

## CARL'S SURVIVAL MOTIVATION IN UP MOVIE (A PSYCHOLOGICAL APPROACH)

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**ABSTRAK:** Penelitian ini bertujuan untuk menemukan jenis-jenis motivasi dan cara untuk bertahan hidup dalam film *Up*. Dalam penelitian ini, metode deskriptif kualitatif digunakan untuk menggambarkan ucapan dan tindakan dari tokoh. Pendekatan psikologis diterapkan untuk menganalisis jenis-jenis motivasi dan cara untuk bertahan hidup. Teori yang digunakan untuk menganalisis jenis-jenis motivasi adalah teori yang diusulkan oleh Runyon (1984), sedangkan untuk menganalisis cara untuk bertahan hidup, teori yang diusulkan oleh McClelland (1987) yang dipakai. Hasil penelitian menunjukkan bahwa ada empat jenis motivasi yaitu motivasi intrinsik, motivasi ekstrinsik, motivasi kontributif, dan motivasi relasional. Sedangkan cara untuk bertahan hidup di film *Up*, yaitu kebutuhan akan prestasi, kebutuhan akan afiliasi, dan kebutuhan akan kekuatan.

**Kata Kunci :** *motivasi bertahan hidup, film, pendekatan psikologis*

**ABSTRACT:** This study aimed at finding the kinds of motivation and the way to survive in *Up* film. In this study, descriptive qualitative method was adopted to describe the utterances and actions of the character. Psychological approach was applied to analyze the kinds of motivation and the way to survive. The theory used to analyze the kinds of motivation was proposed by Runyon (1984), while to analyze the way to survival, the theory proposed by McClelland (1987) was used. The results of the study show that there are four kinds of motivation namely intrinsic motivation, extrinsic motivation, contributive motivation, and relational motivation. Meanwhile the ways to survive in *Up* film are needs of achievement, needs of affiliation, and needs of power.

**Key Words:** *survival motivation, film, psychological approach*

### INTRODUCTION

People may learn about life through literature because literature generally comes from and human experience. Reading literary works can add our understanding of life in the world around us because conflicts or problems that are described in literary works are an inseparable part of real life. Therefore, literature is one's creativity in the ideas, thoughts, and feelings. Literature that is overly perceived as an expression of the reality of life and the context of its presentation is structured in a structured, interesting, and text-shaped language media arranged through reflection of experience and knowledge that have the potential to have various forms of life representation. Hudson says that literature is a vital record of what people have seen in life, what they have experienced, what they have thought and felt about those aspects of life. It can be concluded that literature is very closely related to aspects of human life and language as a means of human communication (2007:27).

Griffith (1986:39) states that literature presents individual personalities such as emotions, and beliefs that are basically bound in literary works. It means that literature relates to human life in every aspect such as economic, social, or political aspects. Therefore, when people watch it, it will carry feelings of anger, sadness, or joy. Literary work has many types. Klarer (2004:56) says that there are four types of literature, namely prose, poetry, drama, and film. In this study, film is chosen as the object of analysis. According to Bordwell and Thompson (1997: 25), film is known as a moving image that is projected onto the screen at a speed sufficient to create the illusion of motion and continuity. Film is also a medium of entertainment in the form of familiar mobile and audio-visual media for people of all ages, social backgrounds, and portrait of reality in society.

A film is the result of a situation or activity recorded by a tool such as a camera that will be shown in theaters or television. Like other types of literature, film presents the reality of life that contains elements of literature. The

phenomenon that often occurs is people can survive from various threats and they have the motivation to keep them alive. Motivation owned by the person is an inner urge to achieve a goal. People have the motivation for example they want to survive, they meet their needs with food, clothing and shelter. Motivation not only comes from outside and from within a person, but also people have the motivation to achieve a dream they will keep trying and fight for it. Motivation found in literary works is almost the same as that which occurs in the real world. The motivation explains not only how to survive, but also various reasons that keep people motivated. Film provides visualization and cinematographic effects so that the audience knows what the producer wants and the film also gives a real life picture experienced by people.

