Chapter II  

Theoretical Review

In conducting the research, some theories which relate to the topic research is needed for supporting the analysis of data. Therefore, this chapter presents about the concepts of seven elements of illocutionary force, motivational utterances, motivation video and video as text.

Motivational Expression in Utterance.

Language as a communication tool use to inform human messages or intention in every day. Utterance is a part of oral language; conversation is occurring among in human activities, either a person or group of people conduct in utterance. A speaker start to say something and the hearer may produce such as responses or cues. Motivational utterance as constituent part in this research described base on separate theories. The researcher attempts to simplify the understanding of some theories thereof by paraphrasing and simple explanation. There are few theories underlying this research.

In this case, Savas (1994, p. 238) noted that for lexicological motivation, contrast ‘claim’ and its imperative and indicative ‘demand’ and ‘assertion’ with things like ‘suggestion’, bland ‘statement’, ‘advice’, ‘request’, ‘plea’, ‘invitation’, etc. Meanwhile, Zoltan (2005, p.102) also state that a motivational speech act seems even required, without which the hearer would have insufficient information to comply with the request. In other words, the first speech act so to say functions as a condition for appropriately or effectively carrying out a next speech act.
Based on those theories above researcher may attach at least of opinion that context of motivation in utterances occur appropriately by condition that obtained before. Therefore the utterance that speaker said depended event or its mind previously.

By some explanation above differ with Howard (1993, p.94) he revealed that while individuals with preserved syntactic and semantic capacities may, because of injury to their non-dominant hemispheres, exhibit gross abnormalities in communicating their intentions and in understanding the intentions and motivations of other.

Researcher compares all theories above that still lack of explicitly, due this research has approaching to illocutionary force. Therefore, researches put some theories that support all theories above there is illocutionary force.

**The Seven Element of Illocutionary Force**

In this case, Searle (1985, p.13-20) also more argued for each of illocutionary force determine what conditions that type speech act is both successful and nondefective. In this section, present the seven components, which will make clear how to determine the conditions of successful and nondefective performance of illocutions. As follows:

a. **Illocutionary point**

   The point of statements and descriptions is to tell people how things are. Illocutionary point is internal to the type of illocutionary act. In its states, researcher has value that speaker uttering something that he feels which illocutionary point be.
b. **Degree of strength of the illocutionary point**

   The speaker uses a position of power or authority that he has over the hearer. There are different sources of different degrees of strength. For example, both pleading and ordering are stronger than requesting, but the greater strength of pleading derives from the intensity, while the greater strength of ordering derives from the fact. Occurring on the video, which one motivator that has a power or authority to launch many utterances. The speaker utters to hearer with spirit, due stand on its position as motivator. In other wise, this is must to be support by event of speech perform, context of utterance depending by situation. Yule (1996, p. 57.) stated a speech event is an activity in which participants interact via language and some convetional way to arrive at some outcome.

c. **Mode of achievement**

   A person who makes a statement in his capacity as a witness is what makes his utterance count as testimony. In this case, the speaker testifies that he had been through many experiences.

d. **Propositional content conditions**

   Speaker makes a promise; the content of the promise must be that the speaker will perform some future of action.

e. **Sincerity conditions**

   One makes a statement one expresses a belief, makes a promise one expresses an intention, makes a command one expresses a desire or want.
f. Degree of strength of the sincerity conditions

Illocutionary force requires that the psychological state be expresses with degree strength. For instance, the speaker who makes a request expresses the stronger desire.

g. Preparatory conditions

A speaker must satisfy the preparatory condition of being in a position of authority before he can nondefectively issue an utterance with the mode of achievement of a command. The speaker makes the utterance invoking his authority.

