THE ANALYSIS OF POLITENESS IN DIRECTIVE UTTERANCE IN
“PRIDE AND PREJUDICE”
WRITTEN BY JANE AUSTIN

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Abstract

This research aims at discussing “The Politeness strategies in Directive Utterance”, that is the utterance which the speaker uses to make the hearer does something. This utterance is one of the action illocution utterance. In analyzing this thesis, the researcher uses the theory of Leech “Politeness in directive utterance” and used the method of Djajasudarma. As the result of the study in Politeness in Directive utterance, the writer found that from two types of politeness principle they are Tact Maxim and Generosity Maxim. The tact Maxim using in low profile to producing polite illocutionary. Then, Generosity Maxim using in polite utterance of producing polite directive. The writer found that Tact Maxim and Generosity Maxim is Maxim of politeness principle.

Key Words: low profile, the differences context factor, directive utterance.

Background

Language and society are intimately connected, one cannot exist without the other. The most essential use of language in society is to maintain social bounding. Yet in daily life, experience shows us that individuals find themselves in communication conflict with one another. It frequently happens, because they neglect appropriate words in speaking with each other, as in calling, addressing, asking questions, or requesting something. The members of society should be able to choose words in their communication to keep relationship since societies vary in number and background. Thus, they may be divided into classes, status, age groups, and sexes. All members of society need appreciation, as stated by Goofman (1956) in Rankema (1993:12) that “Every participant in social process has the need to be appreciated by others and the need to be free and not inferred”. Therefore, people always try to be polite whenever they communicate to each other.

Politeness becomes an important aspect in maintaining social bounding. It is socially prescribed because being polite or impolite in producing an utterance depends on the existence of standard norm or standards of politeness. In
practice, politeness is influenced by the various values above. An utterance, which is considered as being polite in a certain circumstance, may be impolite in different circumstances. It is determined by the place in which an utterance takes place, to whom the utterance is addressed and the goal of the utterance. So, one should follow the social norms existing in this society although he may express his feeling as he likes.

In social communication, language permits people to do something by warning, requesting, command, advising, persuading, or ordering. Searle (1979) classifies these kinds of utterances as directive illocutionary act while Leech (1983:14) calls them as directive utterance throughout this thesis.

When a speaker produces a directive utterance, she or he can produce it in various ways. However, sometimes the speaker may irritate the listener when he utters a rude or impolite utterance. For that reason, speaker should choose the polite way of asking someone to do something. Normally, a speaker delivers a directive utterance in indirect form in order to be polite. In line with this, Searle (1979:36) says that, in directives, politeness is the chief motivation for indirectness. Furthermore, in relation to politeness, Lakoff (1975:72) gives examples,

1. It is cold in here
2. a. Why didn’t you close the window?
   b. Borrow me your sweater
   c. Let’s go into another room!
   d. You are going to make me catch in cold

The sense of politeness is felt more polite in utterance (1) than in utterances (2a), (2b), (2c), and (2d) although pragmatically, they are similar.

Hence, politeness is important in its relation to directive utterance. Beside, this kind of utterance is one of language used which is often found in daily communication. In accordance with this, Gunarwan says in Purwo (1992:267), “Sopantsantunbahasamenda patempat yang layakuntukdikaji, terutamajikakitasadaribahw akomunikasisehari-hariselaluberkerisarpadanos kesopananitu.” (the politeness of language takes a proper place to be discussed if we aware that daily communication is always concerned with the politeness notion).

Method and Research

There are some differentiate the writer using that is as following:

This research applied descriptive method. In this research, the writer uses analyzing the data based on related theories for collecting data. In analyzing the data, the writer will treat the sentences in quotation mark as utterances.
**Result and Discussion**

After discussing about directive utterances and theories, which are related to politeness, the writer analyzes directive utterances in novel Pride and Prejudice.

In analyzing the data, the writer will use the theory of politeness as proposed by Leech (1983). He proposes six maxims which are called as Politeness Principles. This principles cover the way of producing polite illocutionary. From the six maxims, there are two maxims that are related to the way of producing polite directive. The two maxims are tact maxim and generosity maxim and the writer will analyze the data based on them related to the context.