Motivation is the urge from within a person do something that is desired or can be done by people will continue to struggle and struggle to achieve something that is desired because of the impulse that comes from within a person. Generally, motivation comes from the Latin word, "movero" which means internal factors that move humans to achieve the desired goals. Motivation also creates human to behave in supporting the process of achieving certain goals. According to Djamarah (2008: 20), motivation is a change in a person's personal energy which is characterized by difficulty feeling and reaction to achieve goals. The desire to achieve a goal, human beings are driven by their desires which are marked by feelings to make it happen and feelings that arouse the mind to act. Meanwhile Papalia and Olds state that motivation is the driving force behind all individual actions (1983: 307). The influence of individual needs and desires both have strong control on the direction of their behavior. It means that survival motivation can be expressed in the form of thoughts, emotions, and actions of a person in daily life. In other words, this is very important in human life because it can direct the way a person behaves or acts. According to Broussard and Garrison (2004: 106), motivation is an attribute that moves us to do and not do something. While survival is the ability of a particular person or group to survive in a condition. Survival motivation is very closely related to psychological conditions that arise in humans. Therefore, there arises a way or idea to do something that is by saving themselves.

*Up* film tells about love, dream, and motivation. *Up* tells the story of Carl Fredricksen from his childhood to old age. Carl Fredricksen was a quiet child who idolized an explorer named Charles Muntz. Based on the phenomena that often occur, for example, people can survive from various threats and they have the motivation to keep them alive in the community. The writer finds various problems relating to the film raised. In this film, the writer discovers problems such as the character's struggle to survive various threats. People also have the motivation to survive for the people they love and dreams they want to achieve as experienced by the characters in film. If going through daily lives people experience many problems that people feel hopeless and want to end their lives. This can also be found in literary works that discuss the topic of survival motivation displayed through the main characters in films, novels or drama. This motivation is not only about motivation to survive just from hunger or thirsty feeling, but also other reasons come from the individual to survive. The writer is very interested in analyzing survival motivation in *Up* since this film tells about Fredricksen's motivation which is usually experienced by people in real life. Carl Fredricksen has the motivation to survive and strive to realize his wife's desire despite the various challenges that must be endured. *Up* is the best animation film all the time.

## THEORETICAL REVIEW

Film is a life-image that is also often called a movie. Film collectively is often referred to as cinema. Cinema itself sourced from the words kinematic or motion. According to Brodwell and Thompson (1997:25), film otherwise known as a movie, moving picture, motion or flick is defined as a sequence or photographs projected in to a screen with sufficient rapidity as create the illusion of motion and continuity. Film is considered as branch of literature. Film makers are indebted to literature in a wide variety of ways. Since literature is narrative art intent upon creating images and sounds in the reader's mind, then film is obviously literary an extension of the older narrative arts. Indeed, the most distinctive quality of good writing is visual that is to convey images by means of

words, to make the mind see, to project into that inner screen of the brain, a moving picture of object and events to convey a balance and reconciliation of a more than usual state of emotion with more than usual order.

According to Brodwell and Thompson (1997:47), there are some kinds of film. (1) *Action film*. Action film is the types of movies are high octane, big budget movies that show many physical stunts that needs a strong energy. The strong energy can be seen in heroism, fights involving guns, swords or karate moves, horseback action or an destructive forces of nature. (2) *Adventure film*. The adventure film is a film that exciting story with new experiences or exotic locales and also at circus like on motorcycles performance. It includes research to the historical, nature and some knowledge about culture. In general, the adventure film is known as film which is searches something because of the unknown well. Adventure Films are exciting stories, with new experiences or exotic locales; (3) *Comedies film*. Comedy is a story that has a humor, exaggerations, facial expression or downright crude jokes. Meet the Fokker's is an example. The comedy film is different with other because of the situation, language style; action style and relationship to characters are full jokes items; (4) *Crime film*. Crime film is a film that presented about actions which it actions related to something that commit crime such as particular bank robbers, stolen, murder and actions that done by a group of hoodlums who work outside of roles. In this statement, we can say that crime film includes criminal behavior; (5) *Drama film*. Drama film is a film that portrays some realistic life of characters, setting, life position which it involving one and another character to have the interaction. The dramas usually are sensible movies with a strong plot. Dramas depict true stories or real-like situations. The character development is noteworthy; (6) *Epic film*. The epic film is an epic film that involves elements like war, romance and adventure. The sets are created carefully to reflect the time period. Epic takes the historical movies and tends to pay homage to a legend or hero; (7) *Horror film*. Horror film is usually describe either look frighten, love them or hate them. These films, probably expose our fears and give rise to nightmares. For some, horror films provide catharsis but others can barely sit through a movie, due to the violence and go scenes; (8) *Musical Film*. The musical film is known as cinematic forms or more on entertaining films that are based on full scale scores or song and dance; (9) *Science film*. The science film is focused on central to American culture and to its film industry. The plots and characters are very distinctive; (10) *War film*. The war film is concentrate on ver true to real life and often depicts the waste of war. Attention is given to acts of heroism, the human spirit, psychological damage to soldiers and the pain of families waiting at home.

