CHAPTER IV

THE RESULT OF STUDY AND DISCUSSION

This chapter is going to explain about the result of study and discussion. The source of data in this study is *Othello*. Further, the pragmatic approach applies to understand the meaning of utterances in literary work. Moreover, identifying the utterances that attach Politeness strategies based on the theory by Leech. Afterwards, classifying the data into six numbers of maxims politeness namely tact maxim, generosity maxim, approbation maxim, modesty maxim, agreement maxim, and sympathy maxim. Then, analyzing and interpreting the Politeness strategies that were classified to answer the Problem statements.

4.1 The description of study’s data

Based on the data, the findings show that there are 40 utterances were contained politeness aspects used in *Othello*. The politeness aspects includes 9 utterances of tact maxim, 5 utterances of generosity maxim, 4 utterances of approbation maxim, 14 utterances of modesty maxim, 5 utterances of agreement maxim, and 3 utterances of sympathy maxim. Then, analyze the utterances one by one based on the theory by Leech. The data are found in *Othello* as follows:
4.1.1 The Tact Maxim

The tact maxim (which is only applicable in illocutionary functions classified by Leech as ‘Impositive’, e.g. ordering, requesting, commanding, advising, recomending, etc., and ‘commisive’, e.g. promising, vowing, offering, etc.):

a. ‘Minimize cost to other;

b. [Maximize benefit to other’].

The data are found in Othello as follows:

1. Duke : “Welcome, gentle signor. We lacked your counsel and your help tonight”.

   Disc 1, (09:31-09:37)

**Context of utterance:** The Duke of Venice welcomes Brabantio and he requested him to give them counsel and help.

**Analysis:** “we lacked your counsel and your help tonight” basically, the utterance is command (impositive) from the Duke of Venice to a senator (Brabantio). But, indirectly softly he stated that, they need his counsel and help. It means that, the duke minimize cost to Brabantio and maximize benefit to Brabantio.

2. Othello: “By the world, I think my wife be honest and I think that she is not. I think that thou art just and that thou art not. I'll have some proof. Would I were satisfied”!

   Disc 2 (05:54-06:03)
Context of utterance: Othello was in his hesitation that his wife unfaithful or not. And he asked Iago to tell the truth about his wife.

Analysis: By the world is an illocutionary functions that is ‘commisive’. Othello vowed to express his hesitation and his unbelievable with Iago’s statement that his wife is dishonest and has a relationship with Cassio. Actually, he is commands Iago to give him a proof that his wife has been love Cassio by softly states his command that is Would I were satisfied! It means that he minimizes cost to other and minimizes benefit to self.

3. Othello : “By heaven, I saw my handkerchief in his hand”!

Context of utterance: This utterance is produced by Othello, the context are between Desdemona and Othello. They talk about handkerchief. Othello ever saw it in the hand of Cassio. Then, he asked Desdemona to explain it.

Analysis: based on the context and theory that have been read in the book by Leech (1983), the utterance classified into the tact maxim because Othello minimizes cost to other by saying a promise by heaven. He wants to make Desdemona sure then admit that the handkerchief which is he ever saw in Cassio’s hand, it was gave by Desdemona. Actually, he can say that you are liar to Desdemona but he is not. It because he still respect his wife.
4. Senator: “God by you! I have done. I had rather to adopt a child than get it. Come hither, Moor. I here do give thee that with all my heart which, but thou hast already with all my heart I would keep from thee”.

Context of utterance: Brabantio give up to accuse that Othello stolen his daughter. Then bless their relationship.

Analysis: Brabantio minimize cost to other and maximize benefit to other. In the real live that words are very difficult to understand, why we should have to maximize benefit to other? And, why we should minimize cost to other? What about our own cost? It is the reasons why I would like to discuss this utterance. In this case, Desdemona’s father is the person who harmed by his own daughter which is secretly has been married with Othello. But, when he listen his daughter’s explanation that she already married with Othello, Finally, he give up with his words I have done., and maximize benefit to other by saying I here do give thee that with all my heart which, but thou hast already with all my heart I would keep from thee.

5. Othello: “Good lago, My Desdemona must I leave to thee. Let thy wife attend on her, and bring them after in the best advantage”

Context of utterance: Othello commands Iago and his wife to attend to his wife.
Analysis: the utterance ‘Let thy wife attend on her’ is a command from Othello to Iago. Actually, he can say your wife must attend my wife. But, softly he said that Let thy wife attend on her. It means that, he maximizes benefit to hearer and he minimizes cost to hearer.