In illocutionary force study as introduced by John Searle and Daniel Vanderveken, people do speech act involving intention strength and power speech that changed situation or circumstance. Searle and Vanderveken (1985, p.22) revealed that (p.22): (1) The point of his utterance is to get do an act (illocutionary point), (2) He expresses the proposition that the hearer will perform a future act (propositional content condition), (3) He presupposes both that he is in a position of authority over the hearer with regard to illocutionary condition and the hearer is able to do that, (4) He expresses and actually has a desire that the hearer do (sincerity condition) with a medium degree of strength (degree of strength)

Related to illocutionary force john Searle(2007, p.1), there is grouped into two interconnected parts, “from mind to meaning” and from meaning to force, he said illocutionary force it be integrated within meaning and mind form part of the general account of intentionality. Sadock (1974, p.10) explained that the illocutionary force of an utterance is always interpreted as having been intended. For this reason, it is ordinarily impossible to deny that it was one’s intention to perform an illocutionary act that one has performed.
Meanwhile Zoltan (2005, p.386) defined that the illocutionary force of the utterance is sub-sentential speaker intends the hearer to do all of this; and said speaker's intentions play a key role in determining both the content. Thus, it is that the utterance can be an assertion of a complete proposition, even though the word or phrase uttered and recovered does not itself encode a proposition, even relative to a context. In short, on this approach, pragmatics fills the major gap between («) linguistically encoded content and (fe) what is conveyed by the speaker.

These above arguments that linguist explained, and it sums that illocutionary force need some conditions or components. Power of speech capable influence the other through utterance when speaker tell something to the hearer. In this case at least researcher may add more opinion that motivational utterances is occur when a speaker uttering words which influences the hearer and give a sign such as smile, glum, cry etc.

Motivation Video “No Legs, No Arms, No Worry” by Nick Vujicic

a. Motivation

Motivation is movement from oneself to derive proper aim in live. According to Miner (2005, p.50), which power motivation is the essential ingredient for understanding and predicting managerial success, although such power needs must be couched in an appropriate motivational context to yield the desired results. He clarifies there are four stages the power of motivation, namely: Stage I, power motivation involves seeking to derive strength from others. Stage II, the source of strength shifts to the self, and a feeling of power is derived from being one self and “doing one’s own thing.” Stage III, power motivation does involve impact on other
people, including dominating them and winning out over them in competitive endeavor. Also included at this stage is the satisfaction of power needs through helping behavior, which clearly establishes the weaker status of the person, helped. 

Stage IV, the self-moves into the background, and a feeling of power is derived from influencing others for the sake of some greater good, such as corporate success.

b. Motivational Process

Miner (2005, p.377) noted that motivational processes have been proposed as acting to propel transformational behavior, and several have been shown to actually operate, and these motivational effects

1. People are not only pragmatic and goal-oriented but also self-expressive.
2. People are motivated to maintain and enhance their self-esteem and self-worth.
3. People are motivated to retain and increase their sense of self-consistency.
4. Self-concepts are composed at least partially of identities that include values and links to society.
5. People may be motivated by faith, which is not the same as expectancies

Video as Text

As argued by Charles Poynton (2005, p.76) that video involves much more than just pushing bits, but achieving the best possible image quality, accurate color, and smooth motion requires understanding many aspects of image acquisition, coding, processing, and display that are outside the usual realm of computer graphics.

At citation at [www.infocrack.org/sign/p_413](http://www.infocrack.org/sign/p_413), video is Refers to recording, manipulating, and displaying moving images, especially in a format that can be presented on a television, refers to displaying images and text on a computer monitor,
the video adapter, for example, and is responsible for sending signals to the display device. A recording produced with a video recorder (camcorder) or some other device that captures full motion.

In William and Brown (2009, p.114.) appended that entails writing down ‘what is said’, i.e. to write the words that were uttered in an interview, or to outline the actions that occurred in a video observation, data can be collecting from instant video or audio devices other materials, such as documents or photographs, can be easily used in the interview as a resource to aid discussion

In the research that relied the text of video as data of this research, text such as transcript trough filtered thoroughly by watching video. William and Brown (2009, p.111) revealed An important role for transcripts is as a resource to help researchers to find their way around their data, As guides to data, transcripts can of course save researchers a lot of time as re-playing recordings of interviews or videos of observation can be a lengthy process; reading is often faster than listening or watching.