**Tact Maxim**

The first data is taken from conversation between Mr. Bingley and Mr. Darcy. The directive utterance (U.001) in this data is a request that is addressed by Mr. Bingley to Mr. Darcy.

U.001 Mr. Bingley:
“Come Darcy, I must have you dance. I hate to see you standing by yourself in this stupid manner. You had much better dance”.

U.002 Mr. Darcy:
“I certainly shall not. You know how I detest it. Unless I am particularly acquainted with my partner. At such an assembly as this, it would be insupportable”.

The conversation takes place in a ball which is held by Mr. Bingley. Mr. Darcy is one of his guest in this party. As the host, Mr. Bingley want to serve his guests friendly so that they will enjoy the party. Therefore, when he finds Mr. Darcy standing alone and having no partner to dance, he suggests him to have a dance. In conveying his request to Mr. Darcy, he obeys tact maxim, in which the proposed action in the utterance. U.001 implies beneficial for Mr. Darcy as the listener. He implies benefit to his listener by showing his attention and respect to Mr. Darcy by uttering. “Come Darcy, I must have you dance”. It is one way of being polite to ask someone to do an action.

Talking about indirectness, the utterance in U.001 is less indirectness so it sounds like a command. Theoritically, it is quite rude as adirective utterance to ask someone to do something. But, the answer given by Mr. Darcy in U.002 shows that utterance does not irritate him because he gives a normal respond toward the request. We interpret that Mr. Bingley conveys his request directly to Mr. Darcy, since they are closed. The call of name ‘Darcy’ in this utterance is
adequate to point that they are closed with each other. Thus, indirectness is not necessary in producing a polite directive utterance in such context because there is no distance between speaker and listener. Instead, indirect utterance would seem as an awkward utterance.

The following data is taken from conversation between husband and wife, Mr. Bennet and Mrs. Bennet the directive utterance in this data ia a command that is addressed by Mr. Bennet to his wife.

U. 008 Mr. Bennet:
“‘I Hope my dear, that you have ordered a good dinner today because I have reason to expect an addition to our family party’”.

U. 009 Mrs. Bennet:
“Who do you mean my dear? I know nobody that is coming. I am sure, unless Carlotta Lucas should happen to call in and I hope my dinners are good enough for her”.

In this conversation, Mr. Bennet asks his wife, Mrs. Bennet to prepare a good dinner for his guest. Although it is in informal context, he conveys his command formally, by uttering “I hope my dear, that you have ordered a good dinner today...”. In this utterance, Mr. Bennet tries to choose polite words to ask his wife to do the proposed action. He obeys tact maxim by minimizing cost to his wife as listener. In which he refines his utterance so that it sounds like a request. In addition, the words “I hope” in the utterance is sufficient to minimize cost to listener because it gives option to her to do the action or not. The answer given by Mrs. Bennet shows the effect of this optionality.

Furthermore, to be more polite, Mr. Bennet conveys his goal to ask the listener to do the proposed action indirectly. The indirectness of this directive utterance dismisses its force toward listener. So, Mrs. Bennet would not be irritated by the utterance.

The data in this analysis is a request, that is addressed by Miss. Caroline Bingley to her brother in law, Mr. Hurst.

U. 001 Miss Bingley:
“Do let us have a little music. Louisa, you will not mind my waking Mr. Hurst?”

After their dinner at Mr. Bingley’s house, Mr. Bingley, Miss. Caroline Bingley, Elizabeth, Louisa and her husband, Mr. Hurst, are sitting at living room and chatting away. When the chatting bored Miss. Caroline, she suggests everybody to listen to music. Then, she asks Mr. Hurst to play piano but for being polite, she does not addressed the request directly to Mr. Hurst. She conveys the utterance formally and in the form of question, by uttering “Louisa, you will not mind my waking Mr. Hurst?”, she directs this utterance to his
wife Louisa in order to avoid being impudent toward her brother in law, so she minimizes cost to the listener. It means that her utterance obeys tact maxim. In addition, by uttering her request in the form of a question or indirectly, it will refine its utterance and dismiss forcing toward the proposed utterance. In the sense that it increases the politeness.