6. “Iago: Wine is a good familiar creature, if it be well used.

Exclaim no more against it. And, good Lieutenant, I think, you think I love you.”

Disc 1 (40:09-40:21)

Context of utterance: Cassio was in his repentance. It because of his mistakes that is drunk and fighting with Montano. Then, Iago gave him spirit and motivations.

Analysis: by the context above it can be said as tact maxim because Iago advised Cassio by saying Wine is a good familiar creature. Then he reduced the disappointment of Cassio with discourse maker I think, you think I love you to appeal to solidarity

7. Othello : “I do beseech you, send for the lady and let her speak of me before her father. If you do find me foul in her report the trust, the office I do hold of you, not only take away. But let your sentence even fall upon my life.”

Disc 1 (12:10-12:25)

Context of utterance: Othello produces this words when he was accused by Desdemona’s father that he stolen his daughter. He asks the Duke to fetch
Desdemona so that she can speak to her father that he was never stolen his daughter.

**Analysis:** As what that I have been explained in chapter II that the tact maxim centred to *other* while generosity maxim centred to *self*. Like in this utterance, Othello minimizes benefit to self by using attitudinal predicate *I do beseech you*, to appeal and to respect the Duke, In this case to let Desdemona speaks the truth. Moreover, he said that, “If you do find me foul in her report the trust, the office I do hold of you, *not only take away. But let your sentence even fall upon my life*”. The italic words means that he maximized cost to self. He agree to convict her own life by the duke if the Duke found that he stolen Brabantio’s daughter.

8. Iago: “I thought you'd received some wound. *There's more offense in that than in reputation. There are ways to recover the general again. You are but now cast in his mood a punishment more in policy than in malice. Sue to him again, and he's yours*”.

Disc 1(39:39-39:56)

**Context of utterance:** Cassio counseled by Iago because he made mistakes that is drunk and fighting with Montano then repent.

**Analysis:** Iago reduced the disappointment of Cassio by saying *I thought you'd received some wound. There's more offense in that than in reputation* to appeal to solidarity. Moreover, he was gave him motivation by stating *There are ways to recover the general again.*
You are but now cast in his mood a punishment more in policy than in malice. Sue to him again, and he's yours. On the other words, he maximises the benefit to Cassio that he can be Othello’s lieutenant again.

9. Othello: “Thou dost mean something. If thou dost love me, show me thy thought.“

Disc 1 (46:47-46:49)

Context of utterance: The conversation between Othello and Iago. He produced that utterance to oblige Iago to tell him something in his mind.

Analysis: He minimizes dispraise to other by saying If thou dost love me, Actually he can said that you must tell me what on your mind but indirectly he asked him.

4.1.2 The Generosity Maxim

The Generosity Maxim (which is only applicable in ‘impositive’ and ‘commissive’):

a. ‘Minimize benefit to self;

b. [b. Maximize cost to self’].

The data are found in Othello as follows:

1. Desdemona: “That I did love the Moor to live with him my downright violence and scorn of fortunes. May trumpet to the world. My heart is subdued even to the utmost pleasure of my lord. I saw Othello's visage in his mind.
And to his honors and his valiant parts did I my soul and fortunes consecrate. So that, dear lords, if I be left behind a moth of peace and he go to the war. The rites for which I love him are bereft me. And I a heavy interim shall support by his dear absence. *Let me go with him*.

Disc 1 (16:15-17:17)

**Context of utterance:** She offers to the Duke if she can follow Othello in his work.

**Analysis:** The offer (commisive) is presumed to be polite for two reasons: firstly, because it implies benefit to the hearer, and secondly, because it implies cost to the speaker. Based on the explanation above, the utterance which is produced by Desdemona is polite because the offer make appear that the offerer makes no sacrifice, so that it becomes polite for hearer to accept the offer.


   Cassio : Let me go, sir, or I'll knock you over the mazzard.

   Montano : *Come, come, you're drunk*”.

Disc 1(34:54-35:09)

**Context of utterance:** the conversation above Between Montano and Cassio. When Cassio was drank and made a disorder, Montano was arrived and advised to make him calm.

