

**HEDGES IN SUNDANESE SELLING-BUYING  
CONVERSATION AT CIKAMPEK TRADITIONAL  
MARKET, KARAWANG,  
WEST JAVA, INDONESIA**



**THESIS**  
**In Partial Fulfilment of the Requirements**  
**For Master Degree in Linguistics**

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**MAGISTER OF LINGUISTICS PROGRAM**  
**FACULTY OF HUMANITIES**  
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**SEMARANG**  
**2019**



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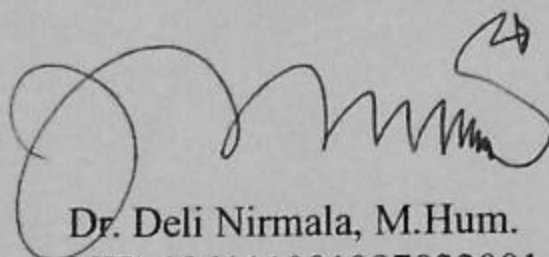
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Submitted by

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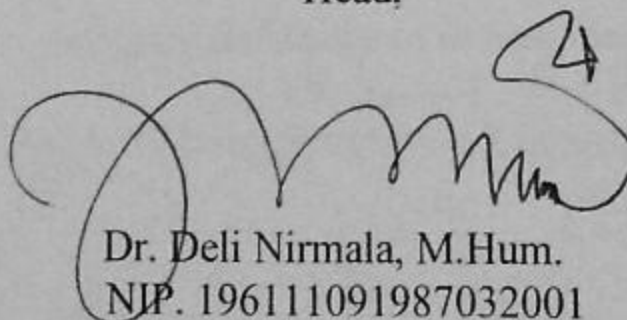
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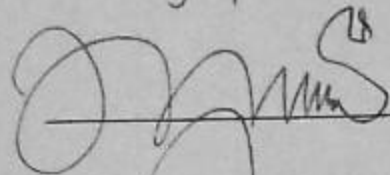
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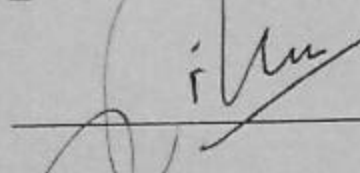
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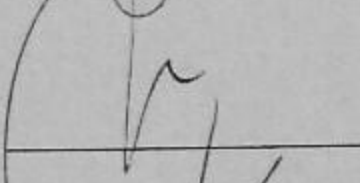
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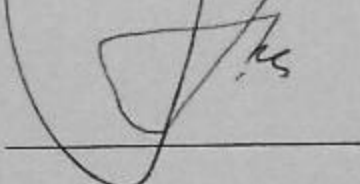
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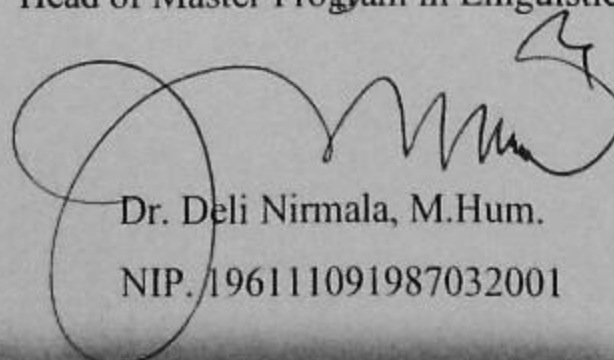


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### CERTIFICATION OF ORIGINALITY

I hereby declare that this study is my own and that, to the best of my knowledge and belief, this study contains no material previously published or written by another or material which to a substantial extent has been accepted for the award of any other degree or diploma of a university or other institutes of higher learning, except where due acknowledgement is made in the text of the thesis.

Semarang, June 19<sup>th</sup>, 2019



Endah Dewi Muliandari

## MOTTO AND DEDICATION

### MOTTO

*“Keikhlasan dan doa **ucapan yang baik**”, tumbuhkan dan lakukanlah dua hal ini pada setiap apa yang kamu kerjakan, apa yang kamu temukan, siapa yang kamu temui dan apapun yang kamu dapatkan. Ikhlas dan selalu berucap dengan ucapan yang baik ☺.*

### DEDICATION

**After through the 7 Oceans, 7 Lakes, 7 Lands, and 7 Skies, Struggling for the future, finally this holy duty is done. Alhamdulillahirobbil Alaamiin.**

I dedicated this ♥ work to my hometown, Karawang especially Cikampek Chisela sub district. I hope Sundanese people will give much love to its language and culture.

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Finally, I realize that this thesis is still far from being perfect. Therefore, I would be glad to receive ideas and constructive suggestions from the reader.

Semarang, June 19<sup>th</sup> 2019

Endah Dewi Muliandari

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## ABSTRACT

This research aims at finding out the use of hedges in Sundanese selling-buying conversation at Cikampek traditional market Karawang, West Java, Indonesia. This research is descriptive qualitative. Observation with recording technique was used to collect the data. Referential and distributional methods were used to analyze the data. The result shows that there are five categories of hedges used by Sundanese namely (1) Shields consisting 34 (50%) of the data, (2) Approximators in terms of frequency consisting 4 (23.53%) of the data, quantity consisting 8 (47.06%) and time consisting 5 (29.4%) of the data, (3) Expressions which express personal doubt and direct involvement consisting 4 (5.88%) of the data, (4) Emotionally-charged intensifier consisting 8 (11.76%), and (5) Compound hedges consisting 5 (7.36%) of the data. From the analysis, the researcher can presume that participants mostly uses shields, approximators of quantity, frequency and time, emotionally-charged and compound hedges is the seller, and the participant who uses expressions which express personal doubt and direct involvement intactly is the buyer. In addition, the hedges functioning shields contain different lexical items indicating politeness. There is a relation also between politeness principles and hedges where hedges prominently shields can be embedded in every maxim categorization because of more economic in appliance. There are most and least using maxims in politeness principles used, those are; Agreement maxim 30 (42.86%), Approbation maxim 1 (1.43%). The other mitigatory forms instead of hedges consist of lexical verbs, particles, lexical adjectives and addresses terms are the most frequently used by Sundanese in Karawang West Java Indonesia. The using of hedges and other linguistic forms of politeness some time unconsciously is used by the Sundanese in the market to create a negotiation space which can make the communication in terms of selling-buying more successful.

**Key words:** *Hedges, Politeness Principles, Sundanese.*

## INTISARI

Penelitian ini bertujuan untuk mengetahui penggunaan *hedges* dalam bahasa Sunda dalam percakapan jual-beli di pasar tradisional Cikampek Karawang, Jawa Barat, Indonesia. Penelitian ini bersifat deskriptif kualitatif. Observasi dengan teknik merekam digunakan untuk mengumpulkan data. Metode padan dan agih digunakan untuk menganalisis data. Hasil penelitian menunjukkan bahwa ada lima kategori *hedges* yang digunakan oleh masyarakat Sunda yaitu (1) *Shields* yang terdiri dari 34 (50%) dari data yang ditemukan, (2) *Approximators in terms of frequency* yang terdiri dari 4 (23,53%), *quantity* terdiri dari 8 (47,06%) dan *time* yang terdiri dari 5 (29,4%) dari data, (3) *Expressions which express personal doubt and direct involvement* yang terdiri dari 4 (5,88%) dari data, (4) *Emotionally-charged intensifier* terdiri dari 8 (11,76%), dan (5) *Compound hedges* terdiri dari 5 (7,36%) dari data. Dari hasil analisis, peneliti dapat menyimpulkan bahwa peserta tutur sebagian besar menggunakan *Shields*, *Approximators of quantity, frequency and time*, *Emotionally-charged*, dan *Compound hedges* adalah penjual, dan peserta tutur yang menggunakan *Expressions which express personal doubt and direct involvement* adalah pembeli. Selain itu, *Hedges* yang berfungsi sebagai *Shields* berisi jenis kata berbeda yang mengindikasikan kesopanan. Ada juga hubungan antara Politeness principles dan *Hedges*, dimana *hedges* terutama *Shields* dapat dimasukkan dalam setiap kategorisasi *maxim* karena lebih ekonomis dalam penerapannya. Terdapat pula mengenai yang paling banyak dan paling sedikit dalam hal penggunaan *maxim* dalam *politeness principles* yang digunakan, yaitu; *Agreement maxim* 30 (42,86%), *Approbation maxim* 1 (1,43%). Bentuk mitigasi lainnya yang ditemukan, selain *hedges*, terdiri dari jenis kata kerja, partikel, kata sifat, dan kata ganti milik yang paling sering digunakan oleh masyarakat Sunda di Cikampek Karawang, Jawa Barat Indonesia. Penggunaan *hedges* dan bentuk kesopanan linguistik lainnya tanpa disadari telah digunakan oleh masyarakat Sunda di pasar untuk menciptakan ruang negosiasi yang juga membuat keberhasilan dalam komunikasi dilingkup kaidah jual beli.

Kata Kunci: *Hedges, Prinsip Kesantunan, Bahasa Sunda.*

# **CHAPTER I**

## **INTRODUCTION**

This chapter deals with background of the study, problem statements, objectives of the study, significance of the study, limitation of the study, and writing organization.

### **1.1. Background of the Study**

Language and culture have a strong relation that cannot be separated from one to another. As we know, language has so many functions among other things, as the inheritance of the culture, and as the inventory of the cultural feature (Nababan, 1991). Therefore, based on the fact, both functions are interdependable that affect the human interaction in communication. People use language for expressing feelings, ideas, and wants, as other people use them in the form of communication. The statement is in line with the theory propounded by Saussure and Durkheim, *avant gardes*, who endeavor the idea of language using. They denote the theory related with a notion regarding to culture (the social fact). The elaboration of Durkheim-Rules of Sociological Method (1995) gives us a parable about appropriateness of language using in society. He denotes that social facts are ideas in the 'collective mind' of a society, so the construction of the language is based on the fact and time in which of place the language using; in other words, he prescribes the preceding phenomena of the language with the physical word. Instead it relates the language with the social phenomena,

the language itself intertwined with the structural phenomena. Those relations debunk the linguistic device emanating along the phenomena. We know that the matters of language contextually relate with social phenomena. We consider linguistic phenomena as a prominent device in linguistics nevertheless. Therefore, Chomsky's theory expounding about linguistic existence endeavored by the Putnam (1973, 1975) is also suitable with the analysis. The language prescription denoted by Putnam referring to Chomsky relates the linguistic with physical phenomena in which it also relates with device that is the language which is technically called by Leech (1983) as pragmalinguistics.

Pragmalinguistics relates to the relation of the language with the constituents that constitute the language used by the users in certain interaction, for assessing the phenomena of the language. This definition of the device consisting of linguistic features intertwined the pragmatics that will enable the research to expound the phenomena over the language using in interactions between the participants, while the phenomena that can be explained by linguistic evidences will be resolved by pragmatic evidences, especially in dealing with the fact of the language user now that uses language as a tool. It used to achieve interactant goal in doing their interaction by preemptively postulating the strategies by outlining the interlocutor condition and also considering the toll linguistic features used as redressive action in the form of mitigation.

Mitigation is used as politeness appliance occurred by the speaker to emphasize the use of linguistics feature intertwined with the pragmatics. The speaker used it with a specific goal that is to bode well in a relationship which

now broadly consists of multicultural ethnicities; cultures; comprises meticulous intangible thing that we usually called local wisdom.

The different pond different fish is a proverb portrays that cultures have its different standard in deciding the phenomena called local wisdom. The expansion through languages used in multicultural societies and it simultaneously happened through the interaction of the user of language instigating consideration about language using pertaining to create a good redressing strategy. The differentiation of cultural itself, in every sector takes the people and the technologies transcend to the limit of the physical appearance of nation. English is the most widely used language in this world. It is used as a first, second or foreign language. Indonesia is one of the nation which used English as the foreign language, as the fact of its users which broadening in every years. The non-native English speaking who uses this language is believed has some problem related to the culture autonomously when learned this language. As the matters of the cultural issues, English becomes the popular language used in Indonesian. Structurally it has the same words class categorization, but it has different rules in the way to sequence the words to be a clause or a sentence. When we learn language, we also learns it culture alongside the language construction itself. The sequence of the English is magnificent orderly. It portrays about the tendency of English culture also. When Indonesian wants to learn English we also learn the culture of English unconsciously. Both languages have its tendency relating to its standard in perceiving the cultures. The culture which might think polite is vice versa in English. The rigidity in deciding about how to perceive one to another culture is quite plain, chiefly in the mind of

the non-native speaker, on how to suit with the cultural condition can be tackled with the previous pragmatic study such cross-cultural speech act project which introduced by Blum-Kulka (1989) which goal are to investigating language cross culture variation, it also talked about the effect of the sociopragmatic variation as social variable, and the similarities and the differences among native an non-native speaker. The Previous study of Blum Kulka pivoting from Austin (1962:52) also talked about speech acts refering to the total situation where the locution is locuted between the participants, and (Leech, 1983) talked about the context. He describe that context related to the relevant aspects of the physical or social setting of an utterance, context is described to be any background knowledge which is assumed to be shared by speaker and hearer and which contributes to hearers' interpretation of what speaker means by giving an utterance. He believes that language is the matter of social fact and physical fact. He intertwines both of the conflicting theories. In the other word, we has been provided by Leech with a method on how to perceive and debunk the local wisdom more comprehensively.

In daily communication, people need to understand the utterance production that is suitable with certain conditions. Therefore, the locuted utterance becomes proper according to the situation. It is called as pragmatics aspect of language. According to Caffi (2007:3) pragmatics is the discipline that deals with authentic language usage in real worlds. Yule (1996) stated that pragmatics is the study of meaning as communicated by a speaker or (writer) and interpreted of listener or (reader). This study involves the interpretation of what people meant in

a particular context, and how context influences what is said. Parker (1986:11) stated that pragmatics is different from semantics which is the study of the internal structure of language meanwhile pragmatics is the study of how language is used to communicate. In short, pragmatics is language in use. It means that, when we communicate with other people we tend to use pragmatics competence in order to make proper communication according to the situation. One of the pragmatics devices that people usually use in the conversation is hedges.