#### *Survival*

Based on Piantadosi (2003:1), survival can be defined in terms of the interactions between an individual and its natural surroundings. The surroundings determine the extent to which a person is exposed to critical changes in environment, such as temperature, water, food, oxygen and other. Survival is a matter of adoption. If an individual is to survive, he or she must be capable to be more qualified from other people. But desire to get all of the achievement is something impossible for an individual who has a lot of limitation in their life. An individual cannot force himself as what he or she wants. An individual does something because there is a specific purpose he or she wants to get. Survival is an uncertain condition faced by a person or group of people in a foreign and isolated area for people or groups who are experiencing it. Survival occurs because of emergency conditions that are difficult to predict, such as caused by nature, accidents, animal disturbances or other conditions. Preparation and planning of activities is one step to anticipate emergencies that may occurs in the field.

#### *Motivation*

Every human being has the motivation in his life to get better situations and conditions. To motivate means to be moved to do something. A person who feels no impetus or inspiration to act is thus characterized as unmotivated, whereas someone who is energized or activated toward an end is considered motivated (Rian & Deci, 2000:54). According to Dworetzky (1997:275), motivation is a condition that causes someone to take action or because of a change in behavior. In the cognitive approach, Zimbardo (1968:324) states that in dealing with human motivation with all the circumstances of behavior and emotion are closely individual knows what he or she wants, the effort that will be required to overcome obstacles along the way, and what satisfaction the end state will

bring, he or she can formulate the goals with motivation. Motivation helps to explain the direction of human behavior in specific situation. This approach explains the relation between goal that the behavior serves, and the behavior that leads to the goal which so call as the instrumental behavior. The writer can be concluded that motivation is giving bad or good factor to people. People have a motivation when they have challenges faced. They will continue strive to realize their dreams.

#### *Kinds of Motivation*

Runyon (1984: 4) states that there are four kinds of motivation that energize, direct, and maintain behavior. (1) *Intrinsic Motivation*. Intrinsic motivation is a person's request to do something that is caused by factors or impulses that come from someone without influence by others, because of the desire to achieve certain goals. This action is motivated by learning experiences or pleasures that can occur from a specified task. Internal factors such as self-esteem, achievement, needs, expectations or responsibilities and job satisfaction; (2) *extrinsic motivation*. Extrinsic motivation is encouragement or motivation arising from outside the individual, because of an invitation, order or coercion from others so that with such circumstances someone wants to do the motivating factor is external appreciation or the desire to get praise. People with positive extrinsic motivation make their choice to receive formal rewards such as salary, money, intimacy, respect, and fame; (3) *Contributive motivation*. In this scenario, willingness to act is based on the benefits that someone thinks will be experienced by others. Contributing to the project, cause, or group because of their sense of altruism, moral norms, or reaffirming their beliefs is the driving factor here. Conversely, people can take action for others who can produce negative consequences that come from envy or revenge; (4) *Relational motivation*. The individual's willingness to act is unchanged from the expected impact of the behavior on the relationship between him and the person affected by the action. External norms play a large role in this type of motivation, causing individuals to try and meet expected norms of relationships. Examples include, impressing your boss, pleasing loved ones, fulfilling religious rituals. The way to determine the positive or negative nature of this type of motivation is simple. It is positive if the relationship improves and negative if it worsens.