**Analysis:** He minimizes cost to self and maximizes benefit to self by *saying I pray you sir, hold your hand* when he attack Roderigo. Although Cassio said that Let me go, sir, or I'll knock you over the mazzard
but he still calm and softly said that *come, come, you're drunk*. In fact, Cassio was attack him.

3. Desdemona: “by heaven, you do me wrong”.

   Disc 2 (24:46-24:48)

   **Context of Utterance:** she was vowing to Othello that she never loved Cassio.

   **Analysis:** Vowing is one of illocutionary function that is commissive. In this conversation Desdemona was vowing that she does not has a relationship with Cassio, and never gave her handkerchief to Cassio to minimize benefit to self.

4. Desdemona: “If you say so, *I hope you will not kill me*”.

   Disc 2 (42:9-42:11)

   **Context of Utterance:** she beseechs Othello not to kill her.

   **Analysis:** request is one on illocutionary functions that is Impositive. When someone said that he or she want kill you, particularly he is your husband. What will you say? In this situation Desdemona still maximize cost to self by saying *I hope you will not kill me*. Actually, she can says some bad words to him but she did not do that. It means that she maximizes cost to self and minimizes benefit to self.

5. Othello: “That handkerchief which I gave thee, thou gave to Cassio.

   Desdemona: No. *By my life and soul!* Send for the man and ask him.
Othello: Sweet soul, take heed of perjury. Thou art on thy deathbed. “

Disc 2 (42:41-42:45)

Context of utterance: This conversation between Othello and Desdemona. She promises that she never gave her handkerchief to Cassio.

Analysis: Desdemona Minimize benefit to self softly by saying by my life and soul! She was promised for her life and soul. It means that, to assure that she never gave her handkerchief, she is ready to get a curse.

4.1.3 The Approbation Maxim

The Approbation Maxim (Which is only applicable in illocutionary functions classified by Leech as ‘expressive’, e.g. thanking, congratulating, pardoning, blaming, praising, condoling, etc., and ‘assertive’, e.g. stating, boasting, complaining, claiming, reporting, etc.):

a. ‘Minimize dispraise of other;’

b. [Maximize praise of other’].

The data are found in Othello as follows:

1. Iago: “For Cassio, I dare be sworn I think that he is honest.”

Disc 1(47:04-47:07)

Context of utterance: the conversation between Iago and Othello. They talked about Cassio.
Analysis: *I dare be sworn I think that he is honest* is a praised from Iago to Cassio. This is why I tell that approbation maxim is unflattery maxim because Iago not tell the truth about Cassio that he is honest from deep inside of his heart. He said that only for getting sympathy from Othello.


    Othello : I do believe it and ask your pardon”.

Disc 2 (54:17-54:23)

Context of utterance: Cassio knows that Othello was distrusting him that he had a relation with his wife and he tried to killing him. Then, Othello asked his pardon.

Analysis: This utterance means that, Cassio minimizes dispraise of other. Although, in this case Cassio is one of the victim of Evil Iago but Cassio still have a loyalty and states a polite statement that he never gave Othello caused because those all tragedy is Iago’s mistakes and it also only a misunderstanding between Othello and Cassio.

2. Lodovico : “Madam, good night. *I humbly thank your ladyship. Your honor is most welcome*”.

Disc 2 (31:08-3110)

Context of utterance: Lodovico say goodbye and he said thankful to Desdemona.

Analysis: thanking is of illocutionary function that is expressive. Lodovico said that utterance to respect Desdemona serving.

Desdemona: whatever shall become of Michael Cassio?
Cassio: He's never anything but your servant.
Desdemona: I know it.
Cassio: I thank you”.

Context of utterance: Cassio beseeches Desdemona to help him.

Analysis: ‘Unflattery maxim’ is the named that given by Leech (1983) to this maxim because many people praising someone only for getting attention, heart or money of someone. In this utterance Cassio was spoke with Desdemona to getting her attention in order words to found Othello’s attention. This is why I said that many people are dishonest when they praised someone but it deepend on the situation.

4.1.4 The Modesty Maxim

The Modesty Maxim (which is only applicable in expressive and assertive):

a. ‘Minimize praise of self;

b. [b. Maximize dispraise of self’].

The data are found in Othello as follows:

1. Duke: ‘“Tis certain, then, for Cyprus But who shall lead our business against the Turkish fleet?
Gratiano: *Othello. Another of his fathom we have none.*

Lodovico: *The fortitude of the place is best known to him."

