GRATITUDE STRATEGY USED BY THE CHARACTERS OF *I LOVE YOU, MAN* MOVIE

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ENGLISH DEPARTMENT

FACULTY OF ADAB AND CULTURAL SCIENCES

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YOGYAKARTA

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A FINAL PROJECT STATEMENT

I certify that this thesis is definitely my own work. I am completely responsible for the content of this thesis. Other writer's opinions or findings included in the thesis are quoted or cited in accordance with ethical standards.





KEMENTERIAN AGAMA UNIVERSITAS ISLAM NEGERI SUNAN KALIJAGA FAKULTAS ADAB DAN ILMU BUDAYA

Jl. Marsda Adisucipto Yogyakarta 55281 Telp./Fak. (0274) 513949 Web : http://adab.uin-suka.ac.id E-mail : fadib@uin-suka.ac.id

PENGESAHAN SKRIPSI/TUGAS AKHIR Nomor: UIN.02/DA/PP.009/ 1252 /2016

Skripsi / Tugas Akhir dengan judul:

GRATITUDE STRATEGY USED BY THE CHARACTERS OF I LOVE YOU, MAN MOVIE

Yang dipersiapkan dan disusun oleh :

Nama	: NUR ROHMAH
NIM	: 12150053
Telah dimunaqosyahkan pada	: Kamis, 16 Juni 2016
Nilai Munaqosyah	: A/B

Dan telah dinyatakan diterima oleh Fakultas Adab dan Ilmu Budaya UIN Sunan Kalijaga.

TIM MUNAQOSYAH

Ketua Sidang

Bambang Hariyanto, M.A

NIP 19800411 200912 1 003

Penguji I

Fuad Arif Fudiyartanto, M.Ed NIP 19720928 199903 1 002 Penguji II

Dwi Margo Yuwono, M.Hum NIP 19770419 200501 1 002

Yogyakarta, 22 Juni 2016 Fakultas Adab dan Ilmu Budaya Dekan <u>Dr. Zamzam Afandi, M.Ag</u> NIP 19631111 199403 1 002



KEMENTERIAN AGAMA UNIVERSITAS ISLAM NEGERI SUNAN KALIJAGA FAKULTAS ADAB DAN ILMU BUDAYA

Jl. MarsdaAdisucipto Yogyakarta 55281 Telp./Fak. (0274)513949 Web :<u>http://adab.uin-suka.ac.id</u> E-mail : adab@uin-suka.ac.id

NOTA DINAS

Hal : Skripsi

a.n. Nur Rohmah

Yth.

Dekan Fakultas Adab dan Ilmu Budaya UIN Sunan Kalijaga Di Yogyakarta

Assalamu'alaikum Wr. Wb.

Setelah memeriksa, meneliti, dan memberikan arahan untuk perbaikan atas skripsi saudari :

Nama	: NUR ROHMAH
NIM	: 12150053
Prodi	: Sastra Inggris
Fakultas	: Adab dan Ilmu Budaya
Judul	: GRATITUDE STRATEGY USED BY THE CHARACTERS OF I LOVE YOU, MAN MOVIE

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Atas perhatian yang diberikan, saya ucapkan terimakasih.

Wassalamu'alaikum Wr.Wb.

Yogyakarta, 10 Juni 2016 Pembimbing,

Bambang Hariyanto, SS, MA. NIP. 19800411 200912 1 003

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ABSTRACT

Gratitude strategy is the way of choosing words or phrases to express one's kind feeling or appreciation toward action, saying or benefit received. This is considered unique because people look at it as politeness behaviour, as the crucial part to build and establish good social relationship. This research aims to analyze gratitude strategies in I Love You, Man movie. The reseacher describes what are the gratitude strategies used in I Love You, Man and how gratitude expression and gratitude response are used by the characters of I Love You, Man movie. This research is qualitative. It is analyzed descriptively based on related theory of Cheng's gratitude strategy, Hymes' theory of gratitude expression and Aijmer' theory of gratitude response. The data be explains by showing the context of situation, the strategies of gratitude, and meaning of the utterances. From the analysis, they often use strategy of modification of explicit expression combined with stating the favour .Then, it can be found there are nine functions of gratitude expressions used by three characters in I Love You, Man movie. The most frequent types uses to express gratitude expression is acknowleding a favour. Furthermore, the gratitude response used by the characters is minimizing the favour and expressing pleasure. Then, in gratitude expression, Peter, Zooey and Sydney use feeling of appreciation more often than any other feelings such feeling of honor, mutually require and modesty.

Keywords: *Gratitude strategy, gratitude expression, gratitude response.*



INTISARI

Strategi berterimakasih adalah cara memilih kata-kata atau frasa untuk mengungkapkan perasaan seseorang atau penghargaan atas tindakan orang lain, ucapan atau manfaat yang diterima. Hal ini dianggap unik karena orang melihat itu sebagai perilaku kesopanan, sebagai bagian penting untuk membangun hubungan sosial. Penelitian ini bertujuan untuk menganalisis strategi berterimakasih pada I Love You, Man. Peneliti mendeskripsikan apa saja strategi berterimakasih yang digunakan karakter-karakter dalam I Love You, Man dan bagaimana ekspresi berterimakasih dan respon berterimakasih yang digunakan oleh karakter-karakter dalam I Love You, Man. Ini merupakan penelitian kualitatif. Peneliti menganalisis secara deskriptif berdasarkan teori strategi berterimakasih oeh Cheng, teori ekspresi berterimakasih oleh Hymes dan teori respon berterimakasih oleh Aijmer. Data dijelaskan dengan menunjukkan konteks situasi, strategi berterimakasih, dan makna dari ucapan-ucapan. Dari hasil analisis, strategi berterimakasih digunakan oleh karakter dengan menggabungkan dengan strategi lainnya. Kemudian, dapat ditemukan ada sembilan fungsi ekspresi berterimakasih yang digunakan oleh tiga karakter dalam I Love You, Man. Fungsi yang paling banyak digunakan adalah pengakuan akan kebaikan. Selain itu, tanggapan berterimakasih yang digunakan oleh karakter adalah meminimalkan kebaikan dan mengekspresikan kesenangan. Kemudian, dalam ekspresi berterimakasih, Peter, Zooey dan Sydney menggunakan ungkapan apresiasi lebih sering dibandingkan perasaan yang lain seperti rasa hormat, rasa saling membutuhkan dan kerendahan hati.

