

POSITIVE POLITENESS AND NEGATIVE POLITENESS STRATEGIES PERFORMED BY MAIN CHARACTER OF PRIDE AND PREJUDICE NOVEL BY JANE AUSTEN

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Abstract: The objective of this study is aimed to (1) know the use of positive politeness and negative politeness use by main character in *Pride and Prejudice* by Jane Austen and (2) identify the function of the strategies. This study was conducted by using descriptive qualitative method to describe the positive politeness and negative politeness used by main character in the novel. The instrument of this study is the writer herself by reading the novel and coding the intended data related to positive politeness and negative politeness. The result of this study shows that there are 12 positive politeness strategies and 5 negative politeness strategies used by Elizabeth Bennet, the main character in the novel. The positive politeness strategies used are St-1, St-2, St-3, St-4, St-5, St-6, St-8, St-11, St-12, St-13, St-14, and St-15. The negative strategies used are St-1, St-2, St-4, St5, and St-6. The function of positive politeness is to minimize face threatening act show speaker awareness of hearer's needs while the function of negative politeness is to minimize burden and reduce imposition to hearer.

Key Words: Politeness Strategies; Positive Politeness; Negative Politeness.

Introduction

In delivering good language, people use politeness with the intention of being nice to the hearer and show them the distance relationship. According to Manik and Hutagaol (2015: 152) "politeness is a universal and best expressed as the practical application of good manners or etiquette". This suggest that politeness is significant in communication because it represents someone's attitude towards others. Making social interaction is common thing that happen in daily life. Miyatun (2015: 2) stated that politeness showing two kinds of face needs, namely; positive face and negative face. People express positive face and negative face in delivering their ideas and feelings. If someone expected to be liked, recognized, and respected by the community they live in, they will do positive face to gain those attentions. Furthermore, some people choose to be free in expressing their feelings towards other. Thus, negative face is carried to express people's freedom. Consequently, people need to preserve both kind of faces for people they interact to with politeness strategies.

Politeness strategies are used by speaker to hearer with the intention of gaining positive response and good self-image. People tend to use politeness strategies to show some respect and create harmony in order to maintain good relationship among hearers. Avoiding conflict also be one of the reasons people do politeness in their communication for the reason that social interaction with many people is significant to shape good self-image watched by others. This statement is in line with Yule in Khairunnisa (2016: 2), he said that politeness is used in order to show someone's perception of their face that is connected to social distance and closeness between the speaker and the hearer. In some cases, people happen to have miscommunication with the hearer. The miscommunication then leads the

speaker and hearer into unsuccessful interaction. Therefore, speaker is required to select the best strategy in communication to keep good social relationship.

There are numerous ways to express politeness that can be used to build good relationship with hearer. Acting polite means express respect and avoid hurt somebody's feelings. Someone has to know who they talk to so they can decide what to say since politeness strategies are not only understanding what is uttered but also hearer's culture and belief in receiving information. A communication between two different persons with different culture background might face awkwardness. Therefore, they will realize and select the language carefully so they will not offend the hearer. Brown and Levinson in Ayu (2019: 16) expressed that relationship between the speaker and the hearer influences their politeness strategies used by the speaker. The use of politeness strategies will be different depend on their relationship.

This study chooses politeness as the topic because in language, politeness is important in recognizing situation to select a good way of speaking in terms of respecting others. This study will take pragmatic approach as the technique of analysis using Brown and Levinson's frame of politeness strategies. Brown and Levinson formulated the politeness strategy in 1987. They designed politeness strategies into four behaviors, namely: positive politeness strategy, negative politeness strategy, bald on-record strategy, and bald off-record strategy.

In communicating with member of society with different class will make speaker to do politeness strategies depending on whom they talk to. People will meet and interact with so many characters and kinds of people, consequently, they need to be able to put appropriate politeness strategies when they talk to someone who is younger than them, to someone older than them, someone who is close to them as families or friends, someone who has higher position as client, or boss, and someone who has same or different point of view of something, they need to consider the politeness strategies. Thus, politeness strategy is essential to be learned in oral form or text form.

Henceforward, the writer wants to see the positive politeness and negative politeness strategies used by the main character in the novel and want to see the function of positive politeness and negative politeness strategies used in the novel since there are social issue and class distinction shown in the novel. The connection between the characters in the family and social environment also will be analyzed and will be seen the function of the strategies used by the main character in the novel.

Method

Research Design:

This research is a qualitative research using descriptive qualitative method. The writer tries to describe and analyze the positive politeness and negative politeness used by Elizabeth Bennet, the main character in *Pride and Prejudice* by Jane Austen.

