reasons for choosing the strategies. Firstly, the host considers the payoffs of each strategy such as avoiding misunderstanding by using Bald on Record, showing interest, appreciation, and approval by using Positive Politeness, minimizing the imposition by using Negative Politeness, and seems not to force the guest by using Off Record. However, the host only uses Off Record in interviewing entertainer because they have many shared knowledge and same context. Secondly, the host considers the circumstance among him and the guests in the talk show. Then, he can estimate the weightiness of the FTA given by seeing the distance, power and ranking of imposition so that he can choose the most appropriate strategy to use. Then, he uses more Positive Politeness to the entertainer due to their low distance. On the other hand, he uses some Negative Politeness Strategies to indicate his respect and reluctance due to their great distance.

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APPENDIX

Table.4. Samples Distribution – Interviewing Entertainer

On Record

Codes	Utterances
IE1	Kenapa kalo inget keluarga nangis?
IE2	Kenapa?
IE3	Kriterianya?
IE4	Apa misalnya?
IE5	Artinya cinta buat Sandra Dewi apa ya?
IE6	Temen-temen?
IE7	Kalo saudara gimana?
IE8	Itu telpon?
IE9	Siapa?
IE10	Kenapa?
IE11	Nah, kalo saya tanya sesayang apa, jawabannya apa?
IE12	Kalo ngeliat kejadian kayak gini, buat Sandra gimana menilai lelaki seperti ini gimana?
IE13	Anda percaya ada cinta seperti itu?

Notice, Attend to H

Code	Utterance
IE14	Kalo wanita kayak dia ya udah muda, cantik, terkenal, kalo udah terkenal pasti kerjaan banyak

Exaggerate (interest, sympathy, approval to H)

Code	Utterance
IE15	Sandra Dewi ini sekarang jadi icon putri Disney…luar biasa ya…

Intensify Interest to H

Codes	Utterances
IE16	Jadi gara-gara foto-foto di instagram itu dia jadi iconnya Disney

IE17	Iya, sulit banget, harus susah-susah dulu

Use in group identity marker

Codes	Utterances
IE18	Cowok seperti apa yang bisa deketin lo?
IE 19	Kalo ditexting gak bilang I love you gitu?
IE 20	Gimana caranya Disney bisa melihat Sandra dan memilih Sandra sebagai icon putri?
IE21	Nih, sayang
IE22	Boleh ditandatanganin, sayang
IE23	Trust me
IE24	I want you to trust me and I want you to bite it, and I bite it too
IE25	Tapi gue kenal dia udah lama nih dan gak pernah ada orang tau pacarnya siapa
IE26	Kalo cowok kamu bilang I love you gitu?
IE27	Masa gak ada cowok kamu yang ngetext bilang I love you?
IE28	Nah, kalo yang kemaren-kemaren bilang I love you, kamu gimana?
IE29	Jadi love itu?
IE30	Anyway
IE31	Keluarga kamu kenapa?
IE32	Happy ending ever after
IE33	Gimana nih kalo deketin cewek gini valentine dikasih apa?
IE34	Sandra Dewi ini sekarang jadi icon putri Disney
IE35	Jadi gara-gara foto-foto di instagram itu dia jadi iconnya Disney
IE36	Disney ya bukan Universal, tadinya saya mau bilang Princess Viona yang jadi Shrek
IE37	…saya kenal kamu dah lama dan *I think*…
IE38	Oh…bukan love
IE39	Why?

Seek Agreement

Codes	Utterances
IE40	Ditelpon, dari luar negri?
IE41	Karakternya bagus
IE42	Pacaran gak pernah bilang I love you?
IE43	Bukan love
IE44	Dekat

Presuppose/Raise/Assert Common Ground

Codes	Utterances
IE45	Sekarang Tika itu kerja di Trans 7
IE46	Ini Disney ya bukan Universal, tadinya saya mau bilang Princess Viona yang jadi Shrek, bukan ya
IE47	...gua dah kenal dia lama
IE48	…sekarang begini sudah terkenal gitu semuanya sukses tapi dulunya jualan di Mangga Dua, kan gak ada yang tahu
IE49	Biasanya kalo ketemu perempuan yang cantik kayak gini, yang pertama kali kita minta apa biasanya?
IE50	Kan dukun-dukun bilang yang bisa disantet itu tanda tangannya
IE51	Iya saya tahu, cuman kan kok bisa sampe orang-orang gak tahu nih gimana ceritanya?
IE52	Tapi kan Sandra sendiri gak papa, kadang Sandra mengatakan sudah punya pacar tapi kenapa gak pernah mengatakan pacar saya ini, kenapa sih?
IE53	Kalo dia emang ngirit, beneran, saya tahu buat diri sendiri aja ngirit
IE54	Nih, nonton Disney terus ya soalnya, happy ending ever after
IE55	Saya dah kenal dia lama

Joke

Codes	Utterances
IE56	Kamu gak punya trauma gagal kawin kan, misalnya, gak punya kan?
IE57	Nikah aja bisa pisah kok, ho oh
IE58	Artinya jodoh gitu
IE59	Kita kasih dulu dia pulpen soalnya dia orangnya mauan
IE60	Ini tanda tangan Sandra Dewi, saya jual ya
IE61	Tapi saya dari dulu memendam cinta, memendam dendan juga sih utang banyak kan sama saya

Offer, Promise

Code	Utterance
IE62	Silakan Sandra

Include S and H in the activity

Code	Utterance
IE63	I want you to trust me and I want you to bite it, and I bite it too