This research aims to analyse the utterances of hedges as the form of mitigation in Sundanese to diminish the directness of the locution, the user who mostly used hedges, and its relation with politeness principles. In other words, this research expounds the linguistic devices represented by hedges stated by Salager Meyer (1994) and Hyland (2005), and also the concepts represented by politeness principles stated by Leech (1983). These refer to the research questions, those are: (1) what hedges are used in Sundanese?, (2) who is the user prominently used the hedges?, (3) what is the relation between hedges and politeness principles?. In doing this research, the researcher also read other resources. This elaboration is done by considering that one theory is not necessarily enough to examine the elements under study, therefore another theory is needed to complete it in the study of pragmatics. The theory used includes the theory Principles of Pragmatics by Geoffrey Leech (1983); theory of Politeness by Penelope Brown and Stephen C. Levinson (1978); Pragmatics written by George Yule (1996); Kunjana Rahardi (2005); and Mitigation of Caffi (2007). For the theory of politeness principles used, it is the theory of Principles of Pragmatics by Geoffrey Leech (1983)

explained about the concept of the politeness that should be done to mitigate the directness of the locution. This research is theoretically expected to support the findings related to hedges. Besides, hopefully this research can be used as a reference for the next researchers.

### **1.2. Problem Statements**

This research conducts the pragmalinguistic pertaining to locution used among Sundanese at the market. The elaboration is aimed to answer the following questions:

1. What hedges are used in Sundanese?
2. Who is the user prominently using the hedges?
3. What is the relation between hedges and politeness principles?

### **1.3. Objectives of the Study**

In line with problem statements, this study has the following purposes:

1. To describe hedges in informal talks conversation between seller and buyer at traditional market in Sundanese.
2. To describe the user who used the hedges in informal talk at traditional market in Sundanese.
3. To describe the relation of hedges and politeness principles happening in informal talks at traditional market in Karawang.

#### **1.4. Significances of the Study**

The study's result is expected to give significance understanding about hedges and politeness principle, theoretically and practically.

- 1) Theoritically it is looked forward that the this study's result can add the study of pragmalinguistic and stimulate researchers to develop further study on the hedges using.
- 2) Practically, it is also expected to help other researchers who want to conduct studies about similar topics, especially researcher who want to put more consideration to improving the analysis pertaining to the hedges worked in Sundanese.

#### **1.5. Limitation of the Study**

Considering of pragmalinguistic study, the elaboration of this analysis will be consistently on the hedges theories, politeness principles instigated to create mitigation used in Sundanese. eventhough, due to limitation of the times and my deficiency to enact an analysis comprehensively covering those three aspects in detail, both Sundanese's and Indonesian's audio recording, this study only put consideration on the hedges using applied at market interaction in Cikampek Karawang, West Java Indonesia intertwined with politeness principles, and also the interactant tendency of who is prone to apply hedges and politeness principles in an interaction. This analysis is not prominently pivoting to sociolinguistics background, but using pragmalinguistics instead (analysis emphasized the

pragmatic and linguistic constituents) eventhough we only use it partialy, only to define the context and the participants backgrounds.

## **1.6. Organization of the Writing**

This thesis consists of five chapters namely introduction, review of related literature, research method, findings and discussion, and conclusion.

The first chapter deals with the introduction of the study that comprises the background that underlying of pin points, and thesis' organization

The second chapter provides the preceding material reviews by presenting several related previous studies and underlying theories that were used for the sake of the analysis.

The third chapter deals with the methods implemented in this study. It involves the design of the study, population and sampling, participants that were used in collecting the data, data collection's procedure, and analysis of the data.

The fourth chapter describes the findings that comprise the result of data analysis by using qualitative analysis. It also presents the discussion of the findings linked to the previous studies and related theories.

Finally, the fifth chapter, the researcher summarizes the overall result of the study by giving the conclusion and some suggestion.

## **CHAPTER II**

### **REVIEW OF RELATED LITERATURE**

This chapter consists of two part. The first part deals with the review of previous studies related to the hedges. The second part presents the theoretical framework related to the topic of the study such as mitigation, categorization of hedges, politeness and politeness principles.

#### **2.1. Previous Study**

There have been some studies related to the hedges of some language. The first research was taken from Farida, Ahsin and Ruswan (2008). They focused the analysis on academic discourse. Their findings to the public of academics and to a significant extent also serve as a medium of interaction among experts across different disciplines. This study has proven that hedges can assist writers to shun personal responsibility for statements in order to protect their reputations as scholars and limit the damage which may result from errors.

The second research was from Zulfikar Arifianto and Widyastuti (2012), their research tried to find what kind of hedges and the functions used in the conversation between President of the United States, Barack Obama and the former President Bill Clinton. There are some finding, which are; a) the hedges and its distribution used by the presidents, b. the function of the hedges related to FTA. The researcher concludes that the hedges prominently used to mitigate the locution as the form of politeness strategy.

The third research was from Ika Kusti (2014). The research focused on the data about what types of hedging and maxim produced by David Beckham in Google +interview held in January 2012. This research reveals the distribution of maxims that David Beckham used. Those maxim found are hedged maxim of quality, maxim of quantity and maxim of manner, and forth research was taken from Fatemeh Mirza and Moh Rasekh (2013) entitled Hedges and Boosters in Native and Non-Native Library and Information and Computer Science Research Articles, this paper aims to compare and contrast the frequency of incidence of hedges and boosters used in Abstract, Introduction, and Conclusion sections of Library and Information (LI) and Computer Science (CS) research articles written by English native and non-native writers.

The fifth, sixth, and the seventh were from Jingwei Tang and Shandong (2013) Ihsan (2015), and Masahino (2015) which conducted similar research. However, they are different in terms of the types of text analyzed and the respondents investigated. The research of the third and the fourth focused on examined research articles from eight academic disciplines to measure the frequencies and functions of hedges and boosters while Jingwei Tang and Shandong, their research aim was focused to the theory of face and politeness principles and conducted a study on the functions of hedges in communication from the perspective of politeness. The study found that different types of hedges play the role of maintaining politeness in communication. It is also pointed out that improper use of hedges fails to maintain politeness and leads to pragmatics failure.

The eighth research was taken from Siswei Yue and Xuefei Wang (2014) entitled *Hedges Used in Business Emails: A Corpus Study on the Language Strategy of International Business Communication Online*. This research took the data based on a corpus of 296 authentic business emails produced in computer-mediated business communication from 7 Chinese international trade enterprises, this paper addresses the language strategy applied in CMC (Computer Mediated Communication) by examining the use of hedges.

The ninth research was written by Yogging Teng (2015), it endeavored on analysing the functions of hedging devices on the cooperative principles and the politeness principles, in American presidential inaugural addresses. And for the last, the tenth research was taken from Risda, Effendi and Utari (2018) entitled *Hedges Used by Indonesian ELT Students in Written and Spoken Discourse*. The sources of data were the students' thesis proposals and thesis proposal presentations, particularly the 'background of the study' section. As such, the study used a corpus-based approach which utilized concordance software to examine the frequency of hedges based on types. The use of hedges was categorized on the basis of hedges taxonomy adapted from Salager-Meyer (1994) and Hyland (2005).

The main difference between this research and the previous studies mentioned above are in terms of the data locution produced by respondent. The data source of the previous study are written text, while the data of this current research is spontaneous utterances. There some differences pertaining to the subject, setting and participants. While in the previous is commonly expound

about English intertwined with theory of hedges, this research takes Sundanese as the subject of research and also using market as the domain where the interaction happened. It means that the participants participating in the conversation are the buyer and the seller in the term of transaction process.

## **2.2. Theoretical Background**

### **2.2.1. Mitigation and Hedges**

The background of the mitigation can be explored historically and theoretically introduced by Strawson (1964) denoted the notion of intensity of operational counterpart, namely mitigation which modulated the illocutionary force of the locutor in certain interaction. It comes from the prior theory of pragmatic analysis. The rigid explanation pertaining to the theory can be expounded by redressing it based on the selected overview of studies produced in last few decades. Recasting the mitigation enables us to consider the different dimensions of word, and even sentence regression provided by the locutor and interlocutor in certain situation of interaction. Mitigation highlights the subjective quality inherent in speech. More precisely, it is a trace of the speaker's ongoing process of adaptation to the hearer. Pragmatics can thus be defined as the study of the ways in which the subjective orientation of every speech act becomes intersubjective.

The foundation of mitigation plainly intertwined with pragmatic approach. By using this, the subjectivity will expound the goal of the locution used by the interlocutor in a device called language manifested by preposition, word, phrases,

sentence, and utterances choice over the locution of participants. Therefore, by using mitigation as device to draw the subjectivity of the language choice include; the identity-oriented dimension (related to the social roles), the emotive dimension (relevant to the interpersonal distances geared by a given formal choice), and the emotional dimension (relevant to the subject's inner world and various selves). Later on, a linguist, Blum-Kulka endeavored the criterion of the mitigation over pragmatic study such Cross-cultural Speech Act Project (CCSARP) which soon corresponded prone to the the specific device of the language mitigation called hedges by Hyland (1983&2004), Salager-Meyer (1994), and Caffi (2007) also those experts have common sense about the realization of mitigation, it is used as an attenuation in correspond other locution noticed by notation of subtraction, deletion to trace the interactional consequences of the locutor intention.

Hedging is one of the important devices in our daily interaction. It can minimize directness of the utterances (Hyland; 1998) and (Salager Meyer; 1994). Geoffrey Leech stated that using indirect illocutions tends to make the speaker being more polite a) because they increase the degree of optionality and b) because the more indirect the illocution is, the more diminished and tentative its force tends to be (Leech, 1983:108). We can find hedging expressions in any language. We can also find hedging expression in Sundanese language too. We can find the hedging expression in the following conversation (Brown and Levinson, 1987:168):

- a: When are you going to Delhi?  
 b: Wednesday, why?  
 a: I just asked, by the way, if you can get some cheese, I would be very grateful.

The request above is an example of hedging. The word ‘by the way’ represents the hedging form. It mitigates the directness of the locutor’s intention, so the interlocutor will not be weighted directly to the obligation of bringing the locutor request. If it is compared by sentence without the hedges involvement “*if you can get some cheese, I would be very grateful*”, the result will be quite different because the intention of adding the hedges “by the way” is aimed to conduct the mitigation of the indirectness by considering the felicity condition of the interlocutor. The interlocutor will perceive the intention of the locutor as the request without considering the felicity condition of the interlocutor instead of noticing the prominent point that the interlocutor did not want to interrupt on going conversation. By using the hedging, the conversation becomes more friendly and pleasant to the hearer eventhough the speaker (a) wants to ask for help.

### **2.2.2. Hedges**

George Lakoff introduced the term of hedges firstly in 1972 with his well known notion about fuzzy concept of hedges, which means that hedges expressions are still doubt or uncertainty expressions indicated by the presence of some expressions showing the degree of probability such as may, perhaps, seems, etc. Since that moment, the terms of hedges become popular among researchers.

According to Findlay (1998:78), Hedges are phrases involving uncertainty, slight confusion, and indecisiveness. Same as opinion by Hyland (2004:139) stated that one of the interactional resources is hedges which refers to indicate the speaker's unwillingness to present propositional information categorically, such as; about, perhaps, etc, all of those expressions denote a doubtness or something which is still uncertain.

Hedges are any expressions used to express the degree of truth related to a particular proposition. According to some linguists in Hyland (1998), hedges expressions are a: (1) downtoners, (2) compromisers, (3) weakeners (4) backgrounding terms, (5) downgraders, (6) pragmatic devices, and (7) softeners. The utterances of hedges that people used in communication when they want to avoid a face threatening act (FTA) and reach face saving act (FSA) because of their lack of knowledge, and also as a politeness strategy. Some of the prior hedges categorizations indicated by the word function constituting the sentence based on specific usage, those are:

*Table 2.1. Type of the Hedges and Their Description*

No	Type	Description
1	Shields	To implicate a level of uncertainty by providing plausible reasoning. e.g. All modal verbs expressing possibility, seem, probably, likely, speculate
2	Approximators in terms of quantity, frequency and time	To give range on quantity, frequency and time when more precision is unattainable or to make utterances less assertive by decreasing their exactness e.g. approximately, somewhat, quite, often, occasionally
3	Expression which express personal doubt and direct involvement	To state personal evaluation that renders the utterance less threatening, e.g. I believe, to our knowledge, it is our view that
4	Emotionally-charged intensifier	To project the writer's/speaker's reaction e.g. extremely difficult, dishearteningly weak, of particular importance, unexpectedly, surprisingly
5	Compound hedges	To juxtapose several hedges e.g. double hedges (it could be suggested that); triple hedges (it would seem likely that.); quadruple hedges (it would seem somewhat unlikely that..)