Data Source:

The data is the novel of *Pride and Prejudice* by Jane Austen. The novel was first published in 1813 and have been most-loved book.

Instrument:

The instrument is the writer herself by reading the novel and the data sheet that is used to note the language phenomena of politeness strategy in the novel. The data sheet helps the writer to classify, analyze, and interpret the data.

Data Analysis Technique:

The explanation of the research finding will be presented in short essay. Its definition, interpretation, and purpose of the utterance will be described in every analysis of positive politeness and negative politeness based on Brown and Levinson theory of Politeness Strategy.



Analyzing and Classifying:

There are four strategies of politeness strategy namely, bald on-record, positive politeness, negative politeness, and off record. This research focus only on positive politeness and negative politeness used by the main character in the novel and the function of the strategies.

Results and Discussion

Result

Based on the data collected from *Pride and Prejudice* novel by Jane Austen. The main character of the story named Elizabeth Bennet has more than 300 utterances including yes and no answer. The writer then identified the utterance into positive politeness and negative politeness strategies. It was found that there are 50 utterances in the following table consists of 38 positive politeness strategies and 12 negative politeness strategies.

The data of positive politeness consist of 12 positive politeness strategies with 3 data of strategy 1 (Notice), 7 data of strategy 2 (Exaggerate), 5 data of strategy 3 (Intensify interest), 3 data of strategy 4 (Use in-group marker), 3 data of strategy 5 (Seek agreement), 1 data of strategy 6 (Avoid disagreement), 2 data of strategy 8 (Joke), 3 data of strategy 11 (Be optimistic), 3 data of strategy 12 (Include both speaker and hearer), 4 data of strategy 13 (Give reasons), 2 data of strategy 14 (Assume reciprocity), and 2 data of strategy 15 (Give gifts).

The data of negative politeness consist of 5 negative politeness strategies with 2 data of strategy 1 (Be indirect), 2 data of strategy 2 (Question/ hedge), 1 data of strategy 4 (Minimize imposition), 5 data of strategy 5 (Give deference), and 2 data of strategy 6 (Apologize).

Table 4.1. Finding of Positive Politeness Strategies on *Pride and Prejudice* Novel

NO	Code	Lines	PP
1	D-1/C-7/P-43	“That would be a good scheme if you were sure that they would not offer to send her home.”	St-1
2	D-2/C-16/P-112	“What sort of girl is Miss Darcy?”	St-1
3	D-3/C-47/P-382	“But you-how are you?” cried Elizabeth, “You look pale. How much you must have gone”	St-1
4	D-4/C-4/ P-21	“Oh! You are a great deal too apt, you know, to like people in general. You never see a fault in anybody. All the world are good and agreeable in your eyes. I never heard you speak ill of a human being in your life.”	St-2
5	D-5/C-16/P-110	“This quite shocking! He deserved to be publicly disgraced.”	St-2
6	D-6/C-18/P-125	“Heaven forbid!! That would be the greatest misfortune of all!”	St-2
7	D-7/C-21/P-163	“Indeed, Jane, you ought to believe me. No one has ever seen you together can doubt his affection.”	St-2
8	D-8/C-24/P-182	“My dear Jane! You are too good. Your sweetness and disinterestedness are really angelic; I do not know what to say to you. I feel as if I had never done you justice, or loved you as you deserve.”	St-2
9	D-9/C-47/P-389	“Oh! Thoughtless, thoughtless Lydia!”	St-2
10	D-10/C-59/P-504	“I do, I do like him, I love him. Indeed.”	St-2
11	D-11/C-17/P-118	“I can much more easily believe Mr. Bingley’s being imposed on, than that Mr. Wickham should invent such a history of himself as he gave me last night; names, facts, everything mentioned without ceremony. If it is not so, let Mr. Darcy contradict it. Besides, there was truth in his looks.”	St-3
12	D-12/C-16/P-106	“As much as I ever want to be,” cried Elizabeth very warmly, “I have spent four days in the same house with him, and I think him very disagreeable.”	St-3