Kata kunci: Strategi berterimakasih, ungkapan berterimakasih, tanggapan berterimakasih.

MOTTO

Allah will give you more than you've expected

Your duas are never rejected. They're answered in diferent ways.

Jadikanlah orang tuamu seperti raja. FainsyaAllah rezekimu akan melimpah

seperti raja.



DEDICATION

This graduating paper is especially dedicated to: My beloved parents Ibu Rusminah and Bapak Sugiyo Who always give me spirits, supports, prayers, loves and invaluable attentions to pass the beauty of my life. Thanks for everything you have given to me, I love you very much.

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This paper is not a perfect one; I gladly and warmly welcome all the critics and suggestion to improve this paper.

Yogyakarta, 10 Juni 2016

Nur Rohmah

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LIST OF ABBREVIATIONS

- ESL : English as a Second Language
- EFL : English as a Foreign Language
- DCT : Discourse Completion Test
- L1 : Level 1
- L2 : Level 2



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CHAPTER I

INTRODUCTION

1.1 Background of Study

Language holds the important role in human's life because it is an effective way to show human's wants to others. Language also used to show ideas, feelings, and thoughs to others. In fact, people realize that language is important for them to be involved in a communication. When people include in face to face comunications, several kinds of speech acts such as complimenting, requesting, disagreeing, and thanking will occur. They happen because the speech acts is characteristic of spoken language. One of the speech acts that has unique aspects to be investigated is thanking because it happens in our daily life when people give us a kindness or a favor.

According to Hornby, gratitude is the feeling of being grateful or the desire to express thankful feeling (1995: 45). For example, a boy will say "thank you very much" when someone help him. Besides, a girl say "don't mention it" to respond her friend. This act called gratitude response, is uses to minimizing the favour. Furthermore, this expression and respond can be expressed in different ways depend on the reason of the speaker in uttering it. They can use positive or negative based on person's purpose when they give respond to the speaker.

A gratitude expression occur in various types, especially when it happens in social life. According to Algoe and Haidt",..... Because gratitude expression is uniquely good expression that shows positive emotion, it motivates the benefactor to do the good things or make a good relationship with other"(2008:15). In the case the benefactor has given advantage for recipient, the recipient should appreciate him/her by expressing gratitude. It is a reciprocity which in the next time will create good relationship among others because of gratitude. There are: feelings of honor, appreciation, mutually require, and the modesty but there is no boasting and egoism. Gratitude is the reflection of mutual need. Furthermore, it can stimulate the hearer to do the good things more and more.

In addition, when someone receives a favor, she or he is expected to give the respond in the form of gratitude expression. The response in expressing gratitude is related to the value of material or immaterial thing that she or he receives. Here, the speaker has to pay attention on the strategies in expressing gratitude based on the value of thing that she or he gets. The strategies that the speaker uses to respond a simple compliment may be different from that the speaker uses to replay a special gift. According to Leech, thanking is one of the speaker acts which has relation with social life, gratitude expression is always related to politeness because it shows the level of politeness of the speaker when delivering conversation. It depends on the speaker in expressing gratitude to whom he/she speaks(1993: 25). Gratitude as the part of speech acts has relation that is to influence each others. It is suitable with Aijmer's view. Aijmer says,

"Functionally, thank you/thanks is analyzed on the speech acts level, as a politeness marker and as an element organizing the discourse. In contrast, when the speaker impolitely expressing gratitude sometimes will make the negative effect to the human relations between speaker and hearer, and it also can cause a negative response from the hearer "(Aijmer, 1996: 33). It happens when the speaker says the gratitude has other intention such as sarcasm, irony, brusqueness.

Unconsciously, gratitude phenomenon often occurs in our environment. Movie reflected on humans daily life. It contains various kind of communications that interesting to be analyzed. Movie is included in kinds of literary works because movie not only gives entertainment for humans but also reflects a condition of "social, historical, industrial, technological, philosophical, aesthetic, psychological, personal conditions, and so forth" (Villarejo, 2007: 9). Aijmer states that gratitude expression has social functions that can make the relation between the speaker and hearer closer (1996: 67). There are some functions of gratitude that people usually use in different ways because different reason in different situation, and condition of the speaker.From the phenomena above, the reseacher choose *I Love You, Man* movie as the subject of this research.

The movie entitled *I Love You, Man* which was directed by John Hamburg is a kind of romantic movie. It was released on March 20 th 2009. The movie tells about friendship and love. It has even less conflict than the others romantic movie. Peter seemingly has no social skills engaged with gorgeous and talented fiance, Zooey. Peter as friendless man looking for a best man for his upcoming weeding. His new friend is Sydney, stairing his relationship with his fiance. The three characters are very different personality will make the movie more interest. The relation of friendship between Peter and Sydney is clear in every scene. This movie shows how every person respects to others. This movie describes how relation of friendship and love influences the using of gratitude. Besides, this movie contains many gratitude expression and respond in various form. There are simple thanking, thanking by stating the favour, thanking and mentioning the imposition caused by the favour that can be described when the person in the movie get a kind, help, favour and other kindness. In addition, each individual gives thanks in many situations to family members, friends, acquaintances and strangers in a daily life interaction. It is necessary to learn how to understand and to produce language that is appropriate to the situations in which one of functioning, because failure to do so may cause misunderstandings and miscommunications. Below is an example from the movie :

PETER.*Thank you for eating*. SYDNEY.I'm the first one, huh?

PETER.Yeah.

Based on the sample of the conversation above, the italic sentences can be categorized as gratitude expression. Peter says "*Thank you for eating*" to appreciate what's his bestfriend has done. Sydney eats the foods offered to guest. The gratitude strategy used by Peter is simple thanking combined with stating the favour. We can see that expression of thankis applied widely in daily communication. *Thank you* is usually used when person gets something from others. It can be said that expressing gratitude has some important social values in any society. It is a crucial point to build and to establish a good relationship with other. In Islam, concept of thanking has been mentioned by Prophet Muhammad SAW :

عَنْ أبي هُرَيْرَةَ عَنِ النَّبِيِّ صلى اللہ عليه وسلم قال سنن أبي داود كِتَاب الْأَدَبِ لا يشكر اللہ من لا يشكر الناس Abu Khuraira reported: The Prophet, peace and blessings be upon him, said," He has not thanked Allah who has not thanked people." (Sunan Abu Dawud :4811).