The table above gives us the comprehension about the definition of the hedges. Hyland (2004) also prescribes the taxonomy of the words featuring hedges clearly. The taxonomy appearing in English is prescribed to give a clear comparison to the language user when they need to define the linguistic features in other language. These are the taxonomy drawn by Salager-Meyer (1994) and Hyland (2004):

*Table 2.2. Taxonomy of the Hedges taken from Salager-Meyer (1994) and Hyland (2004)*

No	Hedges	Variants
1	Shields	Can, could, may, might, appear, seem, probable (ly), (un) like (ly), suggest (s) (ed) (ing), speculate (s) (ed) (ing), indicate (s) (d) (ing), ought, plausible (ly), postulate (s) (d) (ing), should, supecy, typical (ly), doubt (s) (ed) (ing) (ful (ly))
2	Approximators in terms of quantity, frequency and time	Approximately, roughly, somewhat, quite, in most (cases.instances), occasionally, frequent (ly), often, mainly, on the whole, relatively, sometimes, about, almost, around, broadly, certain (amount/extent/level), fairly, (in) general (ly), (at) large (ly), most (ly) (of), rather, usual (ly), (in) particular (ly)
3	Expression which express personal doubt and direct involvement	From (my/our) perspective, in (my/our) opinion, (I/researcher) think (s)
4	Emotionally-charged intensifier	Dishearteningly, (of) particular (ly), surprisingly, essentially, unexpectedly.
5	Compound hedges	It would seem somewhat unlikely that, it could be suggest that, it would seem likely that, it seems reasonable to assume, it may suggest that

Considering the given example in English versions, we can comprehend that the example can be found in the other language. This presumption is based from the prior knowledge of the language approach usually conducted in Western language. The given example denotes by Salager-Meyer and Hyland endeavor the linguistic features of the language representing the device measurement that can be offered to realize the phenomena of mitigation, in which, it has also been described by Leech (1983), namely pragmalinguistics. The chart below will explain the role of pragmalinguistics.

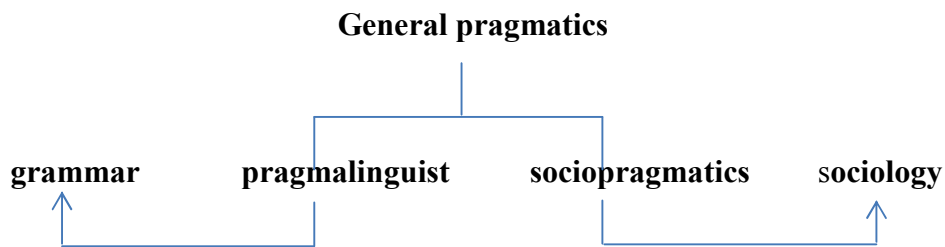


figure 2.1. The role of pragmalinguistics

Based on the chart we know that pragmatics, sociopragmatics, sociology and grammar, intertwined each others. We can assume that when we learn about the pragmatic, we also learn about the device of measurement that appears in a conversation that is language. The language itself consists of the constituents that constitute the construction, so the meaning can be delivered completely, but instead of using it we also have the different measurement that can deal with the analysis beyond the grammar itself, that is pragmatics. Pragmatics itself is divided into some subjects that interchangeable when we want to analyze the conversational analysis. Therefore, we have to make a limitation of the study if we want to make a deep analysis, so we will not to overlap the other subject relating to pragmatics. In this analysis we prone to consider the pragmalinguistics and pragmatics.

### 2.2.3. Modified Version of Hedges

These are the examples of the hedges produced by Hyland (2004) pertaining to the elaboration of the data. It consists of linguistic features which support the formulation of the Sundanese hedges. The examples below are the main pivoting point of the lexico-grammatical feature of hedges.

*Table 2.3. Linguistic features*

No	External			
1	Minimizers	Diminisher	Compromisers	Approximators
2	hardly	I part	comparatively	basically
3	barely	partially	enough	practically
4	scarcely	Partly	more or less	technically
5	in some/many respects	to some extent	relatively	virtasually
6	etc	etc	sort of	etc

The tables above explain addition information of the word using in defining the mitigation. It refers to the specific term of word categorization. It refers to the lexical categorization that may be unnamed and beyond the description that might be found over the data identification.

### 2.2.4. Maxims of Politeness Principles

Politeness appears when there is an interaction between two participants that could be labeled as self and other (Leech 1983: 131). As same as cooperative principles, politeness principle also has maxims. As the explanation in Leech there are six categories of maxim as follows:

#### **2.2.4.1. Tact Maxim**

The rules for using tact maxim, locutor must minimize cost to other and maximize benefit to other. Tact maxim lies on impositives and commissive (Leech, 1983:132). As a broach to make brighten about the maxim, here take a look the example below:

- a. Can't you shut up?
- b. I'd keep my mouth shut (if I were you).

From the previous example which is taken from Leech (1983:108), we can see the decorum of politeness between "a and b", the "a" example is rather impolite than the "b" example, because "a" example shows the direct intention with a harsh statement directing explicitly to the interlocutor, whether the "b" example sounds like a beneficial advice for the interlocutor.

#### **2.2.4.2. Generosity Maxim**

The rules for using genenorsity maxim is locutor must benefit to self and maximizes cost to self. As in tact maxim, generosity maxim also lies on impostive and commissive (Leech, 1983: 132). As the result, if both tact and generosity maxim by the side of it's power are used, the generosity has more subtle in conveying the intention of the locutor, and it is less powerful than tact maxim because generosity maxim can be softenend by omitting the reference to the hearer's cost so it will be more polite (Leech, 1983: 134). As an enlightenment of generosity maxim, here is the example of it:

- a. Could I borrow this electric drill?

The sentence above in certain circumstance of interaction is slightly more polite than this sentence “*Could you lend me this electric drill*”, it happened because in the sentence (a) does not found the existance of interlocutor sacrifice from the locutor request (Leech, 1983: 134).

#### **2.2.4.3. *Approbation Maxim***

The rule for using this maxim is locutor must minimize dispraise of other and maximize praise of other. Its become the main point that remains in approbation maxim (Leech, 1983: 132). In the Approbation maxim the locutor must (avoid saying umpleasant thing about others, and more particularly (Leech, 1983: 134). Approbation maxim can be seen in expreseive and assertive (Leech, 183: 132). As dispraising of hearer or a third party is considered bad mannered, so people have to use inderectness strategies with the intention of mitigating the effect of criticism (Leech, 1983: 135). This example bellow might give us a brief understanding about what has been explained above:

- (1) A: her performance was magnificent, wasn't it!  
 B: Was it?

The conversation happened in certain circumstance where both A and B give the commentary about the previous performance. In this terms, we know that A and B were the audience of the performance. As the "(1)" example "A" gives result about the performance as the form of "question" to "B" and pertaining about it "B" corresponds "A" question as "question" too. As result of comprehension, it implies that "B" does not agree with A's statement. as the result, the respond of "B" is presented and manifested in question too, so the question of "B" is a better way than to respond with a plain sentence such as "*her performance was not so good as it might have been*" (Leech, 1983: 135-6).

#### **2.2.4.4. Modesty Maxim**

As the Leech explanation, modesty maxim is more powerful than it is a rule in English-speaking societies, where it would be customarily more polite to accept a compliment graciously rather than to go on denying it (1983: 137). The rule of modesty maxim is minimizing prize of self and maximizing dispraise of self (Leech, 1983: 136), and it can be found in expressive and assertive (Leech, 1983: 132), e.g:

- a. Please accept this small gift as a token of our esteem.
- b. Please accept this large gift as a token of our esteem.

Both of the example are explicitly about giving something to someone where in (a) is more politest than the (b) because in (a) example it goes with obeys the modesty maxim conversely with (b) example. No matter how big, how large the gift which will be given it is not necessary to exaggerate it, because it can leads to the inappropriate implication. No matter how large the gift is, did not exaggerate the amount of the gift, and lessen it instead (Leech, 1983: 136).

#### ***2.2.4.5. Agreement Maxim***

In agreement maxim, there is a bias to overstress an agreement with other people and to mitigate disagreement by expressing regret, partial agreement (Leech, 1983: 133). Based on the theory the rule of this maxim is minimizing disagreement between self and other and maximizing agreement between self and other. So, the conflict between participants will be mitigate as the result of the mitigation between the disagreement by overstressing the agreement first. Agreement maxim can be seen through assertive utterances (Leech, 1983: 132). Here is the example to enlighten the agreement maxim.

- a. A: it was an interesting exhibition, wasn't it?  
B: No, it was very uninteresting.
- b. A: English is a difficult language to learn.  
B: True, but grammar is quite easy.

As the comprehension between both examples, we find a conclusion whether “a” is more polite than “b”, so the disagreement will be conveyed more implicitly by the sentence in “b” example (Leech, 1983: 138).

#### **2.2.4.6. *Sympathy Maxim***

According to Leech statement that maxim of sympathy explains why congratulations and condolences are courteous speech acts, even though condolences express beliefs which are negative with regard to hearer (Leech, 1983: 138). As the result of the Leech statement we know that sympathy maxim minimizes antipathy between self and other and maximizes sympathy between self and other. To enlighten about Leech statement, we present the example below for expounding the data more comprehensively:

- a. I am terribly sorry to hear about your cat.
- b. I am delighted to hear about your cat.

By any chance in certain interaction, we can predict whether ‘a’ express condolences as the intention of showing sympathy of misfortune and conversely, ‘b’ example shows congratulation to express the sympathy of a fortune (Leech, 1983: 138-9). As agreement maxim, sympathy maxim can also be found in assertive utterances (Leech, 1983: 132).

## **2.2.5. Scale of Politeness, Leech (1983 : 123-126)**

### ***2.2.5.1. Cost Benefit Scale***

This scale is a measurement between the advantages and the disadvantages that is caused by the speech acts in the interaction, for example more disadvantage effect from a locution will be thought more politest by the interlocutor, conversely the more advantage that is gotten by the locutor so the level of impoliteness will be more over in it's level of politeness decorum.

### ***2.2.5.2. The Taxonomy of Politeness and Imperative Politeness in Indonesian***

In this occasion we will be talking about the real form of device with the using of the hedges that appears in some imperative in Indonesian language, the first form will expound about linguistic features and the second one will expound about the non linguistic feature of Indonesian imperative locution which both of its will portray the pragmatic politeness, more about elaboration will be briefly expounded in this chapter.

## **2.2.6. The Linguistic Politeness**

This following features such as (1) the length of the locution, (2) the sequence of locution, (3) the intonation and kinesthetic signs, and the last one is (4) the using of politeness expression sign, can be categorized as the features which can be used as a measurement in linguistic politeness in Indonesian language.

As soon as we acknowledge the definition of signs locution as linguistic's politeness indicator, we will not lost our trace in identifying the words or morpheme constructing the locution identified as mitigatory appliance instead of hedges. Once recognized, the construction of the locutions can be expounded based on its word class used in interactions. Hardly ever does the researcher have a difficulty when dealing with words class categorization. As the fact, that every language has a similar systemic construction consisting subject (noun, pronoun), predicate, object (noun and pronoun), and adjective.

## **CHAPTER III**

### **RESEARCH METHOD**

This chapter deals with a description of the methodology and the procedures used in this study. In this chapter, the writer describes the procedures of data analysis, source of the data, technique of data collection, technique of data analysis. The writer can decide that this research will use the qualitative research to analyze and expand this research.

#### **3.1. Research design**

This research will be elaborated with qualitative method explaining phenomena, events, social activity, attitude, belief, perception and human thought (Sukma Dinata (2012:60). In line with previous research, Meriam (1988) in Cresswell (1994:145) endeavored about qualitative method debunking, the meaning and understanding gained descriptively through word and pictures' conveyance. Thus, in this research data accordance, it was elaborated in descriptive qualitative while the qualitative research was elaborated pivoting to the explanation about the phenomena of politeness gained the data conversation. Next, description of the data which explained qualitatively enacts about the numbers of the politeness phenomena which happened in the analysis. Further, as the primary instrument which is applied to elaborate this analysis, the researcher wants to have postulation, data gathering, data analysis, and data reports to give an explanation of the hedges and politeness principle phenomena in Sundanese.

### **3.2. Population and Sample**

The data were taken from the traditional market in Cikampek, Karawang, West Java, Indonesia. The data are the seller's utterances when they did activities selling-buying in the market. There are 223 respondents consisting of 136 sellers and 87 buyers at the traditional market in Cikampek, Karawang. The data collected pivots to purposive data sampling aiming to define the data's sample. This is used based on the criteria –inclusion and exclusion- of the data's sample.

The data are gathered based on its inclusion which means that the researcher tries to define the parameter of the received data includes; first, the language used by the speaker should be Sundanese; second, the user is the seller and buyer participating in selling and buying activity; third, the setting of the activity happened at the traditional market in Cikampek, Karawang, West Java; fourth, quality and the quantity, the Sundanese should not be use partially in the conversation (if there is paused caused, shifting of the language using, the data will be confirmed invalid). For the exclusion's precondition, it does not relate with the inclusive's pre-condition mentioned before.

### **3.3. Research Method**

Plainly, considering from the unit analysis, we can decide the method to analysis the research. Based on the data, we know that the data is qualitative, so we should categorize it based on the hedges worked along the locution. Instead of analyzing it qualitatively, we also want to elaborate the data distribution. Therefore, we should consider the quantitative method also. It means that we

should elaborate both, qualitatively and quantitatively, so the method of analysis used here is referential and distributional method endeavored by Sudaryanto (1993:9); referential is about analyzing the data refers to the categorization of the data pivoting to the data used by the participants while distribution is about analyzing the number of the data used by the interactant. In this section we conclude that the referential distribution used the combination of ortographic identity method (it is referring to the tool used to get and to preserve the data information) and pragmatic method (it is referring to the system beyond the linguistic involving the content or indexal parameter).

#### **3.4. Technique of Data Collection**

Considering the data's form that is qualitative, the sources will be gotten from the text produced by the interactant. In regards to the data collection's technique, there are some data collection's technique want to be presented. The researcher conduct an analysis by using observation and interview method (Sugiyono: 2012, Sudaryanto: 1993). In observing, the researcher applied some techniques, such as non-participant observation technique and recording technique (Sudaryanto, 1993). While the researcher was observing the interactant, the researcher also recorded the interactantt utterance. The second method used is by using unconditional interview method to gather the data from the respondent at the market (seller and buyer). After the data has been gotten through the respondent's utterances, the researcher gathers the all of the data based on the specific interactant pivoting to the data setting. After gathering all the data, the

researcher made the data transcription orthographically. And the writer finally, categorizes the data based on the hedges used by Sundanese, its politeness principles, and also its user.