13	D-13/C-21/P-163	“You shall have it in a few words. Miss Bingley sees that her brothers is in love with you, and want him to marry Miss Darcy. she follows him to town in hope of keeping him there, and tries to persuade you that he does not care about you.”	St-3
14	D-14/C-56/P-476	“In marrying your nephew, I should not consider myself as quitting that sphere. He is a gentleman; I am a gentleman’s daughter; so far we are equal.”	St-3
15	D-15/C-58/P-489	“Mr. Darcy, I am a very selfish creature; and, for the sake of giving relief to my own feelings, care not how much I may be wounding yours. I can no longer help thanking you for your unexampled kindness to my poor sister. Ever since I have known it, I have been most anxious to acknowledge to you how gratefully I feel it. Were it known to the rest of my family, I should not have merely my own gratitude to express.”	St-3
16	D-16/C-26/P-196	“My dear aunt, this is being serious indeed.”	St-4
17	D-17/C-49/P-404	“Oh! My dear father,” she cried, “come back write immediately. Consider how important every moment is in such a case.”	St-4
18	D-18/C-52/P-439	“Come, Mr. Wickham, we are brother and sister you know. Do not let us quarrel about the past. In future, I hope we shall be always of one mind.”	St-4
19	D-21/C-49/P-405	“That is very true,” said Elizabeth; “though it had not occurred to me before. His debts to be discharged, and something still remain! Oh! It must be my uncle’s doings! Generous, good man, I am afraid he has distressed himself. A small sum could not do all this.”	St-5
20	D-20/C-52/P-437	Mr. Wickham: I should be very sorry indeed, if it were. We were always good friend; and now we are better.” Elizabeth: “True. Are the other coming out?”	St-5
21	D-22/C-54/P-453	“Yes, very indifferent indeed.” Said Elizabeth, laughingly, “Oh Jane, take care.”	St-5
22	D-23/C-7/P-45	“No, indeed, I do not wish to avoid the walk. The distance is nothing when one has a motive, only three miles. I shall be back by dinner.”	St-6
23	D-24/C-32/P-241	“An easy distance, do you call it? It is nearly fifty miles.”	St-8
24	D-25/C-54/P-453	“I think you are in very great danger of making him as much in love with you as ever.”	St-8
25	D-26/C-6/P-36	“Indeed, sir, I have not the least intention of dancing. I entreat you not to suppose that I moved this way in order to be for a partner.”	St-11
26	D-27/C-31/P-235	“You mean to frighten me, Mr. Darcy, by coming in all this state to hear me? I will not be alarmed though you sister does play so well. There is a stubbornness about me that never can be bear to be frightened at the will of others. My courage always rises at every attempt to intimidate me.”	St-11
27	D-28/C-56/P-477	“I will make no promise of the kind.”	St-11
28	D-29/C-18/P-126	“Very well. That reply will do the present. Perhaps by and by I may observe that private balls are much pleasanter than public ones. But now we may be silent.”	St-12
29	D-19/C-26/P-198	“We shall often meet, I hope, in Hertfordshire.”	St-12
30	D-30/C-47/P-388	“Oh Jane, had we been less secret, had we told what we knew of him, this could not have happened!”	St-12
31	D-31/C-5/P-28	“That is very true,” replied Elizabeth, “and I could easily forgive his pride, if he had not mortified mine.”	St-13

32	D-32/C-21/P-164	“You must decide for yourself!” said Elizabeth; “and if, upon mature deliberation, you find that the misery of disoblighing his two sisters is more than equivalent to the happiness of being his wife, I advise you by all means to refuse him.”	St-13
33	D-33/C-56/P-474	“Yes, and I had heard it before. But what is that to me? If there is no other objection to my marrying your nephew, I shall certainly not be kept from it by knowing that his mother and aunt wished him to marry Miss de Bourgh. You both did as much as you could plan the marriage. Its completion depended on others. If Mr. Darcy is neither by honor nor inclination confined to his cousin, why is not he to make another choice? And if I am that choice, why may not I accept him?”	St-13
34	D-34/C-56/P-476	“Whatever my connection may be,” said Elizabeth, “If your nephew does not object to them, they can be nothing to you.”	St-13
35	D-35/C-18/P-126	“It is your turn to say something, Mr. Darcy. I talked about the dance, and you ought to make some sort of remark on the size of the room, or the number of couples.”	St-14
36	D-36/C-34/P-257	“I might as well inquire,” replied she, “why with so evident a desire of offending and insulting me, you chose to tell me that you liked me against your will, against your reason, and even against your character? Was not this some excuse for incivility, if I was uncivil? But I have other provocations. You know I have. Had not my feelings decided against you-had they been indifferent, or had they been favorable, do you think that any consideration would tempt me to accept the man who has been the means of ruining, perhaps forever, the happiness of a most beloved sister?”	St-14
37	D-37/C-51/P-423	“I thank you for my share of the favor,” said Elizabeth; “but I do not particularly like your way of getting husbands.”	St-15
38	D-38/C-53/P-444	“I wish I could say anything to comfort you.”	St-15