The directive utterance in this data is a request which is addressed by Mr. Collins to his cousin Elizabeth.

U. 011 Mr. Collins:
“I am by no means of opinion, I assure you, that a ball of his kind, given by a young man of character, to respectable people, can have any devil tendency and I am so far from objecting to dancing myself, that I shall hope to be honored with the hands of all my fair cousins in the course of the evening, and I take this opportunity of soliciting yours, Miss. Elizabeth, for the two first dance especially…”

This utterance obeys tact maxim in order to be polite in asking the listener to do the intended action. In which, Mr. Collins as speaker maximizes benefit to Elizabeth, in maximizing benefit to his listener, Mr. Collins tries to show his expectation of her willingness to accept his request. He expresses this through the words “I take this opportunity of soliciting your, Miss Eliza”.

In utterance U.011, Mr. Collins also conveys his goal indirectly. The indirectness in this utterance increases the sense of being polite since it dismisses its force. Thus, the request will not impose the listener to accept the proposed action.

The following data is taken from the conversation between Mr. Collins and Mrs. Bennett. The directive utterance in U.012 is a request which is addressed by Mr. Collins to Miss. Bennett.

U. 012 Mr. Collins:
May I hope Madam, for your interest with your fair daughter Elizabeth when I solicit for the honour of a private audience with her in the course of this morning?”

U. 013 Mrs. Bennett:
Oh dear! Yes, certainly. I am sure she can have no objection.”
In this conversation, Mr. Collins tells to Mrs. Bennet that he wants to have a private conversation with her daughter, Elizabeth. Therefore, he asks Mrs. Bennet to allow him to do it. He conveys his request formally and indirectly, by uttering “May I hope madam, for interest with your fair daughter, Elizabeth, when I solicit for the honour of a private audience with her...”. This utterance obeys tact maxim by implying Mr. Collins to Mrs. Bennet as Eliza’s mother. To imply benefit to listener, Mr. Collins expresses in this utterance that Mrs. Bennet’s permission is very important for him to have a private conversation with her daughter. Beside, indirectness in conveying his goal makes this utterance more polite. In the sense, it dismisses forcing in the proposed action. So that, it will not impose the listener to accept this action.

**Generosity Maxim**

The data in this analysis is taken from an invitation letter which is addressed to Jane by Miss. Caroline Bingley.

U.003 Miss. Caroline Bingley

：“My dear friend, if you are not so compassionate as to dire today with Louisa and me, we shall be in danger of heating each other...”. In this utterance, Caroline obeys generosity maxim to produce a polite directive. In which she maximizes cost to herself by showing her modesty. She conveys the invitation as if it were to send to someone who was in the same level with her, whereas. Jane is in lower level than her. It means the words, “my dear friend”, in the utterance is sufficient to show it. These words give an impression that they are friend, although they are not closed with each other.

In addition, indirectness in conveying her invitation increases the politeness of the utterance since it dismisses the imposition to accept the proposed action. Contextually, the reason for choosing a polite directive utterance in this invitation is due to Jane’s special relationship with her brother Mr. Bingley. So, politeness in this utterance is aimed not only to

Miss. Caroline Bingley invites Jane, her brother’s girl friend to have a dinner with her and her sister, Louisa. The invitation is sent via a letter. She conveys her invitation in formal language and in indirective, by uttering, “My dear friend, if you are not so compassionate as to dire today with Louisa and me, we shall be in danger of heating each other...”. In this utterance, Caroline obeys generosity maxim to produce a polite directive. In which she maximizes cost to herself by showing her modesty. She conveys the invitation as if it were to send to someone who was in the same level with her, whereas. Jane is in lower level than her. It means the words, “my dear friend”, in the utterance is sufficient to show it. These words give an impression that they are friend, although they are not closed with each other.