### **3.5. The Procedure of Data Analysis**

The data were tabulated and elaborated pivoting to the research questions. There are four data analysis' procedures in conducting the process of analysis, those are;

1. Identifying the hedges in Sundanese and their politeness level;

The data analysis' first step conducted by broaching the dialogue in the recording based on its setting. In this step, we are considering the use of Immediate Constituents Analysis (ICA) endeavored by Sudaryanto (1993:9). By using this method we are able to recognize the hedges and politeness principles constituent by identifying the data orthographically. The data that undergo an analysis are based on the pivoting idea of the previous given language used pivoting the prior theory.

2. Categorizing the data based on hedges and politeness principles used by Sundanese;

This step becomes the second step in analyzing the data. In this procedure, we have to put the same hedges and politeness principles category into a table consisting each categorization. In this analysis we are not only use the referential method which is similar to the previous explanation, but also, we use the distributional method instead. We use Immediate constituent Analysis (ICA) endeavored by Sudaryanto (1993:9) to parse the constituent of the sentence so we will able to recognize the Hedges and Politeness Principles based on each categorization.

3. Classifying the data based on the hedges and politeness principles based on Salager-Meyer (1994) and Hyland (2004), and Leech (1983);

This is the third step where we have to identify the most and least of the hedges and politeness principles used by the respondents based on the data finding. This step consists of referential and distributional method. The distributional method use Immediate Constituent analysis (ICA) which allows us to parse the sentence constituents. After it underwent the preceding step, the result of the analysis can be put into the same categorization to recognize the phenomena of the hedges and politeness using in Sundanese. Then after undergoing those analysis, we are able to count the distribution of the data quantitatively.

4. Comparing the hedges in Sundanese and also the politeness principles worked in Sundanese along with the prominent users who used it;

The fourth step is making a comparison pivoting to the data classification (Sundanese) to ensure that there are some mitigation appliances used by the interactant and also its relation with politeness principles along with the user who prominently used it. This measurement uses distributional method – Immediate Constituent Analysis (ICA) – which allows us to make the data classification needed to decide which user who prominently use the hedges and also the user who use politeness principle in the interaction happening at the market.

5. Analyzing another mitigation forms instead of the preceding theory that occur in Sundanese;

In this step we consider for using the distributional method. The distributional that we used specifically relates to the Ultimate Constituent Analysis (UCA). This method expound sentence into smallest unit the constituents, so by doing this analysis we hope to find the other mitigatory form instead hedges. This step elaborates the comparison between the forms of mitigation appliance categorized into certain categories and then parses the mitigation appliance instead of hedges relating the shifting of politeness based on the distinctive feature of each locution.

The writer uses interactive data analysis model. In this model there are three model of analysis, those are: (1) data reduction - selection process, focusing, simplifying, data abstracts in the field notes, (2) data display an assembly of information organization that leads to making up conclusions of the research, and (3) verification - understanding the meanings of what was encountered during the study by taking notes of the rules, paterrens, statements, configuration, couse effect guidane, and kinds of proposition (Sutopo, 1996:82-84).

## **CHAPTER IV**

### **FINDINGS AND DISCUSSION**

This chapter deals with the findings of the study and their discussion. The findings present the description of the data collected. The further explanations and interpretation are given in the discussion section.

#### **4.1. FINDINGS**

##### **4.1.1. The Categorizations of Hedges**

Based on the analysis using the theories proposed of Hyland (2005), implemented by Kaltenbock, Mihatsch, & Schneider (2010), Riekkinen (2009), Ruzaitė (2004), Salager-Meyer (1994), Sundquist (2013), the researcher found that hedges in the conversation at the traditional market domain can be presented as follows: (1) Shields, (2) Approximators of quantity, Approximator of frequency and Approximator of time which express heed and coyness, (3) Expressions which express the speaker personal doubt and direct involvement, (4) Emotionally-charged intensifiers, and (5) Compound hedges which comprise strings of hedges. The step of analysis will elaborate the distribution of the data taken from Sundanese in selling and buying conversation to describe the hedges usage in traditional market domain in Cikampek Karawang. After the preceding step, the researcher then intertwined the linguistic forms of the hedges with the politeness principles noticed as a concept.

The following table firstly will describe the distribution of the hedges in Sundanese in selling and buying conversation based on the preceding theory mentioned above.

*Table 4.1. Categorization of Hedges in Sundanese in selling-buying conversation:*

No	Hedges	Sum	Percentage
1	Shields	34	50%
2	Approximators in terms of		
	a. quantity	8	47.06%
	b. frequency	4	23.53%
	c. time	5	29.4%
	Total	17	25%
3	Expressions which express the speakers' personal doubt and direct involvement	4	5.88%
4	Emotionally-charged intensifiers	8	11.76%
5	Compound hedges	5	7.36%
Total		68	100%

The categorization goal is to denote the distribution of the data. We know that this research relies on the data produced by the interactants, so in this elaboration will comprehend based on the finding comprehensively by using qualitative and quantitative presentation.

The table description shows that Shields becomes the most prominent hedges used by Sundanese with 34 (50%), followed by Approximators in terms of quantity 8 (47.06%), time 5 (29.4%), frequency 4 (23.53%), then Emotionally-charged intensifiers 8 (11.76%), Compound hedges 5 (7.36%), and Expression which express the speaker's personal doubt and direct involvement 4 (5.88%).

Based on that distributions of hedges showed in the preceding paragraph, this research found some of the hedges categorization, while the most prominent hedges is shields with 34 (50%) appearance, and the last is placed by expressions which express the speakers personal doubt and direct involvement showed by 4 (5.88%) appearance. Based on the distribution the researcher can presume that the more economic of the hedges used it will be prominently used in locution produced by the participants proved by the distribution of the data (shields, approximator in terms of quantity, frequency, and time).

Before we go to the next explanation we will presume on why Shield becomes the most prominent in numbers. This is can be explained by the language using itself that tend to use economic and simple form in its way of conveyance. Provided that language accepted and easy to be encode, in other words, we can said that more plain its intention being received by the interlocutor, so its will be more used by the language user. And, the reason why expression which expresses the speaker's personal doubt and direct involvement 4 (5.88%) is the least hedges appearing in this data is caused by the same reason of the previous one. The users feel that the simplest language is more than enough to convey their intention as long it represent all of the meaning that she/he want to convey.

The explanation of the table will be expounded in this following discussion below with the detail aspects affecting the hedges used by the participants in interactions. It is begun from the most using hedges until the least using hedges used by the respondents.

## 4.2. The Hedges Clasifications

### 4.2.1. Shields

Based on the theory, shield is one of the mitigatory forms used for implicating a level of uncertainty by providing plausible reasoning, so the locutor can mitigate the risk of the locution toward others. The researcher found thirty four utterances of the data related to the shields. The following data show the Sundanese words containing the form of shield as one of the hedging types. The words found over the transcription are: *dedengeuan* (as I hear), *sigana* (as if), *samisal* (for example), *manawi* (possibly), *upami henteu lepat* (if I am not mistaken), *kumargi* (likely), *susuganan* (perhaps), *panginten* (it can be), *sugan* (maybe), *katingalna* (it seems), *saurna* (according to), *teu langkung* (whatever), *bilih* (possible), *biasana* (as usual), *boa* (perchance), *rarasaan* (if I am not wrong), *jigana* (by chance), *hadena* (fortunately), *asa'an* (similar to), *ngadangu* (based on), *cigana* (it looks), *majar* (pivoting from), *eceuk* (according to someone), *tetempoan* (looks like), *katempona* (outwardly), *ceunah* (conceivable), *caritana* (as she said).

Based on the finding found in this analysis, we can conclude that the shield categorization has its tendency. Some of the findings are presumed have same meaning. Still per-words in its form are used because they are simpler. You can compare it the other types of hedges. The other hedges have more complex form. Those that make the user evade using it in a conversation regards to the context of the setting where the conversation happens. Suppose that the other hedges have the simpler meaning, those will use intensely also by the interactant. We presume

that the reason of shield using constitute the economic way in its way of conveyance.

These finding also lead us to the second hedges relating with the approximators in terms of quantity, frequency, and time. The expounding of the data description will be broached in this following discussion.

#### **4.2.2. Approximators of Frequency, Quantity and Time**

The following word here shows that the Sundanese words containing the form of approximators as the second types of hedges. This approximator relates to the adverb used to estimate and describe the time of happening situation because the locutor hinds from the intention of locution directness. The approximators consist of time marker, frequency, and quantity; those words were divided into three part of the approximators; (1) frequency (2) quantity and (3) time. The researcher noted the total numbers of the approximators are seventeen words. Those are;

- 1) The frequency has four words that are found after the researcher conducted an identification, those are; *sakapeung* (rarely), *osok* (often), *tara* (never), and *unggal* (always).
- 2) The quantity has eight words that are found after the researcher conducted an identification, those are; *kinten-kinten* (around), *kirang langkung* (more or less), *seseueurna* (most of), *sakeudikna* (a little bit), *sababaraha* (some), *pangseeurna* (the most of), *pangsakeudikna* (at least), and *rata-rata* (average).
- 3) And for the last is time. Time has five words that appeared in this analysis, those words are; *sawaktos-waktos* (any time), *unggal dinten* (everyday), *sakitaran* (around at), *kumaha engkin* (later), and *nembe* (just). Those five words mitigate the power of the locution locuted by the interlocutor.

Based on that categorization we know that quantity words become the most using hedges in Sundanese. This words function is as mitigatory form over locutor politeness, so the locution becomes indirect than not using this model. The reason of using this indicates that the interactant both locutor and interlocutor tend to use the simplest economic form which can present the whole meaning when they convey their intention. The goal of using these hedges also can be redressed with the setting phenomena while the interaction happened. We know that the activity happened at the market, so the intention of the quantity hedges using is

plainly aimed to get attuned to the interlocutor. This is redressing strategy known to mitigate the locutor intention linguistically.

After the preceding description, the researcher also has the second finding which related to expression which expresses the author's personal doubt and direct involvement. The description below will broach the third hedges used by Sundanese known as eexpressions which express the speakers' personal doubt and direct involvement.

#### **4.2.3. Expressions which Express the Authors' Personal Doubt and Direct Involvement**

There were four utterances of the data related to the hedges in direct involvement form. This is a mitigation form based on the scalar of the locutor aimed to neutralize the directness of the locution, so the locution's directness underwent mitigation affecting the politeness principles of locutor's locution, or in other words its can neutralize the negative effect of the locution.

*Table. 4.2. Expression which Express the Authors' Personal Doubt and Direct Involvement.*

<b>No</b>	<b>Sundanese</b>	<b>English</b>
1	<i>ceuk kuring</i>	based on my knowledge
2	<i>sapertos nu kalangkung</i>	based on my experience
3	<i>kangge</i>	I usually
4	<i>menurut</i>	in my opinion

The data found in the analysis briefly showed us about the doubt which means the intention feeling of the interlocutor to mitigate the effect of the locution because they are afraid about the risk caused by their locution after it is conveyed. The mitigation appliance found over this locution transcription are; (1) *ceuk kuring* (based on my knowledge), (2) *sapertos nu kalangkung* (based on my experience), (3) *kangge* (I usually), and (4) *menurut* (in my opinion).

This data finding help us to know the detail of hedges - expressions which express the speakers' personal doubt and direct involvement - using comprehensively because we provide the data result along with its distribution. In other words, we can explain the meaning and also the number of the hedges appearing in locution. The data explains that the number is not as much as shields or approximators of frequency, quantity and time. By considering this finding, we should concern about the using of the hedges it self by considering its word form. This hedges have a distinctive feature where differs it with the preceding hedges found. That characteristic is the hedges try to strenghten the notion of the locotor feeling through give the redressing formula portrays that the locutor mitigate by embedding his own subjective consideration. By doing such treatment portrayed linguistically, the locutor postulate the future redressing action impacting the respond of the interlocutor. The locutor will encode it as the appliance linguistically showed by the interlocutor to get a subtle redressing action by doing such locution. This finding is the third hedges which is mostly used by the Sundanese.

The next fourth finding found after the preceding data is emotionally-charged intensifiers data. The data analysis and argumentation will be elaborated in the next sub chapter below.

#### **4.2.4. Emotionally-Charged Intensifiers**

There were eight utterances found over the data related to the emotionally charged intensifiers. This related to the perception formed preparatory condition which does not tell the certain condition of the situation of the locutor towards the locution aimed to the interlocutor. The finding found in the data after undergoing an analysis are; (1) *henteu aya bandinganna* (no comparison), (2) *rupina moal aya* (it seems nothing), (3) *gampil pisan* (very easy), (4) *moal ngacewakeun* (not disappointed), (5) *kirang ngartos* (I wouldn't say), (6) *tidituna atos kitu* (essentially), (7) *puguh kieu ayana* (as it is), and (8) *sesah dicarioskeun* (difficult to tell).

The data result is the categorization only without the speech level because there is only one form of each sentence representing the same meaning. This is the fourth finding of hedges found over the Sundanese. The last finding is compound hedges which use the combination of the four preceding hedges.

#### 4.2.5. Compound Hedges (strings of hedges)

There were five utterances found related to the compound hedges, those are *kinten-kinten sapertosna* (as if), (2) *katingalna jigana* (seemingly), (3) *panginten sapertosna* (apparently), (4) *manawi sakeudikna* (allegedly), and (5) *kumargi seseuerna* (avowedly).

These hedges related to the combination of the two or more hedges aimed to mitigate the locution. The combination can be any form of the previous hedges described above. There is no speech level in this categorization because of the appearance of each data meaning is not varies.