According to McClelland (1987:588), individual can have motivation if indeed they have the desire to perform better than others. Humans have different characteristics depending on the dominant motivator. Not only in terms of gender, culture, or age, but humans have three motivating drivers and one of them will be the most dominant motivational driver. This dominant motivation is very dependent on culture and life experience experienced by humans. There are three needs that are explained in this theory. (1) *Need of achievement*. Need for achievement is reflected in he or she desire to take on task that can be individually accounted for. In this case a person must be have a strong need to set and achieve challenging goals; (2) *Need of affiliation*. People who are motivated by affiliation work best in a group environment to integrate them with the team (rather than working alone). Therefore, when assigning projects or tasks people like this don't want to take risks and other people are at risk. They want to be a member of the group and want to be liked and often follow whatever other group members want to do. Prefer collaboration over competition; (3) *need of power*. These needs can be seen in someone who wants to have an influence on others. These people need to be considered important and they need to direct and influence others. Focus on personal strengths and have the desire to control others like to organize the efforts of more people to advance their goals.

#### **METHODS**

The research design of this study was descriptive qualitative research. Qualitative research emphasizes the meaning, reasoning, definitions of a particular situation or in some context, and related to everyday of human life. Creswell (2009:2) says that the qualitative method used to deal with descriptive data in the form of written or spoken words form the observed people and behavior. Then, qualitative research is kind of research that produces findings not arrived at by means of statistical procedures or other means of qualification (Strauss and Corbin, 1990:70). The source of data in this study was *Up* film released in 2009 directed by Pete Docter with the

duration of 1 hours, 36 minutes, and 07 seconds. This film gets five Academy Awards nominations and won two Oscars for the Best Achievement in Music. The data were taken from utterances and actions. They were acted by Carl Fredricksen form of kinds of motivation and the way how to survive. This study took some steps in collecting data by watching *Up* film, writing the utterances and actions refer to kinds of motivation and the way how to survive and identifying the utterances and actions refer to kinds of motivation and the way how to survive. After obtaining the data, the analysis was administered by classifying and discussing the data then making the conclusion based on the data analysis.

## DISCUSSION

### *The Kinds of Carl Fredricksen's Motivation in Up film*

In this analysis, there are fourth kinds of Carl Fredricksen's motivation in *Up* films including intrinsic motivation, extrinsic motivation, contributive motivation, and relational motivation.

#### *Intrinsic Motivation*

Intrinsic motivation is motivation that arises from within a person to achieve a desired goal. This motivation refers to the reason why someone does a certain activity or something for satisfaction or enjoyment that comes from within. So it can be said that motivation is a desire that arises automatically from within a person. People who have intrinsic motivation will do whatever they want. In general, people have intrinsic motivation for several reasons. For example, people have intrinsic motivation in this case like having motivation to survive people will try and struggle to maintain it. In *Up* film, it shows that intrinsic motivation of Carl Fredricksen is when he tries to protect his mailbox that can be seen in the utterance. This is the first of intrinsic motivation showed by Carl Fredricksen. He tries to protect his furniture from construction workers. He does not want his property taken by people because it is the only memory of him and his wife. Carl does not want others to disturb his calm. Second, which shows intrinsic motivation of Carl Fredricksen is when they clean the house and Carl is looking at something that can be seen in the action. Carl gladly wants to realize his wife's dream. When he sees his wife's photo and stares at the wall painting of his house Carl tries to smile and intend to keep his promise. Third, the intrinsic motivation depicted by Carl Fredricksen is when his house is floating. Carl is satisfied and happy because he could put thousands of balloons on the roof of his house and take it to Paradise Falls. He also feel happy because he had not been taken to nursing home and his home is not taken over by those who want it. Carl will fulfill his promise to his wife. He will go to put their house to Paradise Falls. Fourth, the intrinsic motivation depicted by Carl Fredricken is when his house is floating and Carl shouted in satisfaction as he raised his hand that can be seen on his action. Carl is happy and satisfied because he could get all the furniture out of his house and precisely in Paradise Falls. He is also satisfied because his house that could not fly because a few broken balloons could finally fly. Another intrinsic motivation showed by Carl Fredricksen is when Carl enjoys his journey with a floating house and he sat relaxed on his couch that can be seen on his action. Carl is finally relieved and very happy, because he could fly his house with thousands of balloons installed on his roof and goes to Paradise Falls.