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The data in this analysis is taken from Mrs. Bennet’s utterance. The directive utterance in this data is a warning which is addressed by Mrs. Bennett to her daughter Elizabeth.

U. 004 Elizabeth : “That is as it happens. It does not necessarily follow that a deep, intricate character is more or less estimable than such a one as yours”.

U. 005 Mrs. Bennet : “Lizzy remember where you are, and do not run on in the wild manner that you are suffered to do at home”.

In their visit to Mr. Bingley’s house, Mrs. Bennet and her daughter, Elizabeth have a dinner with Mr. Bingley. In this chance, Elizabeth has a discussion with him. In this discussion she expresses her opinion to Mr. Bingley, as if she were talking with someone in the same position with her. Therefore, her mother warns her to change her attitude. She consider that Elizabeth is too impudent toward Mr. Bingley. However, Mr. Bingley is a honorable man, so they should act politely. She warns her daughter by uttering, “Lizzy remember where you are, and do not run on in the wild manner that you are suffered to do at home”. This utterance obeys generosity maxim by maximizing cost to Mrs. Bennet herself and also to her daughter. In this case, both of them is in the position as self and the words, “The wild manner that you are suffered at home”, brake their reputation as the part of bennet’s family.

Furthermore, the formality and indirectness refine the utterance, so that is sounds more polite. Contextually, Mrs. Bennet uses a polite word in warning her daughter on account of the utterance of Mr. Bingley around them. In the sense that, politeness in the utterance is addressed to Mr. Bingley, as the third party.

The data in this analysis is a request. It is addressed by Mr. Darcy to Elizabeth and Miss. Caroline Bingley.

U. 006 Mr. Darcy : “If you and Miss. Bennet will defer yours till I am out of the room. I shall be very thankful, and then you may say whatever you like of me”.

U. 007 Elizabeth : “What you ask, is no sacrifice on my side, and Mr. Darcy much better finish his letter”.

When Mr. Darcy is writing a letter for her sister in Bingley’s library, Charoline and Elizabeth have a chat there. They talk about everything and also about Mr.
Darcy. In this chat, they are too noisy to disturb Mr. Darcy. Therefore, he asks the girls to stop their chat until he finishes his letter. He conveys his request formally and in indirect utterance, by uttering, “If you and Miss. Bennet will defer yours till I am out of the room, I shall be very thankful”. This utterance obeys generosity maxim because the speaker implies cost to himself by putting himself in the lower position, as if this utterance were a pleading. The indirectness in expressing his goal decreases imposition in this request, so that is does not irritate the listener.

The data in this analysis is an invitation. It is addressed by Charlotte Lucas to her friend, Elizabeth.

U. 018 Charlotte :
“...My father and Maria are to come to me in March, and I hope you will consent to be of the party. Indeed, Eliza, you will be as well come to me as either of them”.

Charlotte invites her friend, Elizabeth to come in her wedding party which will take place at hunsford. She conveys her invitation in formal language although it is directed to her closed friend. Beside being polite, she also uses an indirect directive utterance by uttering, “Indeed, Eliza, you will be as well come to me as either of them”. In order to be polite in this utterance, Charlotte obeys Politeness Principle, Generosity Maxim, since it implies cost to herself by expressing that she is really in hope for her friend’s coming. Whereas, as a closed friend there is no distance between them, so she does not need indirectness to convey her invitation. But the matter as explained in the discussion of data analysis 7 causes a distance between them, therefore it influences her invitation words.

The directive utterance in this analysis is a request which is addressed by Mr. Darcy to Elizabeth.

U. 020 Mr. Darcy : you must therefore, pardon the freedom with which I demand your attention, your feeling. I know I bestow it unwillingly, but I demand it of your justice”.