Table 4.2 Finding of Negative Strategies on the Pride and Prejudice Novel

NO	Code	Lines	NP
1	D-39/C-19/P-147	“You are too hasty, sir,” she cried, “You forget that I have made no answer. Let me do it without further loss of time. Accept my thanks for the compliment you are paying me. I am very sensible of the honor of your proposals, but it is impossible for me to do otherwise than to decline them. ”	St-1
2	D-40/C-21/P-163	“Yes, there can; for mine is totally different. Will you hear it?”	St-1
3	D-41/C-49/P-404	“Is it possible?” cried Elizabeth, when she had finished. “ Can it be possible that he will marry her?”	St-2
4	D-42/C-56/P-473	“If you believe it impossible to be true,” said Elizabeth, coloring with astonishment and disdain, “ I wonder you took the trouble of coming so far. What could your ladyship propose by it?”	St-2
5	D-43/C-19/P-144	“ Dear madam, do not go. I beg you will not go. Mr. Collins must excuse me. He can have nothing to say to me that anybody need to hear. I am going away myself.”	St-4
6	D-44/C-19/P-144	“ Upon my words, sir, ” cried Elizabeth, “your hope is a rather extraordinary one after my declaration. I do assure you that I am not one of those ladies who are so daring to risk their happiness on the chance of being asked second time. I am perfectly serious in my refusal. You could not make me happy, and I am convinced that I am the last woman in the world who could make you so. Nay, were your friend Lady Catherine to know me, I am persuaded she would find me in every respect ill qualified for the situation.”	St-5
7	D-45/C-37/P-285	“ I am much obliged to your ladyship for your kind invitation, ” replied Elizabeth, “but it is not in my power to accept it. I must be in town next Saturday.”	St-5



8	D-46/C-56/P-473	“your ladyship has declared it to be impossible.”	St-5
9	D-47/C-56/P-478	“Lady Catherine, I have nothing further to say. You know my sentiments.”	St-5
10	D-48/C-56/P-478	“You can now have nothing further to say,” she resentfully answered. “You have insulted me in every possible method. I must beg to return to the house.”	St-5
11	D-49/C-17/P-118	“I beg your pardon; one knows exactly what to think.”	St-6
12	D-50/C-26/P-196	“I beg your pardon. I will try again. At present I am not being in love with Mr. Wickham; no, I certainly am not.	St-6

Discussion

Research Question 1. What kinds of positive politeness and negative politeness strategies are employed by the main character in *Pride and Prejudice*?

Kinds of Positive Politeness Strategies

1. Strategy 1; Notice

Datum 1, Elizabeth and her family were talking about the invitation from Caroline Bingley to Jane to visit her for a dining out. Mrs. Bennet suggested Jane to take a horseback so she could stay a night at Bingley's place in order to stay longer there. Elizabeth noticed her mother's motive and replied that her mother should know that it could not be happened if Bingley's family offer Jane to send her home. Elizabeth said this to minimize threat to her mother's that expected Jane could stay there to be more intimate with Mr. Bingley. Elizabeth showed her notice to her mother's wants, so she used this strategy to tell her that there is another possibility that would happen.

Datum 2, Elizabeth noticed Mr. Darcy's sister and ask about her when having a conversation with Mr. Wickham about Mr. Darcy and his pride. It is shown that Elizabeth was interested in their conversation and showed her interest to Mr. Wickham's story.

Datum 3, Elizabeth showed her sympathy to let Jane knew that she noticed her condition and was very happy to see her after a long time.

2. Strategy 2; Exaggerate

Datum 4, Elizabeth exaggerated Jane's charismatic behavior by stressing the lines when she said that Jane never think ill of anybody after Jane complimented Mr. Bingley's actions to her, which Elizabeth thought that it was her natural character to always think positively of others.

Datum 5, Elizabeth exaggerates her shocked to Mr. Wickham, determining that she was sympathy to him for Mr. Darcy had been acted cruelly to him. It is shown when Elizabeth said “This quite shocking!” by raising her intonation to express that she was surprised with the fact that Mr. Darcy was a disagreeable man.

Datum 6, Elizabeth showed her surprised and exaggerated her words using 'Heaven Forbid' idiom. This idiom used when someone is hoping that something would not happen. Elizabeth was upset for Charlotte saying that she might have liked Mr. Darcy after dancing with him.

Datum 7, the sentence "You ought to believe me" was exaggerated by Elizabeth to convince Jane that Mr. Bingley is truly in love with him. She tried to charm Jane's feelings to be confident that the man she loves also has the same feelings to her.

Datum 8, Elizabeth exaggerated Jane's interest by saying that she is just a perfect girl and attractive to support Jane after she declare to forget Mr. Bingley.