#### *Extrinsic Motivation*

Extrinsic motivation is motivation that comes from outside, this motivation arises because someone wants to get something because of other people's orders. Motivating factor is the desire to get praise from others or people do this extrinsic motivation to get the appreciation and satisfaction and pleasure obtained. People who have extrinsic motivation are people who get an invitation or order from someone else to do something for their intended purpose. In *Up* film, which shows extrinsic motivation of Carl Fredricksen is when Carl opens Ellie's adventure book that can be seen in the action. Carl goes to the court office for hitting a worker. Carl is told by one of the police officers who drive him home from the court office that he will be taken to the nursing home. Carl takes the book and looks at it, it turned out to be Ellie's adventure book. He sit down and opens the book and inside it

was written "Stuff I'm Going To Do". These words motivated him to fulfill his wife's desire. This is a message from Ellie to Carl.

Second, extrinsic motivation showed by Carl Fredricksen is when Carl goes on his trip and kisses Ellie's photo. Carl is happy because he could install balloons on the roof of his house and his house flew away. Carl is motivated by his wife's desire to put the house in Paradise Falls. He talks to Ellie's photo that they would go there and kisses it. Carl is glad. He laughs to himself and walks to the sofa. Third, extrinsic motivation showed by Carl Fredricksen is when Carl and Russell arrive at a place adjacent to Paradise Falls while enjoy the beautiful scenery around. Carl is very happy without realizing that he would soon arrive at Paradise Falls. Carl is very impressed and fascinated, because the place he sees is very beautiful. He tells Ellie even though she is not there. He is motivated because of Ellie. Carl talks to Russell that they are success and can fly across the place. Another extrinsic motivation showed by Carl Fredricksen is when Carl opens the adventure book and sees a short writing from Ellie that can be seen on his action. In his action, at first Carl feels very unenthusiastic and desperate for what happens to his house, but his house is now in Paradise Falls. Carl and Russell lose Kevin because Charles Muntz catches Kevin and takes him away. Russell asks Carl to help Kevin, but Carl ignores him and enters the house. Carl sits pensively on the couch when he opens the My Adventure Book. In last photo he sees, there is Ellie's handwriting to Carl. The sentence says, "Thanks for the adventure. Now go have a new one!" from this words it can be interpreted that Carl's life does not end here, he must continue his life. Carl feels motivated by this sentence and promises to help Russell save Kevin.

#### *Contributive Motivation*

Contributive motivation is the urge or desire of someone to do something together with others to help produce or achieve something and make something successful. This means people give something of value to others, such as money, hard work, property or time. In *Up* film, it show contributive motivation of Carl Fredricksen is when Carl and his friends survived from Charles Muntz's dogs that chased them. Carl and his friends fall on the ground. Carl and his friends finally survived because of their efforts and cooperation. They escape from Charles Muntz's that chased them. Although Kevin is injured but eventually they are able to escape and survive. There is extrinsic motivation of Carl and his friends, even though they fall and finally survived.

Second, contributive motivation showed by Carl Fredricksen is when Carl and Dug help Russell. Carl is very happy for his efforts and hard work with Dug that they are finally able to save Russell who almost fall over Charles Muntz's plane. From the sentence "*Dug, bring her over!*" it could be interpreted that the collaboration between Carl and Dug managed to save Russell. Dug turns the pulley so the house moves near Charles Muntz's plane and finally Russell is reached by Carl and Carl put Russell in his house.

Third, contributive motivation showed by Carl Fredricksen is when Carl and Dug help Kevin out of Charles Muntz's cage. Carl and Dug find a way to trick Charles Muntz's dogs who are in the room where Kevin is locked up. Finally Dug finds a way to trick Charles Muntz's dogs. Carl and Dug's effort and hard work succeeded, they finally got into Charles Muntz's plane and they succeeded in deceiving Charles Muntz's dogs with a ball.