The Hadith above gives an explanation that thanking expression is suggested by religion. Thanking the other is part of gratitude to Allah. Everything we do to the other will give us retribution. It is clear that after receiving the good thing from the others we should say thanks or thank you. The researcher wants to analyze gratitude strategy used by Peter, Zooey and Sydney in the movie.

In conclusion, the purpose of this research is to investigate and get understanding on what are the gratitude strategies used by the characters in*I Love You, Man*and how the gratitude expressions and the gratitude responses are used by the characters of *I Love You, Man* movie.

1.2 Research Questions

Based on the background of study above, the researcher formulates two research questions below:

- 1. What are the gratitude strategies used by Peter, Zooey and Sydney on *I* Love You, Man movie ?
- 2. How are the gratitude expressions and the gratitude responses used by Peter, Zooey and Sydney on *I Love You, Man* movie ?

1.3 Objective of Study

Related to research questionsabove, the research aims to describe the gratitude strategies which are used by Peter, Zooey and Sydney in *I Love You*, *Man* movie. Then, the research aims to explain how gratitude expressions and

gratitude responses are used by Peter, Zooey and Sydney in *I Love You, Man* movie.

1.4 Significance of Study

This research is expected to be beneficial. Practically this research can be used by the readers especially the student of English department to give valuable contribution about the gratitude strategies, the gratitude expressions, the gratitude responses. They are expected to know and understand the various kinds of gratitude strategies, gratitude expressions, and gratitude responses in order to know the intention. Students are expected to know how to analyze gratitude using Cheng, Hymes and Aijmer theory in the movie. Furthermore, this research is hopefully useful for lecturers in giving their students knowledge on the study about speech acts and pragmatics especially illocutionary acts which focuses on gratitude. Finally, this study can give more information for the next researcher who is interested to take the same research.

1.5 Literature Review

The study of gratitude has been done by many reseachers from other universities. First, a thesis entitled "The Role of Transfer in Thanking and Apologizing in English: A study on ESL Speakers of Hindustani" by Husain and Wahid (2008). The participant were 30 undergraduate ESL students of M.U. coming from different streams such as sciences, arts, commerce and computer science and belonged to the age group of 17-21. The study used descriptive qualitative research. It used oral and written text to collect the data. This study applies Bodman's theory for analyzing the data. The result of this study were found the expressing obligation and indebtedness. The most frequent strategy type in writing while the most frequent strategy type in the interviews was that of complimenting the benefactor or appreciating the gift or the favour. The difference is seen from the using of the theory. They use Bodman theory, meanwhile this research uses Hymes theory.

Second, Johansen (2008) investigated on "A Comparative Study of Gratitude Expressions in Norwegian and English from an Interlanguage Pragmatics and Second Language Acquisition Research Perspective". He used descriptive quantitative because the participants of this study were Norwegian students of English as a Foreign Language (EFL) and British students, between 18 and 26 years old. Finally, he used Discourse Completion Test (DCT) to collect the data. He concluded that there were similarities in the use of strategies expressing gratitude used by native speakers of English and native speakers of Norwegian. However the responses given by Norwegians in English were generally longer than both the Norwegian responses and the native-English responses. Furthermore the result of his investigation indicates that Norwegian learners of English rely heavily on their L1 pragmatic competence and this leads to negative transfer in the situations in which English and Norwegian practices diverge. The difference are based on method of study. He uses student of English as the subject of research, whether this research uses the character in the movie as the subject of research.

Third, a study by Kashdan (2009) analyzed "Gender differences in gratitude : Examining appraisals, narratives, the willingness to express emotions,

and changes in psychological needs". It uses descriptive qualitative which is the sample from college students and the community about 288 participants. The result of this study were found that men expressing gratitude is less familiar and more challenging and anxiety provoking. Men are less likely to capitalize on how gratitude aids in the savoring pleasant life experiences, validates social worth (i.e gifts being objective evidence of acceptance by others), strengthens social bonds, and promotes prosocial behavior that creates oportunities for additional positive experience. The difference is seen from the object of the research, we can see that this study uses college student while this research uses movie as the object.

Fourth, Farnia and Raja Suleimani (2009) conducted a research with the title "a pilot study to examine the speech act of expressing gratitude among Iranian EFL learner". Data were collected from 2 groups of Iranian EFL learners using a written Discourse Completion Tasks. L1 (Level 1) and L2 (Level 2) data were also collected from a group of Iranian native speakers of Farsi and a group of American native speakers of English. The findings suggested that Iranian and American respondents used the same type of strategies in responding to the questionnaire; however, they differed in the frequency of the use of these strategies. The use of thanking and appreciation as the first and second most frequently used strategies by native speakers of English can be attributed to respondents' cultural values. It was found that there was no correlation between language proficiency and the use of strategies. Besides, there were no statistically significant differences between EFL learners' and Americans' responses and this could mean that EFL learners' pragmatic competence was towards L2 norms. The

difference is based on the object of the research. Farnia and Raja Sulaeman use pilot profecy while this research uses character of the movie.

Fifth, Dwi Yulistiani (2010) has investigated "Gratitude Strategy Used by the Character of *Charlie Barlett* Movie". She used Aijmer theory in analyzing the data. The researcher found that the results of the study were found the types of gratitude expressions that are used by the characters of Charlie Bartlett movie were thanking somebody explicitly, expressing appreciation of the act, stressing one's gratitude, and expressing emotion. Furthermore, the gratitude responses that were used by the characters were minimizing the favor and expressing pleasure. In expressing gratitude, there are some types of politeness strategies that used by the characters both upper and lower class: they are be voluble (speak a lot), be taciturn (speak little), exaggerate (interest, approval, sympathy with H), given names or nicknames and be optimistic. While independence strategy that is used by the characters is using family names and titles. The difference is based on the theory reseacher used. She uses Aijmer's theory meanwhile this research uses Hymes theory in analyzing the data.

In addition, this research is different from the previous research. This research has different object, the researcher uses *I Love You, Man* movie. The researcher has different ways in analyzing *I Love You, Man* movie using Cheng theory of gratitude strategy, Hymes theory of gratitude expression and Aijmer theory of gratitude response.