Mr. Darcy is aristocrat who falls in love with Elizabeth. Unfortunately, Eliza does not like him because she knows more about his bad characters that he is a proud man. Therefore, Eliza always avoids meeting him. On the contrary, Mr. Darcy always tries to do everything to get attention from Eliza. Therefore, when he is aware of his fault, he is aware of his fault, he asks her to forgive him. Her request conveys formally and directly, by uttering, “...you must therefore, pardon the freedom with which I demand your attention”. In
which he obeys Generosity maxim because in this utterance. For being polite, he puts himself in the lower position in his utterance by conveying his goal indirectly. The indirectness in this utterance dismisses the impression of being forced, and as a result, this utterance would not irritate the listener.

The data in this analysis is a request. It is addressed by Lady Chaterine to Elizabeth.

U.021 Lady Chaterine: “Why at that rate, you will have been here only six weeks. I expected you to stay two months. I told Mrs. Collins so before you came. There can be no occasion for you going so soon. Mrs. Bennet could certainly spare you for another fortnight.”

U.022 Elizabeth: “But my father cannot. He wrote last week to hurry me return”.

After six weeks at Hunsford for visiting Charlotte, Elizabeth gets a letter from her father to return home. But, Lady Chaterine, Charlotte’s neighbor and the honorable woman at Hunsford, asks her to stay longer. Lady Chaterine conveys her request in formal language and in indirect directive utterance by uttering, “I expected you to stay two months”. The utterance obeys Politeness Principle, Generosity maxim, here, the utterance maximizes cost to Lady Chaterine, by showing her modesty to Elizabeth. In the sense that the utterance puts Lady Chaterine in a lower position, as if she were in the same level with Elizabeth. Then, indirectness in conveying her goal in her utterance increases its politeness since it dismisses imposition in the utterance. Instead, it gives option toward the listener to accept the proposed action or refuse it. The directive utterance in this data is a suggestion which is addressed by Lady Chaterine to Mrs. Collins.

U.023 Lady Chaterine: “Mrs. Collins you must send a servant with them you know I always speak my mind, and I can not bear the idea of two young women traveling post by themselves ....... you must send John with the young ladies, Mrs. Collins”.

The directive utterance in U.007 is a suggestion from Lady Chaterine for Miss. Collins in order to suggest that she send a servant to accompany Elizabeth and Maria in their journey to Hertfordshire. Lady Chaterine conveys her suggestion in formal language but in direct utterance, by saying, "Mrs. Collins you must send a servant with them ..... you must send John with the young ladies". This utterance sounds like a command because it is less indirect. It sounds as if the speaker were to force her listener. We interprets that a speaker who is in authority over the listener does not take indirectness into
account to considered as being polite since it obeys Generosity Maxim by maximizing cost to the speaker. Here, Lady Chaterine gives her attention to Miss. Collin’s guests although she is higher position.

The data in this analysis is a request which is addressed to Elizabeth and Jane by Mrs. Hill

U.026 Mrs. Hill: “I beg you pardon for interrupting you but I was in hope you might have so good news from town, so I took the liberty of coming to ask”.

U.027 Elizabeth: “What do you mean, Hill? We have heard nothing from town”.

Mrs. Hill the house keeper of Bennet’s family comes to her masters, Elizabeth and Jane who are talking their sister, Lydia, in shruberry behind the house. She interrupts their conversation to ask them to come to hear the news about Lydia. To convey her goal, Mrs. Hill uses very formal words and in indirect directive utterance by uttering, “I beg you pardon, madam, for interrupting you but I was in hope you might have so good news from town”. For being polite, it is obvious that this utterance obeys generosity Maxim. In this utterance, speaker implies cost to herself as if the proposed action were for her benefit. As the result, it sounds as a pleading. Furthermore, indirectness in this utterance decreases the politeness of its utterance. So, this utterance would not show any impression of being forced. In context, it that indirectness is influenced so much by the distance between speaker and listener. If we compare to the other data, it is the most indirect utterance in this analysis.

The directive utterance in this data is a request which is addressed by Jane to Elizabeth

U.027 Jane: “Oh, Papa, What news? Have you heard from My Uncle?” Yes I have had a letter from him by express

U.028 Elizabeth: “Well, and what news does it bring good or bad? What is there of good to be expected?” said He, talking the letter from His pocket “But perhaps you would like to read it.”