Another contributive motivation that showed by Carl is when Carl helps pull the hose to save Russell, Kevin and Dug. Carl and his friends would leave the Charles Muntz plane to board his house, but suddenly Charles Muntz comes and shoots the balloon at the roof of Carl's house then the house falls. Carl tries to save his friends and pulls the hose connected to his house. Charles Muntz shoots Carl's house when Russel, Kevin, and Dug are still in the house. Carl asks Russell and his friends to work together to get away from Charles Muntz. The effort and hard work of Carl, Russel, and Dug finally succeeded.

#### *Relational Motivation*

Relational motivation is an impulse that arises from a person to share thoughts and feelings with others who are considered important and meaningful to include social needs. This type of motivation causes individuals to try and fulfill the expected relationship norm. For example to please the people he or she loves. In *Up* film, which shows relational motivation of Carl Fredricksen is when Carl tries to calm his wife in his yard and give the

adventure book to his wife. The combination of music made the atmosphere calm that can be seen in the action. Carl tries to calm Ellie. Ellie is sad because she could not give a child to Carl. Ellie cannot pregnant. Carl does not want to see his wife sad. Carl is motivated and tries to comfort his wife. Carl takes My Adventure Book and gives it to Ellie. Ellie feels very happy, entertained, and excited again.

Relation motivation showed by Carl Fredricksen is when Carl asks Russell to help him pull the floating house that can be seen on the utterance. Carl's house falls to the ground. Russell and Carl is also thrown out of the house. Carl tries to catch the hose that is connected to his house and jumped on it until he finally catch it. Russell helps Carl and pulls Carl's legs off to fly with the house. Even though the strong winds and fog covers the area and makes Carl almost fall off the cliff. Third, relational motivation showed by Carl Fredricksen is when Carl sits and warms himself near the fireplace. At night, Carl and his friends take shelter under Carl's house while setting a campfire and Carl warms himself near the fireplace. Russell is busy setting up the tent but his efforts are in vain. Finally, Russell sits near Carl, tells his life story. Russell asks Carl to take Kevin away with them. To soothe Russell's heart, Carl promises to take Kevin, the giant bird, with them to Paradise Falls.

Relational motivation showed by Carl Fredricksen is when Carl stands and stares at the house and surroundings. Carl tries to calm Russell's heart. Carl tries to please Russell who wants to help the injured Kevin. Russell asks Carl to bring Kevin and treat at his home. Finally, Carl agreed to bring Kevin. Russell is very happy. Although at first they are chased by Charles Muntz's dog, but eventually they all survived and only Kevin is injured by the bite of Charles Muntz's dog. Therefore, it is included in relational motivation. Fifth, relational motivation showed by Carl Fredricksen is when Carl and his friends walk and deliver Kevin to her child. Carl and Russell try to help Kevin and they both pull the hose connected to Carl's house. Kevin is at Carl's house and her leg is injured but Russell had treated it. Carl and Russell walk while telling stories. Carl and Russell are very happy because Kevin calls her children. Sixth, relational motivation showed by Carl Fredricksen is when Carl walks with Russell while pulling the hose and carrying his house. It can be explained that from the sentence *"Don't worry, Ellie. We'll get our house over there"*, Carl tries to please his wife even though his wife is gone. He promises they would go there. In this film, it can be found Carl's efforts to make his wife happy, although his wife passed away, Carl eagerly wants to realize his wife's desire. Seventh, relational motivation showed by Carl Fredricksen is when his house is in Paradise Falls that can be seen in the action. Carl finally managed to place his house right in Paradise Falls. This indicates that his efforts to realize his wife's desire have come true and succeeded. Although there are various obstacles and challenges that he must overcome in order to survive. He got through it and pleases his dead wife.