Give (or ask for) Reason

Codes	Utterances
IE64	Bener-bener harus susah-susah dulu, siapa yang tahu Sandra Dewi sekarang begini sudah terkenal gitu semuanya sukses tapi dulunya jualan di Mangga Dua,kan gak ada yang tahu.
IE65	Iya minder kan ya, pasi minder deh
IE66	Karena perjuangan dia juga sulit sebenarnya
IE67	Jadi dia memulainya bener-bener dari bawah

Be pessimistic

Code	Utterance
IE68	Boleh ditandatanganin, sayang

Off Record

Codes	Utterances
IE69	Fisik, fisik, mungkin yang botak gitu
IE70	Saya tuh pernah punya mimpi berkekasih princess Disney

Table 5. Samples Distribution – Interviewing Non-Entertainer

On Record

Codes	Utterances
INE1	Kalo kata dokter apa?
INE2	Saya gak bisa bahasa Sunda
INE3	Terus anda jawabnya gimana, pak?
INE4	Pak, bapak bisa Bahasa Indonesia kan tapi?
INE5	Keempat lalu sembuh?
INE6	Lalu sembuh, hamil lagi?
INE7	Gangguannya sampai sekarang?

INE8	Anak bapak ada berapa sekarang?
INE9	Lalu kambuh lagi?
INE10	Tapi dokternya gak bilang sakit apa?
INE11	Bapak pernah gak memikirkan untuk meninggalkan istri?
INE12	Kalo bapak kerja, yang ngurus anak siapa?
INE13	Bapak tidak pernah merasa terbebani, pak?
INE14	Nah, gimana ngurusnya?
INE15	Siapa yang ngurus?
INE16	Sama sekali pak?
INE17	Dulu istri kerja apa?
INE18	Dulu, dulu
INE19	Lah bapak kerjanya gimana kalo ngurus anak juga
INE20	Apa aja?
INE21	Nah, kalo bapak lagi jaga anak?
INE22	Anak umurnya berapa ,pak?
INE23	Yang kelima?
INE24	Tapi kan pas istri mengalami gangguan jiwa masih kecil kan?
INE25	Bapak pernah gak dengar dari keluarga atau siapa gitu yang mengatakan "udah tinggalin aja"
INE26	Terus anda jawabnya gimana, pak?
INE27	Apa pak?
INE28	Ditinggal gak?
INE29	Gak terbebani, pak?
INE30	Biaya?
INE31	Yang akhirnya membawa istri ke rumah sakit siapa?
INE32	Gak berontak?
INE33	Senang?
INE34	Sampai sekarang ada perubahan?
INE35	Kalo sekarang anak paling besar usia berapa?
INE36	Sudah kerja?
INE37	Anak pria atau wanita?
INE38	Bapak sendiri secara pribadi lebih senang istri ada di rumah sakit di urus di rumah sakit atau di rumah, pak?
INE39	Kalo buat bapak, artinya cinta atau sayang apa, sih, pak?

Exaggerate

Codes	Utterance
INE40	Tapi yang menarik dari pak Dasa ini kayaknya gak terbebani gitu, karena dari tadi senyum kayaknya enak banget gitu, ketawa bercanda.

INE41	Terima kasih Pak Dasa, anda telah mengispirasi banyak pria yang ada disini dan membuat ibu-ibu berharap lebih ya sebenarnya ya hehe, tapi luar biasa
INE42	Bukan hanya pada saat normal, pada saat sakit pun, ini gangguan jiwa loh, bukan sakit biasa, ini gangguan jiwa dan anda tetap sayang ya
INE43	Tuh kan sambil senyum jawabnya enak banget
INE44	Luar biasa ya…
INE45	Luar biasa…

Intensify Interest to Hearer

Codes	Utterances
INE46	Oh, karena gak bisa datang ya ibunya
INE47	Berarti ibu mengalami gangguan jiwa waktu anak ketiga?
INE48	Nah, kan, sekarang biayanya jadi lebih, lebih, nah, yang ngurus anak siapa tuh?
INE49	Banyak kan pasti kan
INE50	Mertua menyuruh bapak nikah lagi?
INE51	Jadi tetap ada harapan untuk sembuh ya pak ya

Seek Agreement

Codes	Utterances
INE52	Oh, anda menganggapnya sebagai rintangan
INE53	Cuma kasih obat aja
INE54	Dulunya gak kerja
INE55	Nenemya juga
INE56	Diurus
INE57	Enggak
INE58	Dari pemerintah
INE59	Bapak sedih
INE60	Oh, anak pria semua
INE61	Mau ngurus anak dan istri saja
INE62	Karena berobat
INE63	Tapi kangen

Presuppose/raise/assert common ground

Code	Utterance
INE64	Gak bicara ya, tapi menunjukkan

Joke

Code	Utterance
INE65	Nanyanya sampe apa? Belom nanya pak saya pak hehe

Offer, Promises

Code	Utterance
INE66	Silakan pak, duduk disini pak

Give (or ask for) Reason

Code	Utterance
INE67	Oh, mungkin karena gak enak ya

Be Conventional Indirect

code	Utterance
INE68	Pak, tadi kan bapak bilang apapun yang terjadi cinta gitu ya, saya mau tanya, kenapa bapak bisa cinta sekali dengan istri bapak?
INE69	Saya mau tau nih, misalnya bapak sebagai suami ke istri walaupun istri sakit masih seperti itu, kalau anak ke ibu?

Apologize

Codes	Utterance
INE70	Bapak mengurus ibu selama 14 tahun…kenapa tidak ditaruh di rumah sakit e…jiwa misalnya?
INE71	Saya mau tanya pak, satu hal pak, seandainya, seandainya istri anda gak sembuh, maaf ya, terus anda gimana?
INE72	Maaf, nih, ya, pak, saya mau tanya, pada saat bapak kerja istri anda di rumah kan?

Nominalize

Code	Utterance
INE73	Pada saat dibawa ke rumah sakit, sang istri gimana?