Datum 9, this was performed because Elizabeth cannot believe what she just read from Lydia's letter. She showed her shocked by indicating that Lydia's action was improper and thoughtless. Knowing her sister was runaway with an untrusty man and planning on marrying him made Elizabeth worry her and most of

all her father. This was shown when Elizabeth added “My poor father! How he must have felt it!” to express how she worry her father’s feelings.

Datum 10, this strategy performed by Elizabeth to exaggerate her words to convinced Jane that she is truly in love with Mr. Darcy that what she thought about him the first time was wrong and he was a good man after all and she will be happy with him.

3. Strategy 3; Intensify hearer’s interest

Datum 11, Elizabeth said that she rather believes in Mr. Wickham's story by revealing some facts that Mr. Wickham have told him about Mr. Darcy. She used this strategy to intensify Jane's interest and convince her in her story to claim same common ground.

Datum 12, Elizabeth told her experience to Mr. Wickham when she was with Mr. Darcy for a quiet time so she knew what characters Mr. Darcy. She tried to intensify her experience so that she and Mr. Wickham had the same common ground about Mr. Darcy.

Datum 13, Elizabeth intensify Jane's interest to Mr. Bingley to not get distracted by his sister's act by telling her that Miss Bingley could see that his brother was in love with Jane so she made a plan to make Jane believe that he was not so they both could not be united. Elizabeth build up the story about Miss Bingley to claim common ground with Jane so Jane would understand what Miss Bingley was up to.

Datum 14, Elizabeth told Lady Catherine that she and Mr. Darcy are equal because both of them are gentleman. She refused to believe that she was not value for him and intensify Lady Catherine point of view of her.

Datum 15, Elizabeth intensify her feelings to Mr. Darcy by sharing her character and how much she was thankful to him for helping out his sister. This strategy performed by Elizabeth because she wanted Mr. Darcy to know what she really feels and tried to intensify Mr. Darcy through her perspective.

4. Strategy 4; Use solidarity in-group identity maker

Datum 16, to engage her relation to her aunt, Elizabeth called her ‘My dear aunt’ to show that she was concern about not being in love with Mr. Wickham and she did not want him to do either, and she used this to engage her solidarity in-group with her aunt.

Datum 17, also shows Elizabeth’s calling her father to claim common ground with him to show that she was worry about her father because of her sister Lydia was planning to marry Mr. Wickham. Elizabeth stressed her solidarity in-group to her father as the family member by calling him ‘My dear father’.

Datum 18, when Elizabeth talked to Mr. Wickham after he marrying her sister in a very unpleasant way. Elizabeth called Mr. Wickham her brother since he married to her sister Lydia to show that Elizabeth had accepted him as one of her family. Elizabeth actually just want Mr. Wickham felt relax when he was with her since Elizabeth still felt that he should not take her sister in a runaway and caused his marriage with her sister. Thus, she called her brother to safe Mr. Wickham positive face.

5. Strategy 5; Seek agreement

Datum 19, Elizabeth agreed with her father that it could not be believed that there is a man who wanted to marry a woman and just get 100 pounds a year. Hence, she told her agreement by saying ‘That is very true’ to justify her father’s words.

Datum 20, As Mr. Wickham interrupt Elizabeth walk, he apologized for what he had done and telling her that they were good friend and even better when they become brother and sister. To minimize burden between her and with Mr. Wickham, Elizabeth shortly said 'True' and performed agreement.

Datum 21, to seek agreement with hearer also can be implied by repeating what hearer has said so they show same agreement. Elizabeth showed her agreement with Jane when they talked about her meeting with Mr. Bingley. Jane told Elizabeth that her meeting with Mr. Bingley was just as a common and indifferent acquaintance. To seek agreement with Jane, Elizabeth repeating Jane’s statement with ‘Yes, very indifferent indeed’.

6. Strategy 6; Avoid disagreement

Datum 22, when his father asked Elizabeth whether he had to send a horse to take Jane back home, Elizabeth said she did not want to avoid the walk she will take. Otherwise, Elizabeth was willingly going



to Mr. Bingley's house to see her sister who was ill there. Elizabeth performed this strategy to show contradiction to her father's statements thinking that Elizabeth want him to send horses after she declared that she will go by walking. Thus, strategy 6 was done to avoid disagreement with her father.

7. Strategy 8; Joke

Datum 23, Elizabeth joked about the distance that Mr. Darcy mentioned about Caroline new house after marriage, saying that fifty miles is an easy distance. This strategy employed to minimize threat to hearer's face by imposing joke into the conversation. Elizabeth repeating Mr. Darcy lines said that fifty miles is an easy distance while she thought that it was not that close. Thus, she made fun of Mr. Darcy statement to minimize the threat.