1.6 Theoretical Approach

The theory used in this research is the gratitude strategy by Cheng, theory of gratitude expression proposed by Hymes and theory of gratitude responseby Aijmer. By using Hymes theory, the researcher analyzes the utterances by searching the meaning and also considering the context. The researcher categorizes the utterances into the gratitude strategies mentioned in Cheng theory, Hymes theory and Aijmer theory.

1.6.1 Gratitude Strategy

Gratitude strategy is the way of choosing the words or phrases to express someone kind feeling or appreciation on other action, saying or benefit received. Usually gratitude or thankfulness or appreciation is account as positive emotion or attitude in acknowledgment of a benefit that one has received or will receives. Gratitude is a feeling of appreciation and thankfulness for blessings or benefits we have received.When someone expresses gratitude, he is regarded as applying one or more strategies of thanking. This idea is proposed by Aijmer (1996), who suggested that the strategies of thanking is the realization of speech acts .

1.6.2 Gratitude Expression

Expressing gratitude is the beginning of courtesy, generosity, concern, and appreciation for family members and others. It is produced when the speaker gets help from the hearer or the hearer do something for the speaker. It is to show speaker's appreciation after receiving an act which benefits her/him.

1.6.2.1 Hymes' Theory of Gratitude Expressions

There are some functions of gratitude that people usually use in differentways because different reasons in different situation, and condition of the speaker.

Then, there are ten types of gratitude proposed by Hymes. First, acknowledging a major favour. The function acknowledging a major favour means the gratitudeexpression is used as an acknowledgement that the speaker has benefited from an action by the hearer, usually the speaker gets a major favor such as a gift, kindness, help, or others major. Second, acknowledging a favour. This expression is used when the speaker receive a favor from someone that usually happens in usual and daily activity. Third, assuring a person of one's future gratitude. As Norrik in Aijmer said that "Thank you" can also assure somebody in advance of one's gratitude for service, offer, promise, even though the truth of the propositional content cannot be presupposed. Fourth, dismissing a person's service. It means that "thank you" used to dismiss a person whose service are not needed (the dismissive thanks). Fifth, accepting a Proposal That Conversation Should End. Gratitude expression can accept a proposal that the conversation should end, in which case the phrase has a terminating or discourse-organizing function. This function usually occurs when the hearer wants to end the conversation then the speaker accepts that the conversation should be ended by expressing gratitude. Sixth, closing the conversation. Here, the speaker wants to end the conversation by expressing gratitude and this gratitude expression also function as a farewell. Seventh, Accepting an offer. In this case, an offer can be in

the form of suggestion, attempt, present and others. Eighth, making the hearer feel good ("phatic" function). When an offer is rejected ("no thanks") or one answer an enquiry about one"s health (fine thanks) However, when an offer is rejected, gratitude expression functions as a phatic function. It means that "thank you" can make the hearer feel good when an offer is rejected, gratitude expression functions. It means that "thank you" can make the hearer feel good when an offer is rejected, gratitude expression functions as a phatic function. It means that "thank you" can make the hearer feel good when an offer is rejected, gratitude expression functions as a phatic function. It means that "thank you" can make the hearer feel good when an offer is rejected (*no thanks*). Ninth, Irony, sarcasm, brusqueness. Thereare derived uses of thank you, signalling irony, sarcasm, brusqueness, which are marked by a characteristic prosody. Tenth, negative request ('thank you for not smoking", where thanking for something which is undesirable. And it is still in the future interpretation as a request not to do it (Hymes 1996: 53).

Knowing all these strategies are important for the researcher since they are used as main references in the analysis about the strategies of expressing gratitude that are used by Peter, Zooey and Sydney in *I Love You, Man* movie.

1.6.3 Gratitude Responses

Gratitude response is used to respond when the speaker gets expression of gratitude from someone who has helped. It is clear that speech acts can have a fixed continuation, such as gratitude expression, after people get appreciation of the gratitude, they may reply it with the gratitude response.

1.6.3.1 Aijmer's Theory of Gratitude Responses

It is clear that speech acts can have a fixed continuation, such as gratitude expression, after people get appreciation of the gratitude, they may reply it with the gratitude response. There are three types of thanking responds. First, minimizing the favour. It is to restore the imbalance between the participants by minimizing the debt of gratitude incurred.Example: *that's okay*. Second, expressing pleasure. It is focus on the benefactor"s pleasure in doing thefavour. Example: *great pleasure*. Third, expressing appreciation of the addressee; it is closely related to the kinds ofthanking respond point one.Example: *you're welcome* (Aijmer 1996: 67).

1.7 Methods of Research

1.7.1 Types of Research

In this research, researcher uses descriptive qualitative research, since the data were in the form of words or utterances of the charachters in *I Love You,Man* movie. It did not relate with number or frequency. It is also stated by Chaterine and Rossman state that "Qualitative researches pay close attention to their participants and reactions and to the voice they use in their work as a reresentation of the relationship between them and their participants" (2006: 5). It also used pragmatic approach because it focused on the meaning, context, and communication of constructed utterances in hypothetical contexts (Schiffrin,1994: 12). Moreover, the researcher analyzed speaker meaning at the level of utterances related with context when communicating with others.

1.7.2 Data sources

The object of research are taken from the utterances or sentences from the characters in *I Love You, Man* movie that used by Peter, Zooey and Sydney that show gratitude expression and response. The main data is movie and script of the

movie itself. Then, form of the data is dialogue. For the supporting data, the reseacher takes some referencessuch as books, journal articles, and websites to support the main data.Both main data and supporting data are primary data because the researcher gets those data directly.In this movie, the researcher finds gratitude expressions and gratitude responses which are involved from the beginning up to the end of the dialogues that can be analyzed using Hymes theory of gratitude expressions and Aijmer theory of gratitude responses.

1.7.3 Data Collection Technique

The method of collecting data in this research is documentation since the data of the research are collected from movie script. Subroto mentions that documentation technique is the use of written of references as the source to collect the data (1992: 42). First, the researcher watches *I Love You, Man* movie intensively. The researcher looks for the script in internet. Second, the researcher checks the subtitle with watching the movie several times to get more comprehension the utterances and undestand the content of the story. Third, the researcher gathers the data. Fourth, reduces the data that are not suitable with the research questions. The suitable data uses by Peter, Zooey and Sydney which contains of gratitude expressions and responses. Fifth, the researcher arranges the data systematically in accordance with the research questions.