The examples given in the preceding explanation lead us to debunk the distinctive feature of compound hedges in which it is explained by its form. It is plainly related to the phrase which made the hedges. The reason why they use it because it related to the intention of the locutor for redressing the intention in subtle way. It denotes that the locutor want to prevent the misunderstanding with the interlocutor. The locutor awares that he should put a consideration toward the information which herself/himself give to the interlocutor reffering the limitation of his/her information pertaining to the topic that is talked about. By doing this redression by using the word hedges combination – it can use any hedges combination – the interlocutor know that locutor want to prevent miss understanding pertaining the information that will be given. Based on the setting where the interaction happened we know that it used to create space in negotiation process. By doing so, the interaction will be attenuate to both of the interactants.

### 4.3. Participants who Mostly Used Hedges

According to the data, the researcher found a new phenomenon along the data analysis. Pivoting to the finding the researcher concludes that hedges used mostly by the seller except for the expressions which express personal doubt and direct involvement intactly is used by the buyer. This result found after the data is calculated according to the participants frequency. Even in the interaction dominated by the seller, the hedges prominently are found in seller in turn taking conversation. The table below explains the prominent locution of the hedges user.

*Table 4.3. Participants who mostly used hedges*

No	Hedges	Tot	Participants				Tot %
			Seller		Buyer		
			Sum	%	Sum	%	
1	Shields	34	20	58.82	14	41.18	100
2	Approximators of (frequency 4), (quantity 8), and (time 5)	17	10	58.82	7	41.18	100
3	Expressions which express personal doubt and direct Involvement	4	0	0	4	100	100
4	Emotionally - charged intensifiers	8	5	62.50	3	37.50	100
5	Compound hedges	5	3	60	2	40	100
Total		68	38	55.89	30	44.11	100

The data in the table above shows that shield has 34 data, where 20 (58.2%) data are dominated by seller and 14 data (41.18%) is dominated by buyer. Approximators of frequency, quantity, and time has 17 data where 10 (58.82%) data are dominated by seller and 7 (41.18%) data are dominated by buyer.

Expression which express personal doubt and direct involvement has 4 data where whole of them are dominated by buyer. Emotionally-charged intensifier has 8 data where 5 (62.50%) data are dominated by buyer and 3 (37.50%) data are dominated by buyer, and for the last is compound hedges, it has five data where 3 (60%) of the data are dominated by seller and 2 (40%) data is dominated by buyer. Based on the previous explanation we can conclude that the hedges using that is used by seller is 38 (55.89%) data and the hedges using that is used by buyer is 30 (44.11%). So based on the distribution we can conclude that the data is prominently locuted by seller.

The idea for considering the distribution of the data is used to make a comprehensive explanation where we can elaborate the data not only in qualitative way but also in quantitative way. As the data finding we know that the seller tent to use the hedges it is presumed based on the quantitative distribution that the seller wants to attenuate their fiction might happen so they are get attune in a conversation with the buyer. This identification only can be broached by using both methods so the rigidity will be tackled. It is also make the locutor to get attuned to the interlocutor.

Basically the idea of the five hedges mentioned before aimed to elaborate the linguistic featured in the using language portrayed in the data of the locution produced in interactions by the participants. After undergoing an identification process, there is another phenomena found toward the linguistic form of the locution. There are some words indicated have the same meaning which is presumed as the typical conditioning produced by one of the participants to make

communicative situation after being sequenced. This phenomenon will be broached in the next following discussion below.

#### 4.4. Hedges According to their Meaning (Shields)

These data have been sequenced based on its meaning, so the researcher can figure shields out easily the identified meaning according to the hedges. The next is to identify the level of its politeness based on the meaning of the hedges in the shields categorization. There are ten categorization in which a word has the same meaning but different level of politeness. Those words categorizations are:

Table 4.4. Hedges according to their meaning

No	Indonesian	Sundanese (Gloss)
1	<i>sepertinya</i>	<i>kumargi</i> (likely), <i>asa'an</i> (similar to), <i>sapertosna</i> (probable), <i>sigana</i> (as if), and <i>cigana</i> (it looks),
2	<i>misalnya</i>	<i>misalna</i> (in etcetera), <i>samisal</i> (for example),
3	<i> mungkin</i>	<i>boa</i> (perchance), <i>susuganan</i> (perhaps), <i>ceunah</i> (conceivable), and <i>sugan</i> (maybe),
4	<i>bisa jadi</i>	<i>panginten</i> (it can be), <i>biasana</i> (as usual), <i>majarkeun</i> (it might be), <i>jigana</i> (by chance), and <i>meureun</i> (it could be)
5	<i>kalau tidak salah</i>	<i>upami henteu lepat</i> (if I am not mistaken), <i>rarasan</i> (if I am not wrong)
6	<i>kelihatanya</i>	<i>katingalna</i> (it seems), <i>katempona</i> (outwardly), and <i>tetempoan</i> (looks like)
7	<i>berdasarkan</i>	<i>eceuk</i> (according to someone), <i>ngadangu</i> (based on), <i>caritana</i> (as she said), <i>saurna</i> (according to), <i>cariosana</i> (referring to), and <i>majar</i> (pivoting from),

The table above give us enligtnment, we found some other words that have the same meaning with the others, infact those words comes from the same hedges categorization. That data proved that the words locuted based on the specific intention, some of them are used to fullfill the political goal of the locutor. It represent linguistically, to denote the redressing action toward locutor intention. This word will be encoded by the interlocutor as the word that aimed to achieve politenes level. In this context, because the setting happened at the market, we can relate the locution with the intention of getting attenuation between the interactants to create a space of negotiation. As one of the examples given in the data, *ngadangu* has the same meaning as *saurna*, *cariosna*, *caritana*, *majar*, *eceuk*. Referring to those words we conclude that a level of politeness becomes the first consideration that want to portray by using this word.

#### **4.5. Hedges According to Politeness level**

##### **4.5.1. Shields**

In this sub – chapter of analysis we consider the phenomena found over the analysis. We found new phenomena where each of word in Sundanese has the same meaning but different in it using referring to the analysis after undergoing an categorization. This table below will give us an enlightenment pertaining to the phenomena.

Table 4.5. Shields (Hedges according to politeness level)

No	Indonesian	Sundanese (Gloss)
1	<i>sepertinya</i>	<i>kumargi</i> (likely), <i>sapertosna</i> (probable), <i>cigana</i> (it looks), <i>sigana</i> (as if), <i>asa'an</i> (similar to)
2	<i>misalnya</i>	<i>samisal</i> (for example), <i>misalna</i> (in etcetera)
3	<i>mungkin</i>	<i>susuganan</i> (perhaps), <i>sugan</i> (maybe), <i>boa</i> (perchance), <i>ceunah</i> (conceivable)
4	<i>bisa jadi</i>	<i>panginten</i> (it can be), <i>biasana</i> (as usual), <i>majarkeun</i> (it might be), <i>jigana</i> (by chance), <i>meureun</i> (it could be)
5	<i>kalau tidak salah</i>	<i>upami henteu lepat</i> (if I am not mistaken), <i>rarasan</i> (if I am not wrong)
6	<i>kelihatanya</i>	<i>katingalna</i> (it seems), <i>katempona</i> (outwardly), <i>tetempoan</i> (looks like)
7	<i>berdasarkan</i>	<i>ngadangu</i> (based on), <i>saurna</i> (according to), <i>cariosana</i> (referring to), <i>caritana</i> (as she said), <i>majar</i> (pivoting from), <i>eceuk</i> (according to someone)

This analysis will differentiate the categorization of its politeness level after undergoing identification and categorization. Therefore, these are the provided data that have been classified into the decorous to the indecorous one based on the context. *kumargi* (likely), *sapertosna* (probable), *sigana* (as if), *asaan* (similar to), and *cigana* (it looks) have the same meaning, so those words are classified into the words that have same word meaning, then it sequenced into

different word levels to describe the phenomena. The same phenomena appeared with the other words. The five same words identified have the same meaning is (likely, probable, its looks, as if, and similar to), but even they have the same meaning, they categorized into different level of politeness. Those phenomena happened because this categorization refers to the goal of the locutor in locuting the locution pivoting to the participants in the interaction, it is supposed that those are based on the politeness scalar of Sundanese native speaker referring from the Sundanese dictionary.

The second finding elaborated about three words: *katingalna* (it seemed), *katempona* (outwardly), *tetempoan* (looks like) that have the same meaning (it seemed, outwardly, looks like). Those there words have been sequenced into the different politeness level based on the scalar of the Sundanese native speaker enhanced by the Sundanese dictionary.

The third finding in the table elaborated about the two words: *samisal* (for example), and *misalna* (in etcetera) that are sequenced into different politeness level even they categorized into the same meaning. This finding validity based on the scalar of the Sundanese native speaker enhance by Sundanese dictionary.

The fourth finding elaborated about six words: *manawi* (possibly), *bilih* (possible), *susuganan* (perhaps), *sugan* (maybe), *boa* (perchance), *ceunah* (conceivable) that are sequenced into different politeness level. Even These words have the same meaning, but they have different politeness level.

The fifth until the seventh finding also have the same pattern in which they have the same meaning but they are sequenced into different politeness level. It is happened because the language has different politeness level based on its lexical categorization and also based on indexal parameter which involved setting and also participants so the politeness will depend on the context in which the conversation happened.

#### ***4.5.2. Approximators in terms of Quantity, Frequency and Time***

This part describes and analyzes the same topic pertaining to the degree of politeness worked over the data that has been transcribed. The finding of the hedges in the identification described about politeness form of the words and impoliteness form of the word so the researcher can decide in which the politeness the locution belongs to.

The first type of the approximation is frequency found by the researcher. There are some finding found over the data identification. The data which then categorized according to its politeness identified carefully. To decide the data wheter it is polite or impolite we use the scalar of the native speaker and also use the lexical form of the words or phrases according to the Sundanese's politenese level over the dictionary. Based on the data finally this research found that there are one polite utterance and three politeness utterances in the data, those categorization are; a. polite: *osok* (often), b. impolite *sakapeung* (rarely), *tara* (never), *unggal* (always). Those data identification are suited based on the indexal parameter which involve setting and participants.

The second approximators represented by quantity have eight words worked as a mitigator that represents politeness over the locution. In this case to decide polite or impolite locution produced by the interlocutor, the researcher use the indexal parameter as the result of the data found based on the transcript pivoting to the parameter. The following data found over the transcription are; (1) *kinten-kinten* (around), (2) *kirang langkung* (more or less), (3) *seseueurna* (most of), (4) *sakeudikna* (a little bit), (5) *sababaraha* (some), (6) *pangseeurna* (the most of), (7) *pangsakeudikna* (at least), and (8) *rata-rata* (average).

The third approximator found over the transcript are (1) *sawaktos-waktos* (anytime), (2) *unggal dinten* (everyday), (3) *sakitaran* (around at), (4) *engkin* (later) and (5) *nembe* (just). This phrase is the mitigatory form aimed to make the politeness over the locution produced by the interlocutor. Considering the politeness level over the data the researcher pivots the indexal parameter consisting setting and participant.

#### ***4.5.3. Expressions which expressed the authors' personal doubt and direct involvement***

Based on the analysis, there are some sequenced politeness level pertaining to the expression expressed the author's personal doubt and direct involvement. Those politeness level categorizations found are: (1) *ceuk kuring mah* (based on my knowledge), (2) *sapertos anu kalangkung* (based on my experience), (3) *kangge* (I usually), and (4) *menurut* (in my opinion). The previous mentioned categorization made based on the description of the politeness worked in Sundanese.

#### **4.6. The Relation of Hedges to the Politeness Principles**

The using of politeness principles is quite relevant considering that the theory which is endeavored by Leech (1983) is only concept regardless. When we are talking about concept, we are talking about the intangible perimeters relating to politeness in which we still do not know pertaining to the materials that constitute it. Regarding the concept, the language user needs a device to apply which is considered as the manifestation of the concept in language. Therefore, we engage hedges as the device that become the appliance of the politeness principles in regards to Sundanese as the subject of analysis. The concept and the device were intertwined to make a comprehensive analysis and these reasons that make both of them relate to each other. The other reason why the researcher intertwined the hedges and politeness principle because the hedges only can relate with the linguistic feature, it only defines on how the language was used based on

its constituent which means it only consider the words shifting without its usage. By only using the appliance, we lost tendency of using it. Related to this we need a concept to define pragmatic meaning based on the hedges using. Pertaining to this matters, we have some question like ‘what is happening after we alternate the words using?’ and ‘why does this shifting appear in this data instead of the hedges?’ We have postulated all of this elaboration to tackle the problem appearing related to the questions.

Based on the data, the researcher find that the hedges explain based on linguistic forms which tackle the surface meaning of the locution whether the politeness principle tackle the non-presence meaning within linguistic forms, because the final direction of using the hedges is to convey politeness. From previous explanation and based on the data finding strengthen the goal on why we used the approach intertwining both of the condition called pragmalinguistics. The hedges linguistically take a role to equilibrate the social proportion, and the hospitality based on its pragmatic concept because the good communication happened when both of participants have competency that means maturity in structural using of the linguistic and pragmatic forms. The conclusion on why this research use this intertwining approach is to mapping the Sundanese locution comprehensively; the hedges represent the structural device then the politeness principle represent pragmatic comprehension whether both of them will structurally and pragmatically expound the reality in Sudanese locution. Based on Geoffrey Leech (1983) there are six maxims of politeness principles intertwined

with the hedges found strengthen the politeness in Sundanese's locutions, which are:

#### 4.6.1. *Tact maxim*

Tact maxim has a function to minimize the expression of beliefs which imply cost to other; maximize the expression of beliefs which imply benefit to other.

- (1) *Bilih abi lepat, enjing kadieu deui weh neng.*  
 (*Bilih* (possible); *abi* (I); *lepat* (mistake); *enjing* (tomorrow); *kadieu* (here); *deui* (come back); *weh* (particle); *neng* (girl)).  
 (I possible made a mistake, come back here tomorrow to fix it girl).