Disc 1, (02:58-03:19)

**Context of utterance:** Cyprus needs someone to be their military high commander.

**Analysis:** The utterance which is produced by Gratiano is a praise. Praise is one of illocutionary function that is impositive. Gratiano belittles all of the people in company abilities in order to highlight Othello’s ability. And, the utterance which is produced by Lodovico to support Gratiano’s statement that Othello has a power to lead their armed forces to assault the Turkish fleet. It cause he knows the fortitude of that place. In other words, the purpose of that praised to choose Othello to become their military high commander.

2. Iago:” *Touch me not so near! I had rather cut this tongue* than it should do offense to Michael Cassio.”

Disc 1 (37:21-37:25)

**Context of utterance:** Othello asks him who is wrong in disorder which is happened in Cyprus. Does Cassio or Montano?

**Analysis:** he dispraised his own part body by saying *I had rather cut this tongue*. It means that Iago maximizes dispraise of self. In this case he blamed his own body in order to made Cassio knows that he loved him. But in the rear he informed to Othello that Cassio was
wrong only for became the person who had trustworthiness from Othello.

3. Cassio:” I would rather sue to be despised than to deceive so good a commander. With so slight, so drunken and so indiscreet an officer.”

Disc 1 (39:55-40:03)

Context of utterance: He produces this utterance to Iago when he lamented his mistakes.

Analysis: Cassio Maximizes dispraise of self by saying I would rather sue to be despised. He was dispraised himself than to deceive Othello. It caused by his loyalty to Othello he does not want to made Othello disappointed.

4. Senator: “Come hither, Moor. I here do give thee that with all my heart which, but thou hast already with all my heart I would keep from thee. I humbly beseech you, proceed with the affairs of state.”

Disc 1(15:24-15:57)

Context of utterance: the utterance above was produced by senator in the duke’s company, When a senator claims that Othello stolen his daughter. Then, he asks his daughter where most you owe obedience, Othello or him?

Analysis: When he knows the answer of his question, he produce this utterance that I here do give thee that with all my heart which, but thou hast already with all my heart I would keep from thee to minimize praise of self and maximize dispraise of self. Whereas, before this accident happen he hate the moor but now softly bless
her and him relationship. Brabantio also repeal his demand with modesty.

5. Cassio: “This I did fear, but thought he had no weapon. For he was great of heart.”

Disc 2(58:01-58:04)

Context of utterance: Cassio saw the tragedy in Othello’s room and he praised Othello’s prestige when he still life.

Analysis: based on the context, it could interpret that Cassio belittles his own abilities in other to highlight the power of Othello.

6. Othello: “Most potent, grave and reverend signors. My very noble and approved good masters. That I have taken away this old man's daughter. 'tis most true. True, I have married her. The very head and front of my offending hath this extent, no more. Rude am I in my speech and little blessed with the soft phrase of peace. For since these arms of mine had seven years' pith till now some nine moons wasted they have used their dearest action in the tented field. And little of this great world can I speak more than pertains to feats of broil and battle. Therefore, little shall I grace my cause in speaking of myself. Yet, by your gracious patience I will a round, unvarnished tale deliver of my whole course of love: What drugs, what charms what conjuration and what mighty magic. For such proceedings am I charged withal, I won his daughter.”

Disc 1(10:51-11:12)
Context of utterance: Othello defended his own self from Brabantio’s accusation in from of Duke and Company that he did not stolen, did not gave drugs, charm, or magic to Desdemona.

Analysis: the first italic sentence means that Othello maximizes praise of other to respect all the people in the Duke’s room. Then he maximizes dispraise of self. He dispraises his own abilities and explained that he never gave Desdemona magic of something like that.

7. Desdemona: “Believe me, I hate rather lose my purse full of crusadoes. And, but my noble moor is true of mind and made of such baseness as jealous creatures are.”

Disc 2 (08:18-08:35)

Context of utterance: She asked Emilia that where she placed her handkerchief because she lost it.

Analysis: in this utterance Desdemona dispraises herself that she had rather lose her purse full of crusadoes than lose her handkerchief.