1.7.4 Data Analysis Technique

In analyzing the data, the researcher follows some steps. First, the reseacher classifies data based on types of utterances. Second, the reseacher analyzes the data by identifying of the context of situation, the gratitude strategies used, and the meaning of the utterances. Third, the reseacher makes conclusion based on the discussions.

1.8 Paper organization

This paper is divided into four chapters. Chapter one consists of introduction that includes background of study, research questions, objectives of study, significances of study, literature reviews, theoretical approach, method of research , and paper organization. Chapter two is theoretical background, which explainspragmatic, the speech acts, gratitude, politeness theory and synopsis of *I Love You, Man* movie. Chapter three, the discussion, presents the analysis of gratitude expressions and gratitude responses. Chapter four is the conclusion that consist of research finding and some suggestions for the reader.



CHAPTER IV

CONCLUSION AND SUGGESTION

4.1 Conclusion

This chapter shows the conclusion of this research based on the findings and discussion. After analyzing the conversation of charachters in *I Love You, Man* movie, the researcher makes conclusion related to the research about gratitude expressions and gratitude responses are used by the characters in *I Love You, Man* movie. Firstly, they often use strategy of modification of explicit expression combined with stating the favour. Second, based on the types of gratitude, the researcher finds there are nine types of gratitude expressions. Those are acknowledging a major favour, aknowledging a favour, assuring a person one's gratitude, dismissing person service, closing the conversation, accepting an offer, 'phatic' function, and irony, sarcasm, and brussqueness. Acknowledging a favour has a highest frequency used by Peter, Zooey and Sydney in the movie. That is used to appreciate someone who has gives a favor, then usually happen in usual and in daily activity.

The reseacher finds two functions of gratitude responses, they are minimizing the favour, expressing pleasure. Minimizing the favour uses when each character restore the imbalance Such as *"that is okey"*. Then expressing pleasure uses when the speaker feel happy in doing the favour. *Example "my pleasure"*. Furthermore, in gratitude expression, Peter, Zooey and Sydney use feeling of appreciation more frequent than any other feelings such feeling honor, mutually require and modesty.

4.2 Suggestion

From the explanation above, gratitude expressionss and gratitude responses are interested phenomena to be analyzed and discussed because we will know the intention of the speaker in expressing gratitude when he or she performed. By knowing the intention of someone who expresses gratitude, it will give knowledge and deep understanding for the readers who intend to make good relationship using gratitude expression and responses.

In addition, through this research, students will know how to analyze gratitude using the theory of Hymes' and Aijmer' in the movie. It is also suggested to the next reseachers who are interested in the same study to use this study as comparison and direction or as additional reference for their future research. Therefore, they can differenciate between this research and their research. Furthermore, they ae suggested to investigate more deeply than than the researcher did in this study about gratitude expressions and gratitude responses. Since the data of this study are taken from the movie, they are recomended to use the data from the real life such, the speech of president, or in daily communication such in the school, party, public places and etc to use others theory which deals with the study.

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APPENDIX I

THE CLASSIFICATION OF GRATITUDE EXPRESSIONS AND GRATITUDE RESPONSES

NO	Setting	Character	Listener	Utterances	Hymes Theory	Aijmer Theory	The strategy of Gratitude
1	Peter's house	Peter	Mother	Thanks, Mom	Acknowledging a favour		Simple form + endearment
2	Peter's house	Zooey	Mother	This is delicious. Thank you so much	Acknowledging a favour		Expressing appreciation of the gift + simple form + endearment
3	Peter's house (in dining room)	Peter	Zooey	Thank you, fiance	Acknowledging a major favour		Simple form + endearment
4	Davis Dunn Realty office	Peter	Tevin	I appreciate the offer	Dismissing a person service		Expressing appreciation
5	Peter's apartment	Zooey	Peter	Great! I gotta go. Love you	Acknowledging a favour		Expressing emotion + endearment
6	Sport building centre	Peter	Gilliam, Lary, Steve and Eugene	Thanks, though. Thank you, butYou know, it's funny, actually. I just got engaged myself	Phatic function		Simple form+ refusal
7	Sport building centre	Peter	Eugene	Thank you. And you, too.	Acknowledging a favour		Simpe form
8	Peter's apartment	Zooey	Peter	Thank you so much for the floats, baby. That was so sweet	Acknowledging a favour		Simple form + intensifier + stating the favour + endearment form

9	Peter's apartment	Peter	Zooey	My pleasure. Enjoy.		Expressing pleasure	
10	Peter's apartment	Peter	Zooey and Friends	I know. It's so exciting. I feel so grown-up.	Acknowledging a major favour		Expressing emotion
11	In the Opening house of Lou Ferrigno	Peter	Customer	I'm excited.	Acknowledging a favour		Expressing emotion
12	In the Opening house of Lou Ferrigno	Peter	Sydney	Thank you for eating	Acknowledging a favour		Simple form + stating the favour
13	In the Opening house of Lou Ferrigno	Peter	Sydney	I don't know what to say. Thank you for your honesty.	Acknowledging a favour		Expressing emotion+ simple form with stating the favour
14	In the Opening house of Lou Ferrigno	Sydney	Peter	Thank you for the sun-dried tomato aioli, because it's a revelation	Acknowledging a favour		Simple form with stating the favour
15	In the Opening house of Lou Ferrigno	Peter	Sydney	Wow. Hey, thanks for noticing	Acknowledging a favour		Expressing motion + simple form + stating the favour
16	In the Opening house of Lou Ferrigno	Sydney	Peter	Well, thank you for the great open house.	Closing the conversation		Positive expression + simple form + stating the favour
17	In the Opening house of Lou Ferrigno	Peter	Sydney	My plezh. Okay		Expressing pleasure	