The example above can be categorized into tact maxim, in fact of the providing locution produced by the interlocutor. This conclusion based on the definition of tact maxim which tends to minimize the rudeness by addressing the advantage to the interlocutor and to maximize cost to self by giving the hedges '*bilih*'. '*Bilih*' itself represents that the speaker blaming himself about the condition might has been produced along the conversation. Based on the text, we conclude that the appearance of the hedges '*bilih*' is used to construct mitigatory form of rudeness in accordance to the tact maxim. The Sundanese used this form to produce non direct locution.

#### 4.6.2. Generosity maxim

Generosity maxim is the maxim that minimizes benefit for yourself and maximize the cost for yourself, or in other words benefit others. In this study, the maxim of generosity is known for sure through being generous in provide assistance, offer help and learning to others without thinking of the cost to self.

- (2) *Wios keun weh, engkin miwarang tukangna wae anu ngangkut balanjaanna ka mobil Bu.*  
 (*Wios keun* (leave it); *weh* (particle); *engkin* (later); *miwarang* (task); *tukangna* (my staff); *wae* (particle); *anu* (will); *ngangkut* (carry) *balanjaanna* (your borrowing) *ka* (to); *mobil* (car) *bu* (mam)).  
 (Leave it, later my staff will carry your borrowing to your car mam).

According to the example above we know that there is a mitigatory form in the term of approximator of time represented by ‘*engkin*’. The use of the hedges ‘*engkin*’ is produced to mitigate the directness of the locution by referring to the future happening condition where the interlocutor gains profit over the locution. In The other words, we can conclude that the speaker gives the option of the hearer for gaining advantages where the speaker gives the priority for the hearer to carry his borrowing to her car. This expressing is in accordance with generosity maxim. This is done to create a negotiation space between locutor and interlocutor, so it leads to a comfy situation in transaction process.

#### **4.6.3. *Sympathy maxim***

Sympathy maxim is a maxim that minimizes insults towards others and maximizes praise for others, in which it minimizes antipathy between yourself with others and maximizes sympathy between yourself with others. In this study, this maxim is known definitely through an attitude of mercy and attitudes of taking weight when hearing other people's problems aiming for maximizing purposes of sympathy for others and expressing appreciation that make people feel happy. After undergoing analysis, the researcher can conclude that there is no sympathy found over the transcript. The using of sympathy maxim is probably not as economic as the other maxim, so the speaker tends to omit this maxim because it seems exegerated pivoting for the maxim which used in the term of transaction process. It perhaps overlaps the origin intention, so people tend to avoid in using this maxim.

#### **4.6.4. *Modesty maxim***

Modesty maxim is the maxim that minimizes praise towards yourself and maximize insults against yourself own. In this study, this maxim is known for certain through action humble yourself by apologizing to dodge the other party said feeling offended other than the use of certain expressions for revile yourself.

- (3) *Kumargi abdi kirang terang, abdi taroskeun heula nyak ka ibu sabungkus sabaraha pangaosna.*  
*(kumargi (likely); abdi (I); kirang terang (do not know); taroskeun (ask); heula (first); nyak (particle); ka (for); ibu (mom); sabungkus (one pack); sabaraha (how much); pangaosna (the price)).*  
 (Likely, I dont know it, I ask my mom first for the price of one pack of it).

Based on the locution we can conclude that the sentence in accordance to the modesty maxim, in which the sentence itself praises to the interlocutor than the locutor, and the identification resulted that '*kumargi*' worked as shield appeared to support modesty maxim principle. This validity worked over after underwent synchronization with the context consists of setting and participant. The synchronization proved that the politeness principles worked and used by the Sundanese interlocutor.

#### **4.6.5. *Approbation maxim***

Approbation maxim is maxim that minimizes dispraise of other and maximizes praise of other. In other words, this maxim avoids the user saying unpleasant thing because the goal of this maxim is to get intimate intensive communication with the hearer. The sentence below showed us that the speaker endeavours to get intimate with the interlocutor. By doing such approach, the speaker aimed to create negotiation space in the term of transaction process. The indicator of this mitigation is by giving a compliment that employs persuasion by saying that the vegetables is beautiful as the seller. It implies that the seller gives praise stating that the buyer is beautiful.

- (4) *Sayurna meuni sarae kieu salegeur warna na meuni geulis nyak cigana anu icalan na geulis.*  
 (*sayurna* (vegetables); *meuni* (so); *sarae* (wonderful); *kieu* (like); *salegeur* (fresh); *warna na* (colour); *geulis* (beautiful); *nyak* (particle); *cigana* (it looks); *anu* (the); *icalan na* (seller);  
 (The vegetables are so fresh, wonderful also it looks like the seller).

Based on the data we can conclude that the shield hedges ‘*cigana* (it looks)’ worked together with approbation maxim in which the interlocutor gives the locutor an award by giving compliment. In such category the hedges after synchronized with setting and participant and also the mitigatory form in linguistic in fact boasts the categorization of politeness. This form is uncsciously used by the Sundanese speaker in producing politeness aiming to create intimacy in doing transaction and also to create space for negotiation.

#### **4.6.6. Agreement maxim**

Agreement maxim refers to the act of taking care of something situation without offending others in context communication. The situation intended refers to a way that is weak to approach or deal with and call or greet people others in order to realize intimacy in communication other than maximizes benefits to listeners. Here, the examples of conversations that contain speech hedges of shield:

- (5) *Muhun, dedengeu'an mah kiosna moal cios bukana, eta oge terangna saur pak satpam anu nembean atos kuliling kadieu ngalangkung, etah nembean pisan ngalangkungna.*

(*muhun* (yes); *dedengeu'an* (as I hear); *mah* (particle); *kiosna* (shop); *moal cios* (canceled); *bukana* (opening); *eta* (that); *oge* (also); *terangna* (heard); *saur* (from); *pak satpam* (security); *anu* (who); *nembean* (just now); *atos* (finish); *kuliling* (patrol); *kadieu* (here); *ngalangkung* (through); *etah* (who); *nembean* (did); *pisan* (just now); *ngalangkungna* (around))

(Yes, as I hear, the opening is canceled, isn't I, that news I heard from the security who did patrol around here).

“*Dedengeu'an*”, means ‘as I hear’ in English. We can see that the locutor (as a speaker) efforts to speak politely when using some of hedges to the interlocutor (as a hearer). The sentence above is in accordance with the category of agreement maxim based of the word evidence ‘*muhun* (yes)’ which notices the agreement of the interlocutor toward the locutor locution. This locution is aimed to seek an agreement to the previous locution locuted by the locutor by adding ‘*dedengeuan* (as I hear)’ as the aplicated of hedges. Therefore, hedges intertwined with politeness maxim to represent the respect of the interlocutor to the locutor.

The data above also contains some utterances which are almost the same meaning but different in their placement and use like: *sigana* (as if), *samisal* (for example), *kumargi* (likely), *asaan* (similar to), which has meaning ‘it seems like’ which function as subjectivity markers, because a speaker oriented hedges or marker of illocutionary act. Then the utterance that has a function as a tentativizer are *sugan* (maybe), *jigana* (by chance), *mereun* (it could be), *majarkeun* (it might be), *susuganan* (perhaps), because it consists of two expression which decrease the certainty and the marker of vagueness.

The previous analysis conducted by the researcher reveals the politeness principles in accordance to the hedges used by the Sundanese. There are tact maxim 15 (21.43%), generosity maxim 20 (28.57%), modesty maxim 4 (5.71%), approbation maxim 1 (1.43%) and the agreement maxim 30 (42.86%) and one maxim that do not appear over the locution that is sympathy maxim. The maxim that mostly appears is agreement maxim and generosity maxim. These two maxims dominating in the finding is supposed because of the tendency of participants to gain the intimacy and space to negotiate in the transaction process.

#### **4.7. The Hedges and Politeness Mitigatory forms Level Constructing the Locution**

The analysis conducted by the researcher found some others mitigatory forms in the term of lexical categorization in spite of hedges. These founding proved that there are some other mitigatory form beyond the hedges. It is the main appliances used by the researcher by the preceding finding of the analysis. Concisely have those mitigatory forms finding beyond the hedges affected the indirectness without risking the interlocutor to have misconception about the locutor intention. Therefore having seen the findings proves the other alternation of mitigatory form, the repeated action of the words using alternation commonly appears in locutors' locution. They can freely use it to portray his/her intention by only shifting the word using. They also tend to use it along with hedges to show their respect in order to gain the advantages – the persuasion enhancement in selling and buying activity. They can alternate hedges by word shifting, or they

can use it together as mitigatory form which in its portion it enhance the politeness of the locution. The preceding research aimed to give a notion from the previous research conducted by Salager-Meyer and Hyland that there are some mitigatory forms embedded relating to the existence of the words shifting in Sundanese, reminiscing the language analyzed by Hyland do not have the same language's criteria that have richness in its – particles, addresses, lexical verbs, and lexical adjectives - such as Sundanese. So, as the consideration of the preceding explanation, this research provide the analysis, consisting of the distribution of the mitigatory forms beyond the hedges.

According to the data, the researcher found 326 data using the particles consisting of; *sok* 57 (17.49%), *mangga* 53 (16,26%), *mah* 47 (14,43%), *atuh* 39 (11.96%), *nyak* 26 (7.98%), *weh* 23 (7.06%), *tuh* 19 (5.83%), *lah* 17 (5.21%), *teh* 17 (5.21%), *wae* 15 (4.60%), *da* 8 (2.45), and *yeuh* 5 (11.53%). For the second finding, the researcher also found 260 addresses as mitigatory forms over the locution consist of; *neng* 24 (9.23%), *akang* 10 (3.85%), *teh* 40 (15.39%), *abdi* 27 (10.39%), *didieu* 17 (6.54%), *bi* 20 (7.69%), *mang* 9 (3.46%), *simkuring* 6 (2.30%), *eceu* 27 (10.39%), *pak* 20 (7.69%), *aa* 7 (2.69%), *bu* 50 (19.23%), and *tukang parkir* 3 (1.15%).

For the third position the researcher also find the mitigatory form consisting of 474 lexical verbs used by Sundanese such as: *diperyogikeun* 2 (0.42%), *ngartos* 1(0.21%), *kedahna* 5 (1.06%), *masihan* 30 (63%), *dongkap* 7 (1.48%), *meser* 72 (15.19%), *pilarian* 4 (0.84%), *ningal* 10 (2.11%), *calik* 3 (0.63%), *tutup* 7 (1.48%), *buka* 5 (1.06%), *kintun* 1 (0.21%), *etang* 20 (4.22%),

*tambahan* 12 (2.53%), *nambut* 3 (0.63%), *bayar* 21 (4.43%), *pangangkatkeun* 4 (0.84%), *nyuhunkeun* 7 (1.48%), *pilihan* 15 (3.17%), *antosan* 2 (0.42%), *dameul* 7 (1.48%), *nyarios* 1 (0.21%), *mendak* 1 (0.21%), *ical* 1 (0.21%), *kenging* 6 (1.27%), *uihkeun* 7 (1.48%), *masihan* 2 (0.42%), *wadahan* 14 (2.95%), *timbang* 27 (5.69%), *kirangan* 33 (6.96%), *embohan* 9 (1.90%), *naros* 6 (1.27%), *lironan* 6 (1.27%), *candak* 3 (0.63%), *nawis* 31 (6.54%), *cobian* 4 (0.84%), *wios* 29 (6.12%), *sebat* 4 (0.84%), *pisah* 3 (0.63%), *raosan* 8 (1.70%), *mesen* 2 (0.43%), *titip* 1 (0.21%), *tolong* 11 (2.32%), *pangmotongkeun* 36 (7.60%), *masak* 13 (2.74%), and *gentos* 3 (0.63%).

The last is mitigatory form in the term of 243 lexical adjectives found over the locution, those are: *mirah* 27 (11.11%), *awis* 8 (3.29%), *borok* 2 (0.82%), *sae* 11 (4.53%), *soek* 1 (0.41%), *wareg* 1 (0.41%), *awon* 2 (0.82%), *enggal* 18 (7.41%), *alit* 3 (1.24%), *ageung* 10 (4.11%), *cekap* 15 (6.17%), *geulis* 3 (1.24%), *salegeur* 17 (7%), *seep* 16 (6.58%), *gampil* 9 (3.70%), *sesah* 4 (1.65%), *pantes* 3 (1.24%), *cocok* 1 (0.41%), *haratis* 2 (0.82%), *raos* 8 (3.29%), *hirup* 4 (1.65%), *heubeul* 2 (0.82%), *seungit* 5 (2.06%), *haneut* 7 (2.88%), *melempem* 2 (0.82%), *kirang* 16 (6.58%), *panjang* 2 (0.82%), *sakeudik* 11 (4.53%), *se'eur* 13 (5.35%), *robih* 6 (2.47%), *pareot* 3 (1.24%), *pinuh* 2 (0.82%), *amis* 5 (2.05%), *asin* 4 (1.65%).

Some of the example is conducted below to elaborate the politeness mitigatory form with the hedges along the sentences enhancing the politeness of the locution. The data below taken from the transcript elaborate the hedge of Sundanese which portrays the categorization of the hedges' politeness.

#### 4.7.1. Shields

This sub-chapter elaborates shields with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in shield description it is used to implicate a level of uncertainty by providing plausible reasoning, we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (6) *Upami henteu lepat mah, jam salapan kin wengi neng, eta oge manawi henteu telat dongkapna.*  
 (*upami* (if); *henteu lepat* (not mistaken); *mah* (particle); *jam* (hour); *salapan* (nine); *kin* (at); *wengi* (ni); *neng* (girl); *eta* (this); *oge* (also); *manawi* (possibly); *henteu* (not); *telat* (late); *dongkapna* (come))  
 (If I am not mistaken, at 9 pm this night girl, possibly it's not late).

