CROSS CULTURAL PRAGMATICS: POLITENESS STRATEGY USED IN
RUSH HOUR MOVIE

A FINAL PROJECT
In Partial Fulfillment of the Requirements
for the Sarjana Degree Majoring Linguistics in English Department
Faculty of Humanities Diponegoro University

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FACULTY OF HUMANITIES
DIPONEGORO UNIVERSITY
SEMARANG
2016

PRONOUNCEMENT

The writer honestly confirms that she complies this thesis by herself and without taking any results from other researcher in S-1, S-2, S-3 and in diploma degree of any university. The writer ascertains also that she does not quote any material from publications or someone's paper other than from the references mentioned.

Semarang, November 2016

Nur Hayati Uswatun Hasanah

MOTTO AND DEDICATION

And seek help in patience and prayers.

Q.S. Al Baqarah: 45

Man jadda wajada, siapa yang bersungguh-sungguh pasti akan berhasil.

Ahmad Fuadi, Negeri 5 Menara

This paper is dedicated to

My beloved Mom, Dad, brother and

to everyone who supported me to accomplish this paper.

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ACKNOWLEDGMENT

Praise to God Almighty, who gave me spirit to finish this final project entitled "Cross Cultural Pragmatics: Politeness Strategy Used in Rush Hour Movie". On this occasion the writer would like to show her gratitude and respect to the writer's advisor, Dr. Suharno, M. Ed. Thanks in advance for his help, guidance, correction, and time during completing this final project.

The writer's deepest thank also goes to some people in the following:

1. Dr. Redyanto M. Noor, M.Hum., as the Dean of Faculty of Humanities, Diponegoro University.

2. Dr. Agus Subiyanto, M.A., as the Head of English Department, Faculty of Humanities, Diponegoro University.

3. All of the lecturers in English Department, particularly in Linguistics section Faculty of Humanities, Diponegoro University, who have taught Linguistics to me. This is the most interesting subject I have ever learned.

4. My beloved parents, Is Supriyadi and Sugiyati, who always give love, prayers, supports, and advices. You are one of my reasons to finish this thesis. My priceless brother, Muhamad Zulfikar, who help me to substitute my role whenever I am not at home. I want you to be proud to have me as your big sister.

5. My big family, grandparents, uncle, and aunty and everyone who supports me to finish my study instead of taking furlough. I know I took the right decision to follow your advice.

Finally, I am glad to know that this thesis is useful for ones who have an eager to study politeness strategy. It is only from the strategy used by the main characters on the movie; I hope there will be more writings about politeness strategy that focused on the other media.

Semarang, November 2016

Nur Hayati Uswatun Hasanah

TABLE OF CONTENT

ABSTRAK

Strategi kesopanan erat kaitannya dengan budaya. Setiap budaya memiliki bentuk strategi yang berbeda-beda. Strategi kesantunan dapat diamati di setiap percakapan antar manusia termasuk juga dalam film. Film *Rush Hour* merupakan film seri terkenal yang karakter utamanya adalah Jackie Chan dan Chris Tucker yang keduanya memiliki latar belakang budaya berbeda.Tujuan dari penelitian ini adalah menjelaskan jenis-jenis strategi kesantunan yang digunakan oleh kedua karakter utama dan menjelaskan persamaan dan perbedaan dari strategi kesopanan yang digunakan oleh kedua karakter utama tersebut. Pengumpulan data menggunakan *non-participant observation* dengan teknik *note taking*. Metode yang digunakan untuk menganalisis data adalah metode padan. Hasil analisis menunjukkan bahwa kedua karakter menggunakan keempat strategi kesopanan, yaitu strategi bald on record, positive politeness, negative politeness, dan off record. Detective James menggunakan 224 jenis strategi kesantunan dan Detective Lee menggunakan 65 jenis strategi kesantunan. Ada beberapa perbedaan dan persamaan dalam strategi kesantunan yang digunakan kedua karakter utama. Persamaannya adalah kedua karakter utama menggunakan keempat strategi kesantuna yang paling sering digunakan oleh keduanya adalah bald on record, dan keduanya juga menggunakan beberapa *multiple strategies*. Beberapa perbedaannya adalah (1) Detective James lebih leluasa menggunakan strategi bald on record kepada semua orang dalam berbagai situasi sedangkan Detective Lee menggunakannya untuk orang yang lebih rendah dari atau sama dengan statusnya dan pada keadaan yang mendesak, (2) dalam menggunakan *positive politeness strategy*, Detective James cenderung menggunakan *use in-group identity markers* sedangkan Detective Lee cenderung menggunakan *include both S and H in the activity*, (3) dalam menggunakan *negative strategy,* Detective James cenderung menggunakan *question, hedge* dalam bentuk interrogative sedangan Detective Lee dalam bentuk inperative, dan (4) Detective James lebih banyak menggunakan *multiple strategies* daripada Detective Lee.