18	In the Gym Health Centre	Peter	Dough	You know what? Thanks, man, I'm sorry, I can't. I got a function	Phatic function	Question + simple thanks + name + refusal
19	In the Gym Health Centre	Peter	Alan	Hey, thanks a lot for hooking me up with Elmo over there That was a blast.	Irony, sarcasm, brusqueness	Simple thank with intensifier
20	Denise's house	Zooey	Denise	Oh, my God, that's so exciting!	Acknowledging a favour	Expressing emotion
21	In the cafe	Sydney	Waiter	Thank you, bro	Acknowledging a favour	Simple form + endearment
22	Davis Dunn Realty office	Peter	Tevin	I appreciate it, but I'd really like to try and do this myself	Dismissing a person service	Expressing appreciation + refusal word (the dismissive thanks)
23	Davis Dunn Realty office	Peter	Tevin	I appreciate it. All right	Phatic function	Expressing appreciation
24	Davis Dunn Realty office	Peter	Sydney	All right. Yeah, great	Accepting an offer	Exprssing emotion
25	In front of Sydney's house	Sydney	Peter	Thanks, man	Acknowledging a favour	Simple form + endearment
26	Sydney's house	Sydney	Peter	Thanks, man. I try	Acknowledging a favour	Simple form + endearment
27	Sydney's room	Sydney	Peter	Thank you, sir	Acknowledging a favour	Simple form+ endearment
28	Sydney's room	Peter	Sydney	Yeah. Hey, thanks a lot. It was a reallyIt was a good hang	Acknowledging a favour	Exppressing emotion+ intensifier + stating the favour
29	Davis Dunn Realty office	Peter	Lou Ferrigno	All right, thank you. Bye-bye	Accepting a proposal that conversation	Positive expression + Simple form + ending word

					should end	
30	Sydney's house	Peter	Sydney	Thanks, man	Acknowledging a favour	Simple form + endearment
31	Peter's apartment	Zooey	Peter	Please stop. Please. Please stop! Thank you.	Assuring a person of one's future gratitude	Petition word + simple form
32	Engagement party in Peter's house	Zooey	Denise and Barry	Thanks for coming	Acknowledging a favour	Simple form + stating the favour
33	In the dining room	Peter	Mother	Thanks, Mom	Acknowledging a major favour	Simple form + endearment
34	In the dining room	Peter	All guests	Thanks	Acknowledging a favour	Simple form
35	In gathering room	Sydney	All guests	What an honor it is to be sitting here with Peter and Zooey's friends, family, Hailey, Robbie's lover, Robbie, Oz, Joyce. Thank you for hosting this beautiful dinner.	Acknowledging a favour	Expressing emotion+ simple form with stating the favour
36	Sydney's house	Sydney	Peter	give it back. Yeah? Return the favor. And if you do,I guarantee that you will have a beautiful and pleasure-filled union	Assuring a person of one's future gratitude	Expressing appreciation
37	In gathering room	Sydney	Peter	I was really excited to meet Zooey and your family, and then I showed up there and I was just I got so nervous.	Acknowledging a favour	Expressing emotion
38	In gathering room	Peter	Sydney	It wasn't so great	Dismissing a person service	Dismiss thanks

39	Peter's apartment	Zooey	Peter	Thank you	Acknowledging a favour		Simple form
40	Suits Store	Sydney	Raquel	Thank you, lovely. What's your name?	Acknowledging a favour		Simpe form+endearment+ question
41	In the halfway	Peter	Sydney	Thanks, Sydney. I appreciate that			Simple form + name+ expressing appreciation
42	In the halfway	Sydney	Peter	Pistol, that is great. Thank you.	Acknowledging a favour		Name+ expressing emotion + simple form
43	Sydney's house	Peter	Sydney	Thanks	Ess		Simple form
44	In front of Barry's house	Peter	Denise	Thank you	Closing the conversation		Simple form
45	In front of Barry's house	Denise	Peter	It is okay	21	Minimizing the favour	
46	Barry's house	Peter	Bary	Thank you	Irony, sarcasm and brusqueness		Simple form
47	In front of Bary's house	Zooey	Denise	Thank you	Accepting an offer		Simple form
48	Weeding Party in Santa Barbara	Peter	Zooey	Thanks. It's blue	Acknowledging a favour		Simple form
49	Santa Barbara	Zooey	Peter	Thank you	Acknowledging a favour		Simple form
50	Weeding Party in Santa Barbara	Sydney	Zooey	Zooey, thanks so much for inviting me	Acknowledging a favour		Name + intensifier + stating the favour
51	Weeding	Sydney	Peter	Pete, you called me on a lot			Name+ expressing

	party			of my issues. I appreciate it			appreciation	
52	Weeding	Zooey	Sydney	Sydney, it's fine. Thank you	Phatic function		Name	+
	party						appreciation	+
							simple form	
53	Peter's	Zooey	Peter	Thank you	Assuring a		Simple thank	
	apartment				person one			
					future gratidude			
54	Davis dun	Peter	Tevin	I appreciate the offer			Expressing	
	office						apreciation	
55	Health centre	Alan	Client	You're welcome		expressing		
						appreciaion of the		
						act		
56	Sydney's	Sidney	Peter	Yep		expressing		
	house					appreciaion of the		
						act		



I LOVE YOU, MAN

PETER'S APARTMENT

ZOOEY.I've been totally hogging the phone.- Who do you wanna call?

PETER. I'm okay. My parents are probably asleep, so I'll just talk to them tomorrow.

ZOOEY.You don't wanna tellany of your friends?

PETER.I'll make some calls this weekend.

ZOOEY.Really?Well, what about that guy, Tevin? You talk to him like 20 times a day, right?

PETER.Well, yeah. He works two cubicles away from me. I'll see him Monday morning.

ZOOEY.Or what's his name? The one that you fence with.

PETER.Gil?

ZOOEY.Gil.

PETER.Gil. Gilliam. No, he's not really a "call right away" kind of friend. Toasting.

PETER'S HOUSE

MOM.Hi!

ZOOEY. Hi.

MOM.Hi. Congratulations.

PETER.Thanks, Mom. (DATUM 1)

ZOOEY.Excellent meat.

PETER So good.

ZOOEY. This is delicious. Thank you so much. (DATUM 2)

PETER.Really is, Mom.

MOM.Thank you

MOM. The point is, Zooey, Peter always connected better with women.

ZOOEY. You know, I can see that because he's a great boyfriend.

PETER.Thank you, fiance. (DATUM 3)

DAVIS DUNN REALTY OFFICE

TEVIN.Dude, I'm just gonna throw this out there because it's a big piece of house.