8. Othello: “Her father loved me oft invited me, still questioned me the story of my life from year to year the battles, sieges, fortunes that I have passed. Even from my boyish days to the moment he bade me tell it. Where in I spoke of most disastrous chances of moving accidents by flood and field hair-breadth escapes in the imminent deadly breach. Of being taken by the insolent foe. And sold to slavery. And of the cannibals that each other eat. The Anthropophagi and men whose heads do grow beneath their shoulders. These
things to hear would Desdemona seriously incline. And with a greedy ear
devour up my discourse which I observing took once a pliant hour and found
means to draw from her a prayer of earnest heart which I would all my
pilgrimage dilate. *She gave me for my pains a world of sighs. She swore, in
faith, 'twas strange 'twas passing strange,'twas pitiful 'twas wondrous pitiful.*
*She loved me for the dangers I had passed.*”

Disc 1 (12:40-14:09)

**Context of Utterance:** Othello narrated his loves story why Desdemona loving
him in front of her father, Duke and all the people in the company.

**Analysis:** in this utterance Othello belittles his own abilities because of his
love to Desdemona. He also said that to make Brabantio certain
that Desdemona truly loved him and he already married with her.
But he produces that utterance softly without hurt Desdemona’s
father heart and without praises his own abilities that he was won
Desdemona’s Love.

9.  Iago: “O grace! *O heaven defend me! God buy you! Take mine office.* To be
direct and honest is not safe. I thank you for this profit. From hence, I'll love
no friend. Sith love breeds such offense!”

Disc 2 (05:26-05:43)

**Context of utterance:** Iago nearly killed by Othello because he told him that
Desdemona already unfaithful to him and Othello cannot found that Desdemona
has been betray him. Then, Iago defended his own self.
Analysis: he dispraises himself but its only hypocrisy. There are many utterances in *Othello* that were very hypocrisies which were produced by Iago. He played a game to make Othello jealous when handkerchief to be gone and the story end with a tragedy.

10. Iago: “*I should be wise for honesty’s a fool. And loses that it works for.*”

   Disc 2 (05:50-05-52)

**Context of utterance:** Iago showed his honesty to Othello. Of course, it is only hypocrisy.

**Analysis:** Iago always belittle himself only for getting Othello’s love.

11. Iago:” *I am a very villain else.*”

   Disc 2 (05:50-05-52)

**Context of utterance:** Iago dispraise her own self that he is villain.

**Analysis:** Iago belittle himself only for getting love from Othello. It means he maximize dispraise of self


   Disc 2 (23:08-23:11)

**Context of utterance:** Desdemona answered Othello’s Question to convince her loyalty.

**Analysis:** softly answer Othello questions. To convince her honesty and to make othello sure that she never gave him her handkerchief.

13. Emilia: “Hath she forsook so many noble matches. Her father, her country, her friends to be called her whore?

   Desdemona: *It is my wretched fortune*.“
Disc 2 (26:04-26:06)

**Context of Utterance:** the conversation among Desdemona, Iago and Emilia. Desdemona was crying because of her disappointment to Othello. She never betrayed Othello’s love but Othello called her worse but she did not want to blame him.

**Analysis:** by the context of utterance above, this utterance Ii can be said as the approbation maxim ‘minimize dispraise of hearer’. It can be seen by the utterance which is produced by Desdemona *it is my wretched fortune.* She does not blamed (‘Dispraise’ includes criticism, blame, belittlement, and so on) her husband although willingly she relinquish her father, her country, her friends but finally Othello called her worse because of his jealousy.

14. Lodovico : “Where is this rash and most unfortunate man?

Othello : That's he that was Othello. Here I am.”

Disc 2 (52:50-53:03)

**Context of utterance:** Lodovico seek Othello to show his dissapointment.

**Analysis:** The utterance above described a repentance of Othello because he trust Iago and he already kill her wife.

Disc 2 (52:58-53:03)
4.1.5 The Agreement Maxim

The Agreement Maxim (which is only applicable in expressive and assertive):

a. ‘Minimize disagreement between self and other;

b. [b. Maximize agreement between self and other’].

The data are found in Othello as follows:

1. Senator :” Come heither, gentle mistress.

   Do you perceive in all this company,
   Where most you owe obedience”?

Desdemona: “My noble father, to you I am boun for life and education.

My life and education both do learn me how to respect you.

You are lord of all my duty. I am hitherto your daughter. But

here’s my husband. And so much duty, As my mother showed to

you preferring you before her father, so much I challenge that I

may profess due to the moor. My lord”.