When Jane heard news from his uncle that Charoline and Elizabeth. They talk about letter and also about Elizabeth. In this situation, they are too curious to asking Elizabeth to think independent. Therefore, when her friend have a letter from uncle, his request formally and Elizabeth taking the letter from his pocket Elizabeth perhaps to her friend Jane. She would like to read it. In the sense that it increases the politeness. Indirect utterance by uttering: “What news does it bring good or bad”? This utterance obeys Generosity maxim
because the speaker Implies cost to himself by putting himself in lower position, as if this utterance were pleading. The indirectness in expressing his goal decreases imposition in this request, so that it does not irritate the listeners. The directive utterance in this data is news which is addressed by Jane

U.27 Elizabeth: “Oh! My dear father.” She cried come back and write Immediately consider how important every moment is in such a case

U.028: “Let me write for you dislike the trouble yourself”. I dislike it very much. He replied, but it must be done”.

After their talking about letter with his father. Elizabeth and Jane remember that how important every moment is in such a case. Jane suggest to his Father. I dislike it very much. He replied, but it must be done. She conveys the utterance formally and in the form of Sentence. By uttering “Let me write for you, if you dislike the trouble yourself”. She directs this utterance to his Father, so she minimizes cost to her listener. It means that her utterance obeys Generosity Maxim. In addition uttering her request in the form of a question or indirectly, it will refine it is utterance and dismiss forcing toward proposed utterance. In the sense that it increases the politeness.

The data in this analysis is a Suggestion which is addressed to Elizabeth and Jane


U.032 Elizabeth: “That is very true, Though it had not occurred to be discharged, and something still to remain! Oh! It must be my Uncle’s doing! Generous, good man I am afraid he has distressed Himself sum could not do all this”.

In this conversation Jane tells to Elizabeth that her uncle cried and Jane try to asking again “What do you mean Sir?”. She conveys his request formally and indirectly, by uttering: “That is very true, ” though it had not occurred to be discharged, and something still to remain! Oh! It must be my Uncle’s doings!”. This utterance obeys Tact Maxim by implying benefit Elizabeth as Elizabeth mother. To imply benefit to Listener Elizabeth expresses in this utterance that Jane permission is very important for Him to have a good conversation with Her Uncle. Beside, Indirectness in conveying his goal makes this utterance more polite. In the sense, it dismisses forcing in the proposed actions that, it will not impose the Listener to accept this action.
The data in this analysis is a request which is addressed to Elizabeth and Mr. Gardiner.

U.33 Elizabeth: We shall exactly know what Mr. Gardiner has done for them.

U.34 Mr. Gardiner: “The kindness of my uncle and aunt can never be requited for their taking her home, and affording her their personal protection and countenance, is such a sacrifice to her advantage as years of gratitude cannot acknowledge enough.”

Mr. Gardiner acknowledged to his friend that protection and countenance is not enough for a sacrifice. There is no reason to think he is working alone. She nodded with emphasis. The kindness of my uncle and aunt can never be requited for their taking her home. Moreover, he knows that his uncle accept Mr. Gardiner to be their protection. They consider that he is not gratitude to be good person. Elizabeth conveys her advice in formal Language and obeys Tact Maxim, by uttering “We shall exactly know what Mr. Gardiner has done for them.” The utterance obviously implies benefit of Mr. Gardiner. Furthermore, Elizabeth increases the politeness of her utterance by conveying her goal indirectly. Indirectness in the utterance decreases its force. Thus, the utterance developed to account for conversational interactions.

The directive utterance in this data is a request which is addressed by Elizabeth to Jane.

U.35 Elizabeth: as neither you, nor I, nor anybody can ever forget. It’s useless to talk of it.” It now occurred to the Girks that their Mother was in all likelihood.

U.36 Jane: Mrs. Bennet could hardly contain herself. As soon as Jane had read Mr. Gardiner’s hope of Lydia’s being soon married, her joy burst forth, and every following sentence added its exuberance.