Rrelational motivation showed by Carl Fredricksen is when Carl and Russell stand on Charles Muntz's plane and Carl tries to calm Russell's heart. Carl and his friends work together to defeat Charles Muntz. They finally defeated Charles Muntz and survived. Carl tries to please Russell. Russell tries to apologize for what happens to Carl's house. Carl's house falls along with Charles muntz. Carl's words make Russell happy. Ninth, relational motivation showed by Carl Fredricksen is when Carl attends Russell's scout event. The award-giving scout program begins. Carl tries to please Russell and comes to the event. Initially, Russell is still confused who would accompany him at the award pin acceptance ceremony. Finally, Carl comes to attend the event and represent Russell's parents. He gives the pin from his wife, Ellie, to Russell as the pin of the highest achievement award for helping parents. Russell also received an award pin from a man who gives him an award pin for his services to help parents.

Another relational motivation showed by Carl Fredricksen is when Carl, Russell and Dug sit on the side of the road eating ice cream. Carl comes to Russell's scout event as a represent of Russell's father. They go to eat ice cream while sitting on the side of the road and count the cars that pass and mention the color of the car or bike until someone wins. Carl, Russell, and Dug really enjoy the view. Carl tries to realize Russell's dream that Russell had once done with his father. Carl tries to calm Russell's heart.

## *The Way How Carl Fredricksen to Survive*

In this point, there are three ways of how Carl Fredricksen to survive. They are needs of achievement, affiliation, power. The explanation is presented below.

### *Need of Achievement*

Need of achievement is need to achieve success measured by the standard of opportunity in one's self. These needs are closely related to the work and direct behavior to the effort to achieve certain achievements. In *Up* film, need of achievement of Carl Fredricksen to survive is when his house flew and floated in the air Carl felt very satisfied and pleased. Carl laughed with satisfaction that can be seen in the action. The first need of achievement of Carl to survive can be seen in his action. Carl is very satisfied and happy because he could fly his house. It is based on his ideas and hard work to keep his wife's desire and goes to Paradise Falls. He decides to fulfill his wife's desire. There is a need of achievement of Carl. Carl laughs and is very happy because he could fly his house. The second is need of achievement showed by Carl Fredricksen to survive that Carl sits on the couch while enjoying his journey that can be seen in the action. Carl enjoys his trip to Paradise Falls in a relaxed manner. Carl is very relieved and satisfied because he could fly the house with thousands of balloons mounted on the roof. Therefore, it is included in need of achievement. There is the need of achievement from Carl so he managed to fly his house with thousands of balloons. The third is need of achievement showed by Carl Fredricksen to survive that Carl managed to fly his house and Carl is very satisfied. He shouted in satisfaction as he raised his hand that can be seen on the action. Effort, determination, hard work, and intention of Carl finally succeeded. Carl finally throws away all the furniture from his house and could fly his house again. Carl is very satisfied with what he does. Therefore, it is included in need of achievement. Carl is very happy because his house finally can fly again.

### *Need of Affiliation*

Need of affiliation is need for warmth and support in relation to others. This need directs behavior to have a close relationship with others. *Up* film shows need of affiliation when Carl and Ellie work together to restore their childhood home and become their home that can be seen in the action. In this action accompanied by music that makes the atmosphere stable and made Carl and Ellie very excited that can be seen in the action. Carl and Ellie work together to raise money to go to Paradise Falls. They always put money into their savings so that Ellie's desire is achieved. Ellie and Carl are always together. Even though Ellie could not have children, Carl tries to cheer her up and they would go to Paradise Falls. Also, need of affiliation showed by Carl Fredricksen to survive is when Carl sits by the fireplace and Russell sleeps beside Carl. Carl and Russell warm themselves near fireplace while telling stories. Russell asks Carl bring Kevin, the giant bird, with them. Russell asks Carl to promise to bring Kevin. Carl tries to calm Russell's heart so that Russell believed, he promises by crossing his finger that he would take Kevin to go with them to Paradise Falls. Besides, need of affiliation depicted by Carl Fredricksen to survive is when Carl and his friends fall on the ground. They survive from Charles Muntz's dog that chases them that can be seen on their action. Carl and his friends finally succeeded and survived from Charles Muntz's dogs. Even though, Kevin, the giant bird, is injured. They try and work together to avoid the dogs that chasing them. Need of affiliation showed by Carl Fredricksen to survive is when Carl, Russell and Dug take Kevin to her children and they run while laughing that can be seen on the action. Carl and Russell joke and interact, they bring injured Kevin and try to calm Kevin down. They seemed very happy, because Kevin calls her children and goes to meet them. Need of affiliation depicted by Carl Fredricksen to survive is when Carl, Russell and Dug run to Kevin and Carl tries to help Kevin from Charles Muntz's snare. Initially, Carl and his friends are very happy because Kevin could walk and call her children, but when Kevin walks and goes to the hiding place of her children, suddenly Charles Muntz comes and ensnare Kevin and wants to catch him. Carl and Dug initially want to go with Carl's house to Charles Muntz's plane to save Kevin and help Russell. Suddenly they hear Russell screams and see him on Charles Muntz's plane. Carl and Dug arrive and approach the Charles Muntz's plane. They come and help Russell and Kevin. Carl and Dug are on Charles Muntz's plane. Carl and Dug finally could got into Charles