Datum 24, also implies strategy 8. Elizabeth teased Jane saying that Jane are in great danger for making Mr. Bingley in love with him. She asserts 'great danger' statement to make it sounds exciting to Jane when the man she loves is madly in love with her too. This strategy release burden between speaker and hearer and create intimacy.

8. Strategy 11; Be optimistic

Datum 25, Elizabeth told sir William that she was not interested in dancing so she did not want a partner.

Datum 26, Elizabeth showed optimism to Mr. Darcy that she is a brave woman that is not easily to be frightened. She stresses her statement by saying 'there is a stubbornness' inside her to make sure that Mr. Darcy admitted her character.

Datum 27, Lady Catherine insisted Elizabeth to promise her that she would never be engaged to Mr. Darcy. Elizabeth did want to do it. Consequently, with a prime self-esteem she declared that she will not promise her about that. This showed her optimism that Lady Catherine would accept her decision.

9. Strategy 12; Include both speaker and hearer

Datum 28, while dancing with Mr. Darcy Elizabeth could not find a suitable topic for them. Then, she assumed for both of them to remain silent. Elizabeth used 'we' to indicates that both of them were agree to keep dancing without having conversation.

Datum 29, strategy 12 also implied when Elizabeth wished she and Charlotte could meet often in Hertfordshire. Even though in repeat Charlotte could not promise her to come to Hertfordshire, yet she agrees to meet Elizabeth when she visits her in Hunsford.

Datum 30, Elizabeth performed strategy 12 to show that if she and Jane had told their sister about Mr. Wickham, Lydia would not act rashly. It is shown that Elizabeth and Jane were agree about this. The strategy was marked in Elizabeth's statement when she said '*had we been less secret, had we told what we knew of him*'. The word 'we' Elizabeth used denoted strategy 12 that she includes Jane in her statement, suggests that she regrets of things that she and Jane did not do in the past.

10.Strategy 13; Give reason

Datum 31, Elizabeth said that she might have forgiven Mr. Darcy if he was not humiliated her in the past ball when Mr. Darcy refused to dance with her because he thought she was not desirable.

Datum 32 also shows strategy 13 when Elizabeth gave option to Jane whether she had to accept Mr. Bingley's feeling or not since his sister were not happy about them. Elizabeth then employed give reason to her sister that if that makes her happy, she had to continue her feelings with him.

Datum 33, Elizabeth asked for reason to Lady Catherine about the matter if she married Mr. Darcy when there was no objection from him. She questioned Lady Catherine's objection of her being with Mr. Darcy if there was no objection from Mr. Darcy and declared her fair judgement of herself.

Datum 34 Elizabeth told Lady Catherine that if Mr. Darcy had no objection to her connection, Lady Catherine was incapable do things about them being together. Elizabeth gave reason to Lady Catherine to make her accept what might be happened later if Mr. Darcy and her are engaged. Elizabeth performed strategy 13 to minimize threat to hearer's positive face by reasoning.

11.Strategy 14; Assume reciprocity

Datum 35, after opening a conversation to Mr. Darcy when they were dancing, Elizabeth asked him to start new topic since she had done to him. Her lines showed reciprocity since she wanted Mr. Darcy to ask her something in return to start new conversation.

Datum 36, Elizabeth revealed that Mr. Darcy's confession had no effect on her since he was cruelly separated her sister Jane from Mr. Bingley. Elizabeth employed this strategy to show reciprocity of what Mr. Darcy had done to her sister made her had no respect on him. Thus, she could not accept his feelings.

12.Strategy 15; Give gift

Datum 37, Elizabeth thanked Lydia by saying that she was pleased by her sister action for telling her about her marriage, yet it was not really a good way of getting husband. She used this strategy to ease burden between her and her sister since she was angry at her, yet she still young and acted rashly.

Datum 38 also implies give gift, when Elizabeth gave sympathy to Jane. To give sympathy to Jane, Elizabeth comforted her by saying that she wished she could say something amusing to her. This strategy was employed to show that Elizabeth understand what Jane wanted to be understood.

Kinds of Negative Politeness Strategies

1. Strategy 1; Be indirect

Datum 39, Elizabeth declined Mr. Collins' proposal by thanking him first then told him the reasons why she could not accept him so it would ease the burden to Mr. Collins' face. She said that it is impossible for her to accept the proposal, thus it is the indirect speech of her saying "I do not want to accept your proposal".

Datum 40, Elizabeth asked Jane if she was willingly listened to her. Henceforth, Jane was pleased and not bothered by her words in the next conversation. Elizabeth used word 'will' to soften her request.