Elizabeth and Jane talk about likehood who will happen they get news from Mr. Gardiner’s that Lydia’s being soon married. Therefore, they decide to return sooner but they cannot tell it to Mrs. Bennet because she is not always seemed joy at the moment. Elizabeth ask Jane to tell her about Lydia’s about her married. She also asks her to Mrs. Bennet with the real reason. She conveys her request in formal words and in direct directive utterance by uttering: “as neither you, nor I, nor anybody can ever forget.” As being indicated the utterance, if disobeys Generosity Maxim because the proposed action obviously minimize cost to Mrs. Bennet, because it is necessary to differentiate for Mrs. Bennet to conceal the real reason of their conversation. Moreover, Mr. Gardiner conveys his request directly
and no option toward her Listener as if he were force is he to do the action in other hand, it is not clear to what extent a conversational principle.

The data in this analysis is a kindness which is addressed to Mr. Wicham and Mrs. Bennet

U.37 Mr. Wicham: “Lizzy, My Dear, run down to your father, and ask him how much he will give her. Stay, stay, I will go myself. Ring the bell, Kitty for Hill”.

U.38 Mrs. Gardiner: “In a great measure to his kindness. We are persuaded that He has pledged himself to assist Mr. Wicham with money”.

Mr. Wicham asking the Lizzy, His Father to run down at the Hill. Where Lizzy live. The kindness come from Mrs. Gardiner. She conveys her kindness in formal Language and in indirect directive, by uttering: Lizzy, My dear, run down to your Father, and ask him how much he will give her. Stay, stay, I will go myself. Ring the bell, Kitty for Hill”. In this utterance, Mr. Wicham obeys Generosity Maxim to fulfill a polite directive. In which she maximizes cost to herself by showing her behavior. She conveys the kindness as if it were to designed or not designed to maxims. Where Mrs. Gardiner in different societies may interpret the maxims differently. It means that for being polite Mr. Wicham puts Himself on lower position. The words”Lizzy, my dear, run down to your Father, and ask Him how much He will give her. Stay, stay, I will go my self. Thus one way of approaching a text, and suggest element in it which can be considered in their light, with useful result. In place of these theories suggest that for observe with interest a polite directive utterance in this Kindness is we can not know to change maxim of relationship with Mrs. Gardiner. We can be absolutely certain that politeness understanding will differ of interpersonal reasons Mr. Wicham, but also to Mrs. Gardiner as the assist Mr. Wicham.

The directive utterance in this data is a good news which is addressed by Lydia to Mr. Bennet.

U.39 Lydia: “He was seriously concerned that a cause of so little advantage to any one should be for warded at the sole Expense of His Brother-in-Law”.

U.40 Mr. Bennet: The good news quickly spread through the house and with proportionate speed through the neighbourhood.

During Lydia concerned, Mr. Bennet and His Brother in-Law, Have a neighbourhood. In this case, Mr. Bennet has a talking with Him. In this talking He expression he opinion to His Brother in-Law, as if He were talking with someone.

Conclusions
Having analyzed the politeness in directive utterances in novel Pride and Prejudice, the writer draws some conclusions, as follows:

1. Speakers should take politeness into account when they ask listener to do something, in order to avoid the feeling being imposed and irritating the listener. To produce polite directives utterances, Speaker always obey cost benefit scale in TaxtMaxin and Generosity Maxim

2. To make a polite utterance, speakers need to refine the utterance to avoid an abrupt utterance which insists the listener. They do it in some ways, for instance, they express a command in the form of request or use a question form to ask listener to do a favor

3. In the analysis of data, it can be seen that indirectness scale is the dominant element in producing polite directive utterances. The degree of politeness is increased also by the optionality scale. However, both of these scale are different in directive utterances because of different contexts, for example, speaker uses a more indirect and formal utterance for a respected listener and tend to use a direct utterance for a closed friend. In other words, the higher the position of listener than speaker, the more indirect the utterance and greater optionality given to listener.

4. The analysis of data is also shown in certain situation, speakers might disobey the two maxims of politeness although the listener are in higher position than them.

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