   Disc 1 (14:18-15:07)

Context of utterance: Desdemona explained to her father that she already

married with Othello.

Analysis: The italic words means that Desdemona minimize disagreement

with her father by praising him My noble father, to you I am boun
for life and education. My life and education both do learn me how to respect you. You are lord of all my duty. I am hitherto your daughter. It means that, she always respecting and always being his daughter but she should have to respect her husband. By the utterance which is produced by Desdemona I can concluded that if we want to make disagreement with other people, we should have to minimize it with utterances which has a remorse such in this conversation.

2. Iago: “Come, I have a stoop of wine and here without are a brace of Cyprus gallants that would have a measure to the health of black Othello.

Cassio: Not tonight, good Iago. I have very poor and unhappy brains for drinking. I could well wish courtesy would invent some other custom of entertainment.”

Disc 1 (29:58-30:06)

**Context of utterance:** Cassio did not accept an invitation of Iago to drunk with them.

**Analysis:** by the context above, we know that Cassio did not accept an invitation of Iago by giving him an excused (excuse is a part of Illocutionary function that is expressive) why he cannot drinking with him. In the first his utterance he also said that *not tonight*, it means that he minimizes disagreement with Iago. *not tonight* means that he gave him a chance to invite him to drunk together with them another time.
3. Cassio: “I have drunk a cup already and dare not task my weakness with anymore.”

Disc 1 (30:14-30:18)

**Context of utterance:** Cassio gave another reason why he cannot drank an alcohol with them.

**Analysis:** by the theory that has been read in the book of Leech (1983), to make a disagreement with other people we should have to explain why we cannot accept their request or fairly straightforward states the reasons. In this case, Cassio clearly explained the reasons why he cannot drank with them.

4. Othello: “I think so too”

Disc 1 (47:07-47:08)

**Context of utterance:** Othello agreed with Iago’s statement that Cassio is a honest lieutenant.

**Analysis:** most of people likely maximize agreement between self and other and some of them also minimize disagreement between self and other. In this utterance Othello maximized agreement with Iago that Cassio is honest by saying *I think so too* and he truly states that.

5. Othello: “By heaven, I saw my handkerchief in his hand!

Desdemona: *He found it then. I never gave it him. Send for him hither.*

*Let him confess a truth.*”

Disc 2 (43:15-43:18)
Context of utterance: Othello was arraigned that Desdemona gave her handkerchief to Cassio. And of course she was defended herself because she never gave him her handkerchief.

Analysis: by the context above reader knows that Desdemona never ever gave him her handkerchief. Desdemona minimizes disagreement between her and Othello because it is the truth. She never gave her handkerchief to Cassio.

4.1.6 The Sympathy Maxim

The Sympathy Maxim (which is only applicable in expressive and assertive):

a. ‘Minimize antipathy between self and other;

b. [Maximize sympathy between self and other ].

The data are found in Othello as follows:

1. Othello: What sense had I of her stolen hours of lust? I saw it not, thought it not, it harmed not me. I found not Cassio’s kisses on her lips.

Iago : “I am sorry to hear this.”

Disc 2 (04:10-04:21)

Context of utterance: This utterance is sympathy of Iago to Othello. Othello did not found that her wife (Desdemona) being dishonest with Cassio as what Iago said to him.

Analysis: by the context above, the utterance classified into the sympathy maxim because it include in sympathy based on theory that has
been read on the book by Leech (1983). Iago was giving his sympathy to Othello because Othello think that he has been set on the sadness by Iago. Iago states that utterances to represent his sorry to him, but it only hypocrisy. This is why I tell that sometimes sympathy being a negative belief for the hearer.

2. Lodovico: “This would not be believed in Venice, though I should swear I saw it. 'Tis very much. Make her amends. She weeps.”

Disc 2 (21:46-21:53)

**Context of utterance:** Lodovico showed his disappointment to Othello because he saw Othello swat Desdemona without a clear reason. He also asked him to apologize to her.

**Analysis:** The utterance *This would not be believed in Venice* is polite. Lodovico not believed with the accident which is happened in front of his eyes. It means that he maximize sympathy toward hearer. Actually, we can make an assumption that sympathy is an Illocutionary act that very polite and respect, but sometimes be a negative belief of the hearer but it depends on the situation and not in this utterance.