If you want a copilot on this, I'd be happy to team up with you.

PETER.No, I know. I feel like I wanna give myself the challenge and just see how it goes...

TEVIN.Yeah, yeah, yeah.

PETER.I appreciate the offer.

TEVIN. No sweat.

PETER'S APARTMENT

PETER.Hello, fiance.

ZOOEY.Hey, baby. I totally forgot.It's my turn to host ladies' night.

PETER.No prob.I have fencing practice, anyway. I'll grab a beer with Gil and the

boys afterward. Hit them with the big news.

ZOOEY.Great! I gotta go. Love you.

PETER.I love you, too.

SPORT BUILDING CENTRE

EUGENE.ou never really come out with us after practice and stuff.

PETER.Oh, no, dude... Don't even. It's so fine. Really. Thanks, though. Thank you, but...You know, it's funny, actually. I just got engaged myself.

EUGENE.Wow. That's awesome.

- You did? Congratulations.

- Mazel tov.

GIL. That's great.

EUGENE.Good luck with that.

PETER.Thank you. And you, too.

EUGENE.Thanks.

PETER'S APARTMENT ZOOEY.Peter? Peter? Honey? PETER.Hey!

ZOOEY'S FRIENDS. Hey!

HAILEY. Hey!

PETER. I made you guys some root beer floats.

HAILEY.Peter, are those chocolate straws?

PETER.Yeah. Pirouettes. Pepperidge Farm.

ZOOEY.Thank you so much for the floats, baby. That was so sweet. (DATUM 4)

PETER. My pleasure. Enjoy. (DATUM 21)

HAILEY.Hey, congratulations on the wedding.

ZOEEY'S FRIENDS.Congratulations!

PETER.I know. It's so exciting. I feel so grown-up. (DATUM 5)

DENISE. All right, sir.

PETER.Okay, ma'am.

DENISE.Okay.

IN LOUIS FERRIGNO'S MANSION

CLIENT.It's a good space, you know?It's a good vibe.

PETER.Yeah? Terrific.

CLIENT. Yeah.Well, when the Santa Anas come through, it is majestic.Thanks.

PETER. I'm excited.

- Okay.
- LADY.Thank you.

PETER.Thank you for eating. SYDNEY. I'm the first one, huh? PETER.Yeah.

SYDNEY.I never understood why people are so afraid to eat at an open house. PETER.I know.

SYDNEY.Yeah. I've found that at the classy open houses, the spread is usually pretty decent, and there's a beautiful bevy of attractive and newly-single women.PETER.I don't know what to say. Thank you for your honesty.SYDNEY.Thank you for the sun-dried tomato aioli, because it's a revelation.PETER.Wow. Hey, thanks for noticing.SYDNEY.Yeah.

⁻ We'll let you know.

PETER. All right.

MR FERRIGNO'S HOUSE

PETER. "Sydney Fife."

SIDNEY.That is my name. There you go.

SIDNEY. Well, thank you for the great open house. (DATUM 6 and 22)

PETER.My plezh. Okay.

SIDNEY. All right. Nice to meet you.

PETER.You, too, Sydney

IN THE SPORT BUILDING

DOUGH.Hey, Peter! I got an extra ticket to the Galaxy game tonight!

PETER.You know what? Thanks, man, I'm sorry, I can't. I got a function. (DATUM 7)

DOUGH. I got season ticks. I'll get you on the flip side. Here we go.

PETER.Hey, thanks a lot for hooking me up with Elmo over there. - That was a blast.

DENISE'S HOUSE

DENISE.My doctor said it's really bad if you're trying to get pregnant.

ZOOEY.I heard that.

DENISE. Which Barry and I are doing.

ZOOEY.Oh, my God, that's so exciting!

IN THE CAFE

SYDNEY.Thank you, bro.

IN THE DAVIS DUNN OFFICE

ALAN.What? That guy's cool.

PETER.you got the steak, but I got the sizzle, my nizzle. Right?

TEVIN.Why don't we split the listing. Okay? Let me wet my beak on this action. TEVIN.We'll both be winners.

PETER. I appreciate it, but I'd really like to try and do this myself. (DATUM 8)

TEVIN.Yeah. Absolutely. I'm just putting on my friend hat here.

PETER.I appreciate it. All right.

SYDNEY. I'm gonna take my puggle for a little jaunt on the Venice Boardwalk.You should come meet me.
PETER.All right. Yeah, great.
SYDNEY'S HOUSE
PETER.What a great house.
SYDNEY.Thanks, man.
PETER.Yeah, come check out the back.
SYDNEY.Yeah.

SYDNEY.Welcome to the Temple of Doom.PETER.Holy shit, Sydney. This place is insane.Holy fuck. Oh, my God.SYDNEY. Thanks, man. I try.PETER.This is amazing.SYDNEY.Thank you, sir.

PETER.Well, you know what?I should probably hit it to it.

SYDNEY.All right, yeah. I gotta get to bed early, anyway. I'm doing a big day hike with my buddies in Malibu tomorrow.

PETER.Yeah. Hey, thanks a lot. It was a really...It was a good hang.

SYDNEY.Yeah.

PETER. Sweet, sweet hanging.

DAVIS DUNN REALTY OFFICE

LOUIS FERRIGNO.Let people know my house is for sale. Forget about the sandwiches and focus on selling my fucking house.- Let's do this, okay?

PETER.Yes, sir.

LOUIS FERRIGNO.Okay?

PETER.Okay.

LOU FERRIGNO.Goodbye.

PETER.All right, thank you. Bye-bye. (DATUM 9)

SYDNEY'S HOUSE

SYDNEY.How's that feel?

PETER.It feels tasty.

SYDNEY.Yeah? You sound pretty good, buddy.

PETER. Thanks, man.

PETER'S APARTMENT

ZOOEY.Please don't do that.Slap the bass.

ZOOEY.Please?

PETER.Slap the bass.

ZOOEY.For the sake of our relationship.

PETER. Slap that bass.

ZOOEY.Please stop. Please. Please stop! Thank you. (DATUM 10)

PETER.I'm slapping the bass.

PETER'S HOUSE

DENISE.Hi, you look beautiful!

ZOOEY.Hey.