2. Strategy 2; Question/Hedge

Datum 41, to ease the burden with Elizabeth's statement when she asked whether Mr. Wickham would really marry her sister or not, Elizabeth used question to speak up her mind so her family who had read the letter about her sister runaway with Mr. Wickham would not feel worrier.

Datum 42, Elizabeth also performed strategy 2 when she talked to Lady Catherine. She asked Lady Catherine who has higher class than her about her visit. Elizabeth questioned her visit since the distance was far from Lady Catherine's house and her purpose was just to ensure Elizabeth to not be united with Mr. Darcy. This strategy used by Elizabeth to avoid burden to Lady Catherine's face.

3. Strategy 4; Minimize imposition

Datum 43, Elizabeth begged to her mother to not leave the room instead of her because she had no words left to say to Mr. Collins towards his proposal. Elizabeth minimized her imposition to her mother to neutralize her request. She intended to make her mother stay with her in the room while Mr. Collins around. She used 'I beg you will not go' sentence to stressed her purpose. The word 'beg' let the hearer decide her decision herself.

4. Strategy 5; Give Deference

Datum 44, Mr. Collins and Elizabeth are cousins, he proposed her then she refused him. Thus, Elizabeth called him 'Sir' to give deference and to distance them so Mr. Collins could understand that she could not marry him because she believes neither Mr. Collins or Elizabeth could be happy together.

Datum 45, Elizabeth declined Lady Catherine's invitation by bring up Lady Catherine's ladyship and her powerlessness to accept it because she needs to back in town. Hence, she gave deference between them.

Datum 46, Elizabeth expressed deference between her and Lady Catherine using her ladyship.

Datum 47 Elizabeth once again used Lady Catherine's ladyship to give deference between them. She gave deference by calling her Lady Catherine.

Datum 48 shows Elizabeth tried to finish her conversation with Lady Catherine in a formal way due to their different class. She said it softly yet strong for the reason that she felt insulted by Lady Catherine's action to her and asked her to leave Elizabeth's house.

5. Strategy 6; Apologize

Datum 49, Elizabeth expressed apologize by saying 'I beg you pardon'.

Datum 50 when Elizabeth begged for apologize to minimize threaten of Mrs. Gardiner's negative face. She said it to speak more serious to her aunt that she was not in love with Mr. Wickham because her aunt thought Elizabeth was not serious in their conversation so she asked for apologize.

Research Question 2. What is function of positive politeness and negative politeness strategies in Pride and Prejudice by Jane Austen?

Function of Positive Politeness Strategies

The function of strategy 1; Notice is to minimize possible threat of hearer's face by noticing hearer's condition. This performed to shows that speaker also perceive hearer's change, need, want, and any other aspect hearer's expect speaker to approve. Thus, this strategy is shown in **datum 1, datum 2, and datum 3**.

The function of strategy 2; Exaggerate is to safe hearer's positive face and to highlighting speaker's interest, support, or sympathy to hearer. This strategy can be done by stressing the intonation in speaker's utterance. Using exaggerate also minimize threat to hearer as the speaker emphasizes mutual feelings. This strategy is shown in **datum 4, datum 5, datum 6, datum 7, datum 8, datum 9, and datum 10**.

The function of strategy 3; Intensify interest is to get hearer's attention to speaker interest so that speaker attract hearer's by making a good narrative. This strategy is used to avoid face threatening act to hearer by making hearer feels good about himself because they are involved in speaker's life by sharing the same interest or possession. This strategy is shown in **datum 11, datum 12, datum 13, datum 14, and datum 15**.

The function of strategy 4 is to indicates the hearer as one of speaker's member like family, friends, or acquaintance so hearer felt accepted. The strategy can be done by using family jargon or slangs to expose intimacy, bound and maintain lovingness with hearer. This strategy is shown in **datum 16, datum 17, and datum 18**.

The function of strategy 5; Seek agreement is to minimize face threatening act to hearer, so having same agreement will avoid burden between them. The strategy can be done by repeating or giving an approval to hearer's statement. Thus, this strategy safes hearer's positive face considering that speaker also has the same mind with hearer and know what hearer's wants. This strategy is shown in **datum 19, datum 20, and datum 21**.

The function of strategy 6; Avoid disagreement is to avoid burden between speaker and hearer by avoiding agreement that between them. Thus, this strategy is done to minimize face threatening act to hearer by pretending to agree to ensure speaker knows what hearer's wants. This strategy is shown in **datum 22**.

