CHAPTER III

METHODOLOGY OF RESEARCH

3.1 Research Design

This study use descriptive qualitative, descriptive method is a method of research which provides information about an object clearly by illustrating it. (Arikunto, 2009:234). It also a kind of research method using technique of searching, collecting, classifying, and interpreting the data, then, drawing the conclusion.

3.2 Source of the data

Source of the data in this study is Othello (a film adapted from William Shakespeare’ Play). The data in this study are dialogs or conversations containing politeness strategies/six numbers of maxims are produced by all characters in Othello

3.3 Approach

The approach that is used in this study is a pragmatic approach, Fraser in Shuy: 1997) stated that:

“The pragmatic approach attempt to meet the types of objectives raised for the performative and prescriptive approach, central to this approach in accounting for the relationship between a sentence and its potential use is the assumption that utterance-force is a function of 1) the sentence-meaning (not part of it). 2) The identity of the speaker and
hearer, and 3) the shared knowledge of the world and that these factors are related to the utterance-force by principles of conversation.”

This study uses this approach because the politeness is one aspect of pragmatic analysis. In this case, this study focuses on the aspects of Politeness strategies in Othello. It means that by using the pragmatic approach the reader will understand the meaning of utterances in the literary work by enclose pragmatic context.

3.4 Technique of collecting the data

The data are carried out by watching film Othello. In collecting the data this study use documentary. To do this study, this study will use some step as follows:

1. Watching and replaying the film in English subtitle
2. Printing the subtitle.

3.5 Technique of analyzing the data

The data of this study analyzes descriptively. The procedure of descriptive method is divided by some steps. They are identifying the data, categorizing, classifying the data based on the politeness strategies or six numbers of maxims politeness by Leech, then interpreting the data.

1. Identifying, in this step, the data identifying based on the theory by Leech.
2. Categorizing and classifying the politeness strategies that had been found from watching activity. In this step the politeness strategies that had been found from Othello, classify into six numbers of maxims namely: tact
maxim, generosity maxim, approbation maxim, modesty maxim, agreement maxim, and sympathy maxim. This classification based on the theory that has been explained in chapter II.

3. Analyzing and Interpreting, the politeness strategies in *Othello*. This step means that give explanation to the politeness strategies that was classified to answer the problem statements. Pragmatic approach applying to understand the meaning of utterance in *Othello*. 
3.6 Operational Definitions

1. **Tact Maxim**: one of maxims politeness which is proposed by Leech. It is used to make utterances softly produced by speaker such as commanding, requesting, recommending ‘directive’ and ‘commissive’ vowing, promising and offering. This maxim makes hearer feel comfortable and not feel harmed.

2. **Generosity maxim**: also one of maxim politeness which is proposed by Leech. This maxim has a natural pair with the tact maxim which is also recognized illocutionary functions ‘directive’ and ‘commissive’. The different only at *cost* and *benefit*. The tact maxim to center with other, while the generosity maxim to center with self.

3. **Approbation maxim**: maxim politeness which is requiring the speaker to express feeling and to state an opinion politely to the hearer. This maxim recognized the illocutionary functions ‘expressive’ and ‘assertive’.

4. **Modesty maxim**: maxim politeness which is also proposed by Leech. The modesty maxim is a maxim that is makes the speaker not looks arrogant or conceited. This maxim has a natural pair with approbation maxim. Same like the two maxims before, this maxim to center with self while approbation maxim to center with other.

5. **Agreement maxim**: maxim of politeness which is recognized the illocutionary functions ‘expressive’ and ‘assertive’. This maxim politeness is requiring the speaker and hearer to reduce disagreement, and requiring the speaker and hearer to improve agreement.
6. *Sympathy maxim:* is a maxim of politeness which is also recognized the illocutionary functions ‘expressive’ and ‘assertive’. This maxim requiring the speaker to states a polite statement which is not harmed the hearer and to states a sympathy when someone or addressed had an accident or something like that.

7. *Strategy:* A method or plan chosen to bring about a desired future, such as achievement of a goal or solution to a problem.

8. *Sentence meaning and utterance meaning:* Sentence meaning is the meaning a sentence has by virtue of the words it contains and their grammatical arrangement, and which is not dependent on context. While utterance meaning is the meaning a sentence carries when it is used in a particular context, with referents assigned to all reffering expressions, and taking into account any conversational implicatures.