3. Iago: “Do not weep! Do not weep. Alas the day!”

Disc 2 (25:47-25:53)

**Context of utterance:** Iago was tried to stop Desdemona’s tears and reduced her sadness. He said that words because Desdemona told him her sadness and her disappointment.
**Analysis:** Based on the context above, the data has classified into sympathy maxim because it more polite to blame a condition that happened in her live than stated that Othello is very cruel.
4.2 Discussion

Based on the data of the study, it is discovered that politeness strategies or six numbers of maxims politeness by Leech (1983) are also applied in literary work, especially Othello. Politeness strategies are used to maintain the social value of the community. Politeness strategies also used by the speaker to make both the speaker and the hearer feel comfortable without considering the hearer’s feeling. The characters uses politeness strategies when they talk with one and each other when they saying something. In other word, characters in Othello seek to create a harmony in the relationship of communication, by trying to arrange the selection of speech forms that are expressed verbally supported by non-verbal behavior in order to appreciate the context, and in accordance with the socio-cultural norms and values. (Watss, 2003:20)

In Othello, politeness strategies used by characters with six numbers of maxims which is proposed by Leech(1983). Those maxims as follows: tact maxim, generosity maxim, approbation maxim, modesty maxim, agreement maxim, and sympathy maxim.

Furthermore, the result of the study show that approbation and modesty maxims are frequently used in Othello. This maxim used by the characters to show they love, honesty, and respected by dispraise their own self. These maxims also uttered by the characters to praise someone and to blame their own self only for getting someone love and sympathy. It means that, both of these maxims are used to make the utterance soft and smooth, in order to makes the hearer feel
comfortable but sometimes these maxim show an action that is contrary to what one teaches or preaches, in other word hypocrisy.

The Approbation maxim states: ‘Minimize dispraise of other; Maximize praise of other.’ (Leech, 1983:132). In Othello, the approbation maxim mostly used by Cassio (Othello’s lieutenant). His character is honest and always respect his noble. He used the approbation maxim to show his respect and honesty to Othello and Desdemona as his noble, for example:

Cassio : “Dear General, I never gave you cause”

Disc 2 (54:17-54:23)

The context of the utterance above is Cassio did not blame Othello although Othello try to kill him. From the context and the plot of the story, the interpretation of the utterance is Cassio minimizes dispraise of other “Dear General, I never gave you cause”. He states a polite statement to show his loyalty and his respect to Othello.

Furthermore, the Modesty maxim states: Minimize praise of self; Maximize the dispraise of self.’ (Leech,1983:132). The modesty mostly used by Iago. Iago is antagonist character in Othello. Iago is the person who engendering the tragedy in Othello. In this case, Iago always use the modesty maxim to Othello when he speaks with him for example:

Iago: “O grace! O heaven defend me! God buy you! Take mine office. To be direct and honest is not safe. I thank you for this profit. From hence, I'll love no friend. Sith love breeds such offense!”
The context of this utterance is Iago nearly killed by Othello because he told him that Desdemona already unfaithful to him and Othello cannot found that Desdemona has been betray him. Then, Iago defend (dispraise) his own self but its only hypocrisy. There are many utterances in Othello that is very hypocrisies which is produced by Iago. He plays a game to make Othello jealous when handkerchief to be gone and the story end with a tragedy.

Hereinafter, the tact and generosity maxims are generally produced by the character in Othello. These maxims used by the character when they want to ask, requesting or commanding something. It mostly used by Duke, Othello, and Desdemona as the people who had an authority and power in Cyprus.

The Tact maxim states: ‘Minimize cost to other’; ‘Maximize benefit to other.’ (Leech, 1983:132). Basically, characteristic of politeness is asymmetrical. It means that, the polite utterance to the hearer or third person are impolite to the speaker, and vice versa. Therefore, the justification for the maxims of politeness is precisely that they explain such asymmetries and, their consequences in terms of indirectness. Leech (1983:107) explained it by the operation of the tact maxim. Perhaps Tact maxim is the most important kind of politeness in English-speaking society.

In addition, tact maxim organized two kinds of Searle’s categories of illocutions there are directive and commissive. Like what I said before that the tact maxim used by characters when they want to ask, request or command something. It mostly used by Duke as the person who had an authority in Venice for example:
Duke: “Welcome, gentle signor. We lacked your counsel and your help tonight”.