The locution shows that the politeness in Sundanese is constructed from those mitigators type in which every locution produced by the respondent consisting of some lexical politeness categorization in the way of syntactical construction produced by the interlocutor and two hedges. In the sentence above, the main role of politeness marker is made from the hedges of shields '*upami henteu lepat*' (if I am not mistaken) and '*manawi*' (possibly) which then followed by syntactical and lexical construction. '*Neng*' is the addresses of lexical politeness categorization produced by the locutor as the honorific pattern. In this category, the addresses '*neng*' is aimed to respect the interlocutor. The last is particle '*mah*'. This word which takes a role as the politeness marker mitigates the

locution from its directness. The conclusion is very brief according to the finding found, that is the locutor in Sundanese tend use lexical categorization instead of hedges.

- (7) *Rarasaan abdi mah aya keuneuh bu*  
 (*rarasaan* (if I am not wrong); *abdi* (I); *mah* (particle); *aya* (have);  
*keuneuh* (still); *bu* (mom))  
 (If I am not wrong, I still have it mom).

Based on the locution locuted by an interlocutor, we can categorized that the locution belong to shields. It can be recognized linguistically, that is the word used to construct the sentence. “*Rarasaan*”, it categorized into shield. In English, it is translated into “if am not wrong”. By using shield the locutor tries to evade from the judgment if she confirmed the question with unintact complete information. The reason of using “*rarasaan*” is to attenuate the interlocutor miss interpretation and also to keep the interlocutor feeling toward the respond given by the locutor. Along the using of shield, we also find the other mitigatory form “*bu*” that is addresses. Addresses term is the mitigatory form categorized into noun in its words class. It is used by the locutor to get attuned with the interlocutor. Goals that want to be achieved is related to negotiation strategy. The locutor try to create spaces to make a persuasion treatment pertaining to selling and buying activity.

The words “*rarasaan*” and “*bu*” used by the speaker to mitigate the locution. Referring the sentence above, the researcher conclude that instead of using the hedges, the Sundanese locutor used another mitigatory form.

#### 4.7.2. *Approximator of Frequency*

This sub-chapter elaborates Approximator of frequency with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in approximators description it is used to give range on frequency when more precision is unattainable or to make utterances less assertive by decreasing their exactness, we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (8) *Sakapeung jam 4 neng, biasana osok langkung ti tabuh 4 tutupna neng, sok atuh dipeser ieu laukna salalegeur.*  
 (*sakapeung* (rarely); *jam* (hour); 4 (four); *neng* (girl); *biasana* (usually); *osok* (often); *langkung* (more); *ti* (than); *tabuh* (hour); *tutupna* (close); *sok* (particle); *atuh* (particle); *dipeser* (buy); *ieu* (it); *laukna* (fish); *salalegeur* (fresh))  
 (It is rarely at 4 am girl, usually more than 4. Please, buy this fish, it is fresh).

Based on the locution the researcher can find that hedges take prominent role to make the politeness over the locution pronounced by the locutor. But in fact, in spite of the hedges there are some mitigatory forms worked over the locution. Those mitigators come from the lexical forms produced by the interlocutor. Based on the finding, hedges take a main role in the locution, supported and enhanced the politeness, instead of that, the politeness is also supported by the other form of politeness forms ‘*neng*’ (lexical, honorific) and

'*sok*' (particle). The repetition of defining the addresses '*neng*' intentionally is used to mitigate the locution aiming to create the persuasion of the seller to the buyer and by adding the particle '*sok*' the seller want to attune with intimacy, so the conversation will more communicative.

The locution data were produced by butcher in the market domain. Therefore, referring the context that consists of setting and participant we can define the politeness through the hedges and the other mitigatory form worked. The conclusion is the politeness worked over this locution.

#### ***4.7.3. Approximators of Quantity***

This sub-chapter elaborates approximator of quantity with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in shield description it is used to give range on quantity when more precision is unattainable or to make utterances less assertive by decreasing their exactness, we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (9) *Kinten-kinten ka anggena mah osok tilu meter teh.*  
 (*kinten-kinten* (around); *ka anggena* (use); *mah* (particle); *osok* (often); *tilu* (three); *meter* (meters); *teh* (girl))  
 (It is around three meters girl).

Based on the locution we can conclude that the locution uses hedges to enhance the politeness and mitigates the rudeness of the impoliteness in locution. The hedges used is '*kinten-kinten*', this research also found the other mitigatory forms of the politeness in the locution aimed the same direction to the using of hedges. This mitigatory forms come from particle '*mah*' and also come from the honorific addresses '*teh*'. The use of the particle used by the locutor used to persuade the buyer in subtle way, and the use of the honorific is purposed to make deference, or in other words, the locutor wants to gain intimacy to support his selling.

In deciding whether the sentence polite or impolite this research use an indexal parameter. This indexal parameter contained setting and participant to which and whom the interaction happened. The result stated that the politeness worked over this locution by using hedges and the mitigatory form.

- (10) *Mangga sok nyandak kinten-kinten genep belas siki.*  
 (*mangga* (please); *sok* (particle); *nyandak* (take); *kinten-kinten* (around); *genep belas* (sixteen); *siki* (pieces))  
 (Yes please, take around 16 pieces).

Based on the locution, we can explicitly know the constituent of the mitigatory forms working in the locution. There are some mitigatory form that intertwining each other as an effort to make the locution more indirect. The locutor attenuate the directness by using redressing formula linguistically. The words used over the locution are “*kinten-kinten*” which is involved in approximator of quantity, and particles “*mangga*’ and “*sok*”.

This words “*kinten- kinten*” are categorized into approximator of quantity. This is used to portray the knowledge of the speaker towards the content that becomes participants’ concern. The speaker indirectly conveys his assumption for the interlocutor question. By using this hedges, the speaker avoids for being weightened by the interlocutor if there is any information inconsistency. Linguistically, it presumed as the evidence for the speaker to get attuned with the interlocutor. Therefore, “*kinten-kinten*” is one of mitigatory form in this locution, instead of the other mitigatory forms which constitute the locution. The word “*kinten-kinten*” identified as the mitigatory forms constituted the locution instead of the preceding mitigatory form (approximator of quantity).

These mitigatory forms “*mangga* and *sok*” are categorized into particle in which it is used for attenuating the directness. By using that particles, the locutor intend to do attuned to the interlocutor. The goal of doing this is expected to gain some intimacy so the space of negotiation will be opened regarding the setting of the interaction happened at the market.

Based on the previous information, we can put a conclusion that there are some mitigatory forms worked along the hedges. And the goal is to diminish the directness of the locution.

- (11) *Kirang langkung dua lusin weh Ceu anu sachetan wae ameh mirah, anu bereum nya.*  
 (*kirang langkung* (more or less); *dua* (two); *lusin* (dozen); *weh* (particle); *ceu* (honorific ceu); *anu* (the); *sachetan* (sachet); *wae* (particle); *ameh* (will be); *mirah* (cheap); *bereum* (red); *nyak* (particle))  
 (more or less, 2 dozens ceu, only the sachet that I need, so the price will be cheap, red one yeah).

The locution above happened at the traditional market done by participants – seller and buyer- who did negotiation. The negotiation process happened using some mitigation forms that can be found linguistically. Linguistically, the researcher found some mitigatory form – hedges, lexical adjective and addresses- worked on the locution. The hedges can be identified by the characteristic of hedges which relates to the approximator of quantity. The phrase “*kirang langkung*” can be categorized into approximator of quantity, it is used to give range on quantity worked as mitigatory form which diminishes its assertiveness. Provided that using the linguistic form of the hedges, the locution will be more subtle in the way in its intention. Besides the hedges, the researcher also find the other mitigatory form that is in form of lexical adjective. The diction chosen by the locutor in lexical adjective categorization shows the locutor consideration toward the redressing action that want to be used. Therefore, based on the diction the locutor tends to choose “*mirah*” to attenuate the directness and the

impoliteness. It is aimed that interactant getting attuned to each other. By considering the use of “*mirah*” than “*murah*”, it shows the plain intention of the locutor in giving an appreciation by using linguistic appliance. Based on the explanation, we find another example of mitigatory form instead of hedges, that is lexical adjectives.

#### 4.7.4. *Approximator of Time*

This sub-chapter elaborates Approximator of time with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in approximators description, it is used to give range on time when more precision is unattainable or to make utterances less assertive by decreasing their exactness, we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (12) *Sawaktos waktos abdi diperyogikeun mah mangga sok, abdi kersa dongkap teh.*  
 (*sawaktos waktos* (any time); *abdi* (I); *diperyogikeun* (need); *mah* (particle); *mangga* (please); *sok* (particle); *kersa* (do not mind); *dongkap* (come); *teh* (girl)).  
 (Please, any time you need me, I don't mind for coming girl).

Based on the locution, we can conclude that the main prominent thing ruling as politeness indicator is hedges. It is used because of its simplicity. The hedges worked over the locution is '*sawaktos-waktos*' categorized into approximator of time. This is used by the locutor to represent the willingness of the locutor on helping at any time as needed by the costumer, and this also will eliminate the hesitation of the interlocutor and creates the intimacy. In spite of the hedges, there are some mitigatory forms constructing the politeness level which also enhances the politeness level over the locution. The mitigatory form worked over the locution are addresses represented by '*abdi* and *teh*' as honorific worked as defference which also ilustrate the distance that want to be kept noticed by the locutor. The lexical verb form represented by '*diperyogikeun*' showed the intention of the locutor to express that he/she respect the interlocutor by choosing '*diperyogikeun*' rather than choosing the other word which has lower level in the term of speech level. And the last one is politeness marker or particles which represented by '*mangga* and *mah*'. This mitigatory '*mangga*' noticed by the locutor purposed to represent the respect which worked like 'please' in English. And for the last is '*mah*'. It is used by the speaker as filler in such conversation to notice his intimacy effort to the interlocutor to make the conversation not to rigid.

To decide the politeness or impoliteness worked over the sentences this research uses indexal parameter. This indexal parameter consists of setting and participants, by comprehending the two phenomena of mitigatory, the researcher can conclude that the sentence over this analysis is polite because the hedges and other politeness marker worked together in correct form if we synchronized it with the setting and participants.

#### **4.7.5. *Personal Doubt, Direct Involvement***

This sub-chapter elaborates an expression which expresses personal doubt and direct involvement with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in the expression which expresses personal doubt and direct involvement description, it is used to state personal evaluation that renders the utterance less threatening; we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (13) *Atos cekap menurut abdi mah mung sakieu wae oge atos wareg.*  
 (*atos cekap* (enough); *menurut* (based on); *abdi* (I); *mah* (particle);  
*mung* (at); *sakieu* (this point); *wae* (particle); *oge* (instead) *atos*  
*wareg* (full))  
 (Enough for me, I am full at this point).

Based on the locution we can identify that politeness constructed by the personal doubt, direct involvement showed by the use of '*menurut*' in the sentence. This politeness marker found combined with the other mitigatory form to enhance the politeness of the locution. Those mitigatory forms are; (1) addresses (*abdi*), (2) adjective (*wareg* and *cekap*), and (3) politeness markers (*mah* and *wae*).

The word '*abdi*' in the text above produced by the locutor to notice his deference to the interlocutor. The using of deference have a purpose, that is to engage with interlocutor, so the hearer will have the feeling of being respected by the interlocutor. The second is the diction choice produced by interlocutor. The interlocutor tends to choose the polite level of the adjective word in the term of it's speech level rather than uses the other form of it. It defines the effort of the interlocutor to notice his respect to the interlocutor. And for the last is particles, '*mah* and *wae*'. This word worked as filler in a locution purposed for gaining the intimacy between the participants, by using some fillers, the conversation worked more communicative and not to rigid. Instead of the previous politenes markers, we have '*cekap* and *wareg*' noticed by the locutor to show his politeness by mitigating his directness using the diction in the form of adjectives.

To develop the validity of the politeness, the data then synchronized with the indexal parameters consists of setting and participants. So based on the data, the researcher conclude that the politeness formula worked over the locutor locution aimed to safe the locutor pride or face over the miss information might happened.

#### 4.7.6. *Emotionally-Charged Intensifiers*

This sub-chapter elaborates emotionally-charged intensifier with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in emotionally-charged intensifier, it is used to project the speaker's reaction, we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (14) *Abdi mah kirang ngartos pami aya merk anu sanes janten benteun hargina, abdi meser anu ieu weh bu.*  
 (abdi (I); mah (particle); kirang ngartos (would not say); pami (if); aya (any); merk (brand); anu (the); sanes (other); janten (so); benteun (different); hargina (price); abdi (I); meser (buy); ieu (this); weh (particle); bu (mam))  
 (I would not say the other brand, so the price is different, I buy this mam).

Based on the data we can know that the prominent politeness marker is the emotionally-charged intensifier hedges '*kirang ngartos*' which then combined with the mitigatory forms consist of addresses '*abdi* and *bu*', lexical verb '*meser*', and for particles form consist of '*mah* and *weh*'. The word of '*kirang ngartos*' is the hedges generated by the locutor to notice the emotional expression in responding interlocutor locution. In this case, it basically portrays that the locutor expresses her doubt about the price, so the participant intensified his doubt by using the hedges forming preparatory condition. By using it she or he tries to gain a clemency resulting interlocutor trust and sympathy by reasoning. The addresses

'*abdi* and *bu*' are the deference used to respect the speaker, as the following diction of the lexical verb '*meser*' also being chosen for the same reason that is noticing respectful manner to the interlocutor.