mundt's plane to save Kevin. Initially, Carl confuses about which way to go to the place where Kevin is locked up because there are Charles Muntz's dogs that guard. Finally, they could find a way out and managed to enter the room where Kevin is locked up.

Another need of affiliation depicted by Carl Fredricksen to survive is when Carl attends Russell's scout. Carl looks at Russell while holding Russell's shoulder. When Russell attends the scouting event, Russell confuses who would come with him when he receives the award pin. Finally, Carl comes to accompany Russell on the precious event. Carl comes to Russell's scout event and wants to get even more familiar with Russell. He wants to help Russell replace his father. He wants to have a closer relationship with Russell and considers Russell is his family. They are very happy.

#### *Need of Power*

Need of power is the need to make other people behave in a way where those people without being forced will not behave in this way or a form of expression from individuals to control and influence others. These needs include the need for appreciation and self-actualization needs. People who have the need for power have the motivation to influence their environment, have a strong character to lead and have ideas to win or succeed. In *Up* film, which shows need of affiliation of Carl Fredricksen to survive is when Carl tries to ask Russell to climb up and pulls the hose connected to his house. Carl and Russell feel confused because they are in a place they do not know. The place is shrouded in mist. It is foggy at first but eventually the mist faded and the place brightened. Carl is very happy and asks Russell to help him and climbs through the hose connected to his house. The first need of power is showed by Carl in his utterance. Carl asks Russell to climb and pull the hose so they can get to Paradise Falls because now they are in a place close to Paradise Falls. Carl tries to influence Russell to help him makes his goal to Paradise Falls successful. Also, need of power showed by Carl Fredricksen to survive is when his house floated and they walk while pulling the hose that is connected to his house. Carl and Russell are close to Paradise Falls. They walk along while pulling on the hose connected to Carl's house. Carl and Russell will go to Paradise Falls on foot while pulling the hose that is connected to Carl house. Based on the utterance above, Carl tries to tell Russell that they would quickly go to Paradise Falls. Carl tells Russell that their time to Paradise Falls is three days on the way before the gas in the balloon ran out. Carl wants to influence Russell to help him succeed.

Another need of power depicted by Carl Fredricksen to survive is when Carl and Russell are on Charles Muntz's plane and enjoy dinner. Carl and Russell are on the Charles Muntz plane. They are invited to a dinner by Charles Muntz. Charles Muntz's dogs be the servants at the dinner. When they talks, suddenly Charles Muntz shows them a bird skeleton similar to Kevin. Carl is surprised. Charles Muntz tries to find out information about the giant bird. Russell innocently tell everything. Charles Muntz intends evil with the bird, he will catch the bird.

## CONCLUSION AND SUGGESTIONS

Based on the analysis, there are four kinds of motivation that found in this study namely intrinsic motivation, extrinsic motivation, contributive motivation, and relational motivation. Relational motivation is a motivation that appears a lot in *Up* film, which is Carl Fredricksen tries to build social relationships with others to share feelings and thoughts. Carl tries to please the person he loves. The writer found three ways how Carl Fredricksen to survive namely need of achievement, need of affiliation, and need of power.

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