The function of strategy 8; Joke is to minimize threat to hearer's positive face and reduce distance between speaker and hearer. Joke also performed to build closeness between them. This strategy is shown in **datum 23 and datum 24**.

The function of strategy 11; Be optimistic is to minimize the possible face threatening act to hearer. Speaker performs this strategy and believe that hearer can do something as speaker wants and can accept speaker's statement. This minimize burden to hearer as speaker make the situation as mutual need and hearer will have advantage of what speaker do or tell them to do. This strategy is shown in **datum 25, datum 26, and datum 27**.

The function of strategy 12; Include both speaker and hearer is to include the hearer into speaker's action or decision and assure it as their mutual decision. It is usually performed by asserting 'we' or 'let's' in the statement to indicates that shared activity. This strategy is shown in **datum 28, datum 29, and datum 30**.

The function of strategy 13; Give reason is to minimize face threatening act by giving reason to hearer and show cooperation that speaker statement can be accepted. This strategy is shown in **datum 31, datum 32, datum 33, and datum 34**.

The function of strategy 14; Assume reciprocity is to show cooperation between speaker and hearer. Speaker trades something to hearer when they cooperate in doing something. When hearer does things

intentionally or unintentionally to speaker, speaker does something for a reciprocal exchange. This strategy is shown in **datum 35** and **datum 36**.

The function of strategy 15; give gift is to minimize face threatening act. Speaker gives gift to hearer's face using compliment, gratitude, sympathy, or support to save hearer's positive face. It implies that speaker knows what hearer wants. This strategy is shown in **datum 37** and **datum 38**.

Function of Negative Politeness Strategies

The function of strategy 1; Be indirect is to avoid burden to hearer's negative face and to minimize imposition by using indirect statement. Speaker does not mention his real intention on his speech because the statement might be imposing hearer. Thus, the speech is likely satisfying than the real meaning. This strategy is shown in **datum 39** and **datum 40**.

The function of strategy 2; Question/Hedge is to be polite and avoid burden to hearer's face. This is used because the hearer might not be happy with the question or statement speaker uttered. Thus, to minimize threat to hearer's negative face, speaker uses question or hedge to reduce the imposition to hearer. This strategy is shown in **datum 41** and **datum 42**.

The function of strategy 4; Minimize imposition is to minimize imposition to hearer so hearer will not mind to speaker statement or question. This strategy is also performed to save hearer's negative face because usually this strategy used to interfere hearer's time and space. Hence, speaker need to minimize hearer's burden to do what speaker want. This strategy is shown in **datum 43**.

The function of strategy 5; Give deference is to satisfy hearer by lowering speaker position. This strategy is performed to avoid burden to hearer's negative face by making hearer as the superior in the conversation. This strategy is shown in **datum 44**, **datum 45**, **datum 46**, **datum 47**, and **datum 48**.

The function of strategy 6; Apologize is to minimize face threatening act to hearer's negative face. apologize is used when speaker think that his statement will make hearer displeased. Thus, apologize can be performed to diminish burden to hearer. This strategy is shown in **datum 49** and **datum 50**.

Conclusions

Based on the analysis of *Pride and Prejudice* novel by Jane Austen regarding the use of positive politeness and negative politeness strategies by the main character, Elizabeth Bennet, it is found that:

1. Based on the theory of Brown and Levinson regarding politeness strategy, there are 15 strategies of positive politeness and 10 strategies of negative politeness. However; the writer only found 12 strategies of positive politeness, namely; St-1, St-2, St-3, St-4, St-5, St-6, St-8, St-11, St-12, St-13, St-14, and St-15, while there were only found 5 strategies of negative politeness, namely; St-1, St-2, St-4, St5, and St-6. Based on the results above, it is shown that positive politeness is dominant while negative politeness is infrequently used by Elizabeth Bennet.
2. The function of positive politeness strategy is to minimize face threatening act to hearer and to show speaker's awareness of hearer needs, meanwhile negative politeness is to minimize burden and reduce imposition to hearer. Based on the findings above, the writer concludes that the main function of politeness strategies used by Elizabeth Bennet is positive politeness strategies with a purpose to show respect and minimize threaten to hearer in while negative politeness was done only for particular circumstance in the novel *Pride and Prejudice* by Jane Austen.

Acknowledgements

The greatest praises always be to Allah SWT, the Almighty and the Merciful, the Lord of the whole world, who always give me His blessing. After a long time, process of writing, the writer is finally able to finish this research paper. The writer realizes that in the process of finishing this paper, there are so many people who have supported and motivated the writer, so the writer likes to thank them who have been so helpful. Hopefully, this research will be useful and give some benefits for readers, and the further researchers.



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