#### 4.7.7. *Compound Hedges*

This sub-chapter elaborates compound hedges with the other mitigatory forms which appear along it worked as a mitigation form that diminishes the intention of the locutor. This is used in Sundanese as the strategy at the market. As mentioned in compound hedges description, it is used to juxtapose several hedges, we know that the intention of using this is to denote the interlocutor intention by using linguistic mitigation. The notation of the strategy will be parsed after the example below;

- (15) *Didieu mah manawi sakeudikna samotor teh, eceu kedahna masihan dua rebu kanggo ka tukang parkir.*  
 (*didieu* (at this parking area); *mah* (particle); *manawi* (maybe); *sakeudikna* (at least); *samotor* (one motorcycle); *teh* (particle); *eceu* (honorific *eceu*) *kedahna* (should); *masihan* (give); *dua rebu* (two thousand) *kanggo* (for) *ka* (the) *tukang parkir* (parking guard))  
 (At this parking area maybe at least one motorcycle you should give around two thousand for the parking guard).

Based on the data we know that '*manawi sakeudikna*' is categorized into compound hedges. The using of this hedges is purposed to mitigate the directness of the locution by noticing that the locutor tries to give preparatory condition as the evading mode of the uncertainty about the following situation might happen. This hedges usage is purposed to set the space of negotiation for the participant. Based

on the data, we also can find that the politeness worked through mitigatory forms instead of compound hedges. Those mitigatory forms are; (1) addresses ‘*tukang parkir*, and *eceu*’, (2) ‘*kedahna*, *masihan*’ are lexical verbs, and (3) particles ‘*mah*, and *teh*’.

Based on the data elaboration of this research, the researcher can conclude that all of the hedges support politeness level over the locution. In spite of the hedges, this research also found that the locution consists of mitigatory forms mitigating the locution aggravation over the interlocutor politeness intention. In this analysis, we can assume that the Sundanese tend to use shield as the hedging expression to mitigate their locution, so the directness of the locution will not aggravate. The researcher also find the distribution of the maxims in the data, those are; tact maxim 15 (21.43%), generosity maxim 20 (28.57%), modesty maxim 4 (5.71%), approbation maxim 1 (1.43%) and the agreement maxim 30 (42.86%), and one maxim that do not appear over the locution that is sympathy maxim. The maxim that mostly appears is agreement maxim and generosity maxim, it might be assumed that this maxim less used by the Sundanese to produce the mitigatory form of their locution to produce the polite locution. From the analysis, the researcher also find some phenomenon, those are participants who mostly used shields, approximators of (frequency, quantity, and time), emotionally-charged intensifiers and compound hedges is the seller 38 (55.88%), and the participant who used expressions which express personal doubt and direct involvement intactly is the buyer 30 (44.12%). The other phenomena is the other using of mitigatory forms instead of hedges pivoting to Salager-Meyer and

Hyland categorization; According to the data, the other mitigatory forms, those are lexical verbs, particles, lexical adjectives, and addresses.

- (16) *Kinten-kinten sapertosna ieu mung aya salusin bu, tambah lima teu dugi ka dua lusin.*  
 (*kinten-kinten sapertosna* (as if); *ieu* (it); *mung aya* (only); *salusin* (dozens); *teu dugi* (will not near); *ka* (to); *dua lusin* (two dozens))  
 (It looks As if only 1 dozens, add five more it will not near to two dozens)

Based on the example we can know that the locution has hedges categorized into compound hedges. The indication of the hedges categorization can be described based on its linguistic evidence. The phrase “*kinten-kinten sapertosna*” is the combination between two hedges, those are approximator of quantity and expression which express the authors’ personal doubt and direct involvement. The approximator of quantity is presented by “*kinten-kinten*” and expression which express the authors’ personal doubt and direct involvement is presented by “*sapertosna*”. Both combinations of hedges represented by the speaker gives us a linguistic evidence of the hedges categorization.

Instead of the hedges as the mitigatory form, the researcher also find the other mitigatory form that can be assumed as the speaker strategy to get attuned to the interlocutor. It represented by addresses “*bu*”. It is used by the interlocutor to addressing his honour by using deference. The intention of using mitigatory appliances is surely relates with the goal that the speaker want to achieve. By using the other mitigatory form created from the diction, the speaker wants to establish a space in negotiation process. Therefore, we can conclude that there are

the others mitigatory form instead of the hedges represented by the using of the diction.

## **CHAPTER V**

### **CONCLUSION**

In this section, the writer provides the conclusion and suggestions based on the findings and discussion of the data analysis.

#### **5.1. CONCLUSION**

In this study, the writer tried to investigate three research problems related to the hedges and politeness principles. Based on the result of analysis, the researcher conclude as follows.

Based on the data elaboration of this research, we can conclude that all of the hedges support politeness level over the locution. In spite of the hedges, this research also found that the locution consists of mitigatory forms mitigating the locution aggravation over the interlocutor politeness intention. In this analysis, we can assume that the Sundanese tend to use shield as the hedging expression to mitigate their locution, so the directness of the locution will not aggravate. We also find the distribution of the maxims in the data, those are; tact maxim 15 (21.43%), generosity maxim 20 (28.57%), modesty maxim 4 (5.71%), approbation maxim 1 (1.43%) and the agreement maxim 30 (42.86%), and one maxim that do not appear over the locution that is sympathy maxim. The maxim that mostly appears is agreement maxim and generosity maxim, it might be assumed that this maxim less used by the Sundanese to produce the mitigatory form of their locution to produce the polite locution.

From the analysis, we also find some phenomenon, those are participant who mostly used shields, approximators of (frequency, quantity, and time), emotionally-charged intensifiers and compound hedges is the seller 38 (55.88%), and the participant who used expressions which express personal doubt and direct involvement intactly is the buyer 30 (44.12%). The other phenomena is the other using of mitigatory forms instead of hedges pivoting to Salager-Meyer and Hyland categorization; According to the data, this research finds 326 data as the first finding using the politeness particles consisting the most using and the less using particles as; *sok* 57 (17.49%), *mangga* 53 (16,26%), *mah* 47 (14,43%), *atuh* 39 (11.96%), *nyak* 26 (7.98%), *weh* 23 (7.06%), *tuh* 19 (5.83%), *lah* 17 (5.21%), *teh* 17 (5.21%), *wae* 15 (4.60%), *da* 8 (2.45), and *yeuh* 5 (11.53%). For The second finding is addresses, it is found 260 addresses as mitigatory forms over the locution consisting of; *neng* 24 (9.23%), *akang* 10 (3.85%), *teh* 40 (15.39%), *abdi* 27 (10.39%), *didieu* 17 (6.54%), *bi* 20 (7.69%), *mang* 9 (3.46%), *simkuring* 6 (2.30%), *eceu* 27 (10.39%), *pak* 20 (7.69), *aa* 7 (2.69%), *bu* 50 (19.23%), and *tukang parkir* 3 (1.15%).

The third position of this research is lexical verb, it consists of 474 lexical verbs used by Sundanese. And, for the last is mitigatory form in the term of 243 lexical adjectives found over the locution, those are: *mirah* 27 (11.11%), *awis* 8 (3.29%), *borok* 2 (0.82%), *sae* 11 (4.53%), *soek* 1 (0.41%), *wareg* 1 (0.41%), *awon* 2 (0.82%), *enggal* 18 (7.41%), *alit* 3 (1.24%), *ageung* 10 (4.11%), *cekap* 15 (6.17%), *geulis* 3 (1.24%), *salegeur* 17 (7%), *seep* 16 (6.58%), *gampil* 9 (3.70%), *sesah* 4 (1.65%), *pantes* 3 (1.24%), *cocok* 1 (0.41%), *haratis* 2 (0.82%), *raos* 8

(3.29%), *hirup* 4 (1.65%), *heubeul* 2 (0.82%), *seungit* 5 (2.06%), *haneut* 7 (2.88%), *melempem* 2 (0.82%), *kirang* 16 (6.58%), *panjang* 2 (0.82%), *sakeudik* 11 (4.53%), *se'eur* 13 (5.35%), *robih* 6 (2.47%), *pareot* 3 (1.24%), *pinuh* 2 (0.82%), *amis* 5 (2.05%), *asin* 4 (1.65%). The using of hedges and other mitigatory forms used by the participants mostly by buyer tended to leave some spaces for compromise in further negotiation in making the interaction cozier and comfortable than without using it.

## 5.2. SUGGESTION

The conclusion is briefly explains about the impact of the hedges and also its distribution. Provided that users use the hedges by considering politeness principles, the locution will be mitigated. In this analysis the researcher takes Sundanese as the unit of analysis. By conducting this research, the writer hopes that the explanation can enrich the preceeding research using Sundanese as unit of analysis. It also leads the other researcher to debunks another research pertaining to Sundanese. Finally there are some suggestions through the future researcher who want to conduct the research relates with Sundanese.

- 1) The researcher suppose to elaborate the paralinguistic features work over the locution, so the detail of locutor tendency in using the hedges intertwined with politeness principles can be revealed comprehensively.

- 2) The other researchers were expected to embed sociolinguistic features aimed to make a segmentation of the locution. Based on the analysis, the researcher will be able to map the user of the locution and its mitigation appliances.

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**APPENDICES 1:  
Identification of the Data**

<b>No</b>	<b>Sundanese</b>	<b>English</b>
1	dedengeu'an	as I hear
2	sigana	likely
3	samisal	for example
4	manawi	possibly
5	upami henteu lepat	if I am not mistaken
6	kumargi	probable
7	susuganan	perhaps
8	panginten	it can be
9	sugan	maybe
10	katingalna	it seems
11	saurna	according to
12	teu langkung	whatever
13	bilih	possible
14	biasana	as usual
15	boa	perchance
16	rarasaan	if I am not wrong
17	jigana	by chance
18	hadena	fortunately
19	asa'an	it looks
20	ngadangu	based on
21	cigana	as if
22	majar	as he said
23	eceuk	according to someone
24	tetempoan	looks like
25	katempona	outwardly
26	ceunah	conceivable
27	caritana	as she said
28	cariosanna	referring to
29	majarkeun	it might be
30	sanajan	in the case of
31	mereun	it could be
32	emutan	as I remember
33	sakapeung	rarely
34	osok	often
35	tara	never
36	unggal	always
37	kinten-kinten	around

<b>No</b>	<b>Sundanese</b>	<b>English</b>
38	kirang langkung	more or less
39	seseurna	most of
40	sakeudikna	a little bit
41	sababaraha	some
42	pangseurna	the most of
43	pangsakeudikna	at least
44	rata-rata	average
45	sawaktos-waktos	any time
46	unggal dinten	everyday
47	sakitaran	around at
48	kumaha engke	lets see later
49	nembe	just
50	ceuk kuring mah	based on my knowledge
51	sapertos nu kalangkung	based on my experience
52	kangge abdi mah	I usually
53	menurut abdi	in my opinion
54	sesah di carioskeun	difficult to tell
55	henteu aya bandinganna	no comparison
56	rupina moal aya	it seems nothing
56	gampil	easy
57	moal ngacewakeun	not disappointed
58	kirang ngartos	I wouldn't say
59	tidituna	essentially
60	puguh kieu ayana	as it is
61	kinten-kinten sapertosna	it seems
62	kumargi seseurna	like most of
63	katingalna jiganamah	as if
64	panginten sapertosna	it could be
65	manawi sakeudikna	at least
66	hadena	fortunately
67	sapertosna	probable
68	sakapeung	rarely

## APPENDICES 2:

### Data categorization of Hedges

#### *Shield*

No	Sundanese	English
1	kumargi	likely
2	Sapertosna	probable
3	cigana	it looks
4	sigana	as if
5	asa'an	similar to
6	samisal	for example
7	misalna	in etcetera
8	susuganan	perhaps
9	sugan	maybe
10	boa	perchance
11	ceunah	conceivable
12	panginten	it can be
13	biasana	as usual
14	majarkeun	it might be
15	jigana	by chance
16	meureun	it could be
17	upami henteu lepat	if I am not mistaken
18	rarasaan	if I am not wrong
19	katingalna	it seems
20	katempona	outwardly
21	tetempoan	looks like
22	ngadangu	based on
23	saurna	according to
24	cariosana	referring to
25	caritana	as she said
26	majar	pivoting from
27	eceuk	according to someone
28	manawi	possibly
29	bilih	posible
30	emutan	as I remember
31	deudeungeuan	as I hear
33	hadena	fortunately
34	sanajan	in the case of

Approximator in terms of Frequency, Quantity and Time  
*Approximator of Frequency*

Approximator	No	Sundanese	English
Frequency	35	sakapeung	rarely
	36	osok	often
	37	tara	never
	38	unggal	always

*Approximator of Quantity*

Approximator	No	Sundanese	English
Quantity	39	kinten-kinten	around
	40	kirang langkung	more or less
	41	seseueurna	most of
	42	sakeudikna	a little bit
	43	sababaraha	some
	44	pangseeurna	the most of
	45	pangsakeudikna	at least
	46	rata-rata	average

*Approximator of Time*

Approximator	No	Sundanese	English
Time	47	sawaktos-waktos	any time
	48	unggal dinten	everyday
	49	sakitaran	around at
	50	engkin	later
	51	nembe	just

*Expression which Express the Authors' Personal Doubt and Direct Involvement*

No	Sundanese	English
52	ceuk kuring	based on my knowledge
53	sapertosnu kalangkung	based on my experience
54	kangge	I usually
55	menurut	in my opinion

*Emotionally - Charged Intensifiers*

No	Sundanese	English
56	sesah dicarioskeun	difficult to tell
57	henteu aya bandinganna	no comparison
58	rupina moal aya	it seems nothing
59	gampil pisan	very easy
60	moal ngacewakeun	not disappointed
61	kirang ngartos	I wouldn't say
62	tidituna tos kitu	essentially
63	puguh kieu ayanan	as it is

*Compound Hedges*

No	Sundanese	English
64	kinten-kinten sapertosna	as if
65	katingalna jiganamah	seemingly
66	panginten sapertosna	apparently
67	manawi sakeudikna	allegedly
68	kumargi seseuerna	avowedly