Disc 1, (09:31-09:37)

The context of the utterance above is the Duke of Venice welcomed Brabantio and he request him to give them counsel and help. “we lacked your counsel and your help tonight” basically, the utterance is command (impositive) from the Duke of Venice to a senator (Brabantio). But, indirectly softly he stated that, they need his counsel and help. It means that, the duke minimize cost to Brabantio and maximize benefit to Brabantio.

Then, generosity maxim states: ‘Minimize benefit to self; and b. Maximize cost to self’. The example of this maxim is:

Desdemona: “If you say so, I hope you will not kill me”.

Disc 2 (42:9-42:11)

The context of the utterance before is Desdemona beseeched Othello not to kill her. Request is one on illocutionary function that is Impositive or directive. When someone said that he want kill you, particularly he is your husband. What will you say? In this situation Desdemona still maximize cost to self by saying I hope you will not kill me. Actually, she can say some bad words to him but she did not do that. It means that she maximizes cost to self and minimizes benefit to self.
Moreover, the agreement maxim was used in *Othello* in order to show their respect and regard toward the hearer. Generally, this maxim is used when they agree with other opinion or willing.

The agreement maxim runs as follows: ‘Minimize disagreement between self and other; Maximize agreement between self and other.’ (Leech, 1983:132).

For example:

Desdemona:  “*My noble father, to you I am boun for life and education.*

*My life and education both do learn me how to respect you.*

*You are lord of all my duty. I am hitherto your daughter.* But here’s my husband. And so much duty, As my mother showed to you preferring you before her father, so much I challenge that I may profess due to the moor. My lord”.

Disc 1 (14:18-15:07)

The context of this utterance is Desdemona explains to her father (brabantio) that she already married with Othello. The italic words means that Desdemona minimize disagreement with her father by praising him *My noble father, to you I am boun for life and education. My life and education both do learn me how to respect you. You are lord of all my duty. I am hitherto your daughter.* It means that, she always respect and always being his daughter but she should have to respect her husband. By the utterance which is produced by Desdemona it can concluded that if we want to make disagreement with other people, we should have to minimize it with utterances which has a remorse such in this conversation.

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Further, Desdemona is protagonist character in *Othello*. She is a traditional woman in that film which is formed by her father that woman must give precedence to their husband then their father. Her answer of her father’s question as a movement of culture that the woman who already married must more respecting to their husbands than their father. She mentions the word *Education*, it explained to us that she is the woman who has an education, it means that she has an insight. In *Othello*, she is a character who always produce polite words or always use maxims politeness. It because she is a traditional woman, she has an insight and she is the member of community religious protestant. The statement before, based on my understanding about protestant that protestant always teach as about favor, fondness, affection, and love.

Finally, the sympathy maxim is the least produced by the characters in *Othello*. This maxim is uses in *Othello* for condolence, disappointment and sympathy. The Sympathy Maxim (which is only applicable in expressive and assertive). It states: ‘Minimize antipathy between *self* and *other*; Maximize sympathy between *self* and *other*’. For example:

Iago : “*I am sorry to hear this.*”

Disc 2 (04:10-04:21)

This utterance is sympathy of Iago to Othello. Othello did not found that her wife (Desdemona) being dishonest with Cassio as what Iago said to him. By the context above, the utterance classified into the sympathy maxim because it include in sympathy based on theory that has been read on the book by Leech (1983). Iago was giving his sympathy to Othello because Othello think that he has
been set on the sadness by Iago. Iago states that utterances to represent his sorry to him, but it only hypocrisy. This is why I tell that sometimes sympathy being a negative belief for the hearer.

In Addition, not all of the utterances were showed by the characters in *Othello* polite. Some of the utterances are also impolite. For example:

Iago: “*Even now, now, very now an old black ram is tupping your white ewe*”.

Disc 1 (06:04-06:10)

The conversation above is between Iago and Brabantio. He informs him that Othello was stolen his daughter. Based on it, it can be said that the utterance which produced by Iago is impolite because he defamed Othello and also change Othello name with a crude word *old black ram* (figure of speech). Inform is one of illocutionary function that is Assertive. Based on the analizing of the utterance above, it means that Iago as the speaker did a violating of approbation maxim. He did not maximize the praise of other and did not minimize dispraise of other. The most important is the speaker does not create a harmony in the relation of communication.