BARRY.Hello, sweetie. How you doing, baby?

PETER.Hi.

ZOOEY. Thanks for coming.

MOM.Peter, Zooey, we love you, and we wish only the best for you both.

ALL GUEST. Cheers.

ALL GUEST. Cheers.

SYDNEY. To Peter and Zooey.

GUEST.Cheers.

GUEST.Cheers.

PETER. Thanks, Mom.

SYDNEY.Cheers, bro.

PETER.Thanks.

Well, I promised Denise we'd be gone after appetizers, so...

You know what?

I'd actually like to just say a few words

- if it's cool with the table.

- Wow.

SYDNEY.What an honor it is to be sitting here with Peter and Zooey's friends, family, Hailey, Robbie's lover, Robbie, Oz, Joyce. Thank you for hosting this beautiful dinner.

You got this guy with the smoking hot wife.

And finally, we got Zooey.

Zooey, you are about to marry one of the most honest, kind and fun-loving people I've ever had the honor of knowing.

SYDNEY.I'm here as Peter's friend, as Peter's confidant, just to say to you, beautiful Zooey, give it back. Yeah? Return the favor. And if you do, I guarantee that you will have a beautiful and pleasure-filled union.

I feel really horrible about that toast I gave at your engagement dinner.

It was ridonculous.

Sydney I was really excited to meet Zooey and your family, and then I showed up there and I was just... I got so nervous.

PETER.It wasn't so great.

I want you to know I'm really sorry.

Everybody must hate me.

No, no, no.

Look, you had good intentions.

IN FRONT OF PETER'S APARTMENT ZOOEY. Did you say something? PETER.No. ZOOEY.Thank you

IN BUYING THE TUXEDO

SYDNEY. Thank you, lovely. What's your name?

RAQUEL.Raquel.

SYDNEY. That was my mother's name.

IN A HALFWAY

SYDNEY.I just wish you'd have told me.

PETER.Well, I was embarrassed. I mean, you've had a close group of male friends your whole life. I haven't. I started feeling like some kind of weirdo.

SYDNEY. I get it. But I just want you to know that you're my friend, and you can tell me anything.

PETER. Thanks, Sydney. I appreciate that. (DATUM 11)

IN A HALFWAY

PETER.Hey, man, look, about that investment...

SYDNEY.Pete, please, forget I even brought it up, honestly.

PETER.I've been saving my whole life, and you were right. I'm gonna sell the Ferrigno place.

SYDNEY. Fuck, yeah, you are.

PETER.I'd be happy to lend you the money. I know you're good for it.

SYDNEY.Pistol, that is great. Thank you. (DATUM 12)

PETER.It's the least I could do for the best man at my wedding.

SYDNEY.What are you talking about?

PETER.I want you to stand up there with me.Are you cool with that?

SYDNEY.Am I cool with that? Of course I'll be your best man! That's an honor! It's...You're a whore, Peter.

SYDNEY'S HOUSE

SYDNEY.Yeah, yeah, yeah. No, it'll take a few days, but I will get on that. And I'll also make sure you get your money back as soon as possible.

PETER.Also, I think you have my season 2 Lost DVDs. If you... If you haven't watched them yet...

SYDNEY.It's fine, Pete. They're right here.

PETER.Thanks.

SYDNEY.Yep

IN FRONT OF DENISE'S HOUSE

PETER.Hey, Denise. Sorry to bother you.

DENISE. It's... I'll go get Zooey.

PETER.Thank you. (DATUM 13)

DENISE.It's okay.

PETER.Hey, Barry.

BARY.Poker night.- Full table.

PETER.That's okay. I'm here to talk to my fiance.

BARY.Nice face.

PETER.Thank you. (DATUM 14)

BARY.On the billboards.Right. Yeah.

PETER.Yeah, my friend Sydney, he...

BARY.I don't give a shit.

DENISE. Hey, Zooey, you can stay here as long as you want. You are always welcome.

ZOOEY.Thank you.

IN SANTA BARBARA

ZOOEY.Awesome tux.

PETER. Thanks. It's blue.

ZOOEY.Yes, it is.

PETER. You look amazing.

ZOOEY.Thank you.

IN SANTA BARBARA

SYDNEY .Zooey, thanks so much for inviting me.

ZOOEY.Of course. You got here really fast.

SYDNEY.Yeah. You know what, I was on the Vesp, so I just did the old weaveroo.

PETER.That's great.Lou's the best.

SYDNEY.I can only imagine. I put him in a sleeper hold. Out.
PETER.Sydney, I'm really sorry
for all the stuff that I said.
SYDNEY.Pete, you called me on a lot of my issues. I appreciate it.
And for the record, I saw Chocolat.
Just delightful.
SYDNEY. I'm really sorry about that dumb toast I gave. It was out of line. I got really nervous to meet you and I'm... I don't know what happened to me. I'm sorry.
ZOOEY.Sydney, it's fine. Thank you. That's very sweet of you. (DATUM 16)

SYDNEY.Hello. LADY.Hi. SYDNEY.If you need any help, just let me know. LADY.Thanks. SYDNEY.Sure. (DATUM 20)

This conversation is between Alan and his client in Health centre.

ALAN.Nice job. Nice lift.

CLIENT. Thanks, man.

ALAN.You're welcome.

CLIENT.All right, I'll see you around.

ALAN.I hope so. (DATUM 23)

PETER.Also, I think you havemy season 2 Lost DVDs. If you...lf you haven't watched them yet...

SYDNEY.It's fine, Pete. They're right here.

PETER.Thanks.

SYDNEY.Yep. (DATUM 24)

CURRICULUM VITAE



Name: Nur Rohmah Place and date of birth: Kebumen, 23 Mei 1993 Hometown: Ds. Babadsari kec. Kutowinangun, Kebumen, Jawa Tengah Phone number: 087865163433 Email: <u>Besstiquestrainy@yahoo.co.id</u>

Educations:

1999-2005

2005-2008

2008-2011

2012-2016

MI Ma'arif Babadsari

SMP N 2 Kutowinangun

MAN Kutowinangun

English Department

State Islamic University Sunan

Kalijaga Yogyakarta

Organizations:

BEM J-Sastra Inggris

PMII Korp Taruna 2012

IMAKTA (Ikatan Mahasiswa Kebumen di Yogyakarta