Kata Kunci: Strategi Kesopanan, Rush Hour, Budaya

CHAPTER I

INTRODUCTION

1.1.Background of Study

Pragmatics is related to human's interaction in daily activities, especially in communication. In every communication, every person tries to understand the intended meaning of what the speaker said. They also try to lessen the risk of misunderstanding each other. In different countries and societies, people speak differently towards others. It is likewise every culture has a different way to show politeness. The differences that may cause misunderstanding can be avoided by understanding the differences and similarities of language attitude in different cultures. Cross cultural pragmatics helps to compare diverse cultures and all about pragmatics in general.

Politeness strategy is closely related to culture. It is associated to cross-cultural pragmatics. According to Yule (1996: 60), politeness shows awareness of another person's face, it is related to distance or closeness situations. Politeness refers to the emotional and social sense of self that everyone has and expects everyone else to recognize. The theory of politeness strategies based on Brown and Levinson, as introduced by Goffman (1967), is the concept of face. Face is a picture of self-image in the social attributes. Brown and Levinson place politeness face threatening strategy. Face-threatening Acts (FTAs) are acts that threat the face of another person. Based on their theory there are five strategies, those are bald on record, positive politeness, negative politeness, off record and do not do the FTA.

In analyzing politeness strategies this research used movie entitled Rush Hour. This movie was directed by Brett Ratner. Rush Hour is a successful American buddy action comedy film released on September 18, 1998. The two sequels are Rush Hour 2 (2001) and Rush Hour 3 (2007). All of the sequels are starring Jackie

Chan (as Detective Inspector Lee) and Chris Tucker (as Detective James Carter) as the main characters.

This research will just focus on the Rush Hour 1 and just analyze both of main characters, Jackie Chan (as Detective Inspector Lee) and Chris Tucker (as Detective James Carter). There are some reasons of the researcher choosing Rush Hour 1 as the data. First, there were some politeness strategies used by the main characters of the movie.Second, the movie is interesting because the main characters have a different cultural background. Jackie Chan has Chinese cultural background and Chris Tucker has Black American cultural background. Therefore, the researcher conducts research that is entitled Cross-cultural Pragmatics: Politeness Strategy used in*Rush Hour* Movie.

1.2. Research Questions

The main problems that the researcher formulates in this paper are as follows:
1. What types of politeness strategies are used by both of the main characters?
2. What similarities and differences of politeness strategies are used by both of the main characters?

1.3. Purposes and Significance

By answeringthe research questions, the purposes of the research are:
1. To analyze what types of politeness strategies are used by both of the main characters.
2. To find out the similarities and the differences of politeness strategies used by both of the main characters.

The significances of the study are:
1. The results of this study are expected to give further information for students about the use of politeness strategy in the movie entitled "Rush

Hour" based on Brown and Levinson Politeness Strategy. Therefore, the study will help them to understand more about politeness strategy.

2. The paper is also expected to give another analysis model of politeness strategy study. Therefore, it can help linguistics student to use this paper to develop their research.

1.4. Previous Studies

There are three previous studies that become the references for the writer in this research. First, *Politeness Strategies in John Grisham's Novel "The Client"* was conducted by YuliFitriyana (2007). He analyzed the four politeness strategies that portrayed on the utterances. The result showed that the characters dialogues portrayed the four of politeness strategies.The second is *Politeness Strategies used by the main character in Black Swan Movie* was conducted by ChoirulNasihin (2014). The problems of the study are (1) what are the types of politeness strategies, and (2) what is the most frequent politeness strategy used by Nina in *Black Swan* movie. His study revealed that Nina, the main character of the movie, performs all kinds of politeness strategies. Those are bald on record, off record, positive politeness, and negative politeness. The most politeness strategy that used by Nina is positive politeness strategy.

The third is *Politeness Strategies of Chinese and American Speakers* conducted by Carmen Sin Ting Cheung (2009) that look into how Chinese and American interpret the notion of politeness. The researcher found that their attitudes and strategies are different so what is considered to save other's face in one culture may consider as face damaging in another. The fourth previous study is *An Analysis of Positive Politeness Strategy in the film entitled "In Good Company" (A Pragmatic Study)* by AniSeptyaningsih (2007). She tried to describe the kinds of positive politeness employed by the character.

The last previous study is *Politeness strategies inExpressive Utterances of Judges of the Indonesian Idol 2012*by AanMirwanPriatna (2014). The purpose of

the study is to find out factors which influence the use of politeness strategies by the judges of Indonesian Idol 2012. The result said that from 13 utterances, 4 utterances are bald on record, 5 utterances are positive politeness, and 2 utterances are off-record.

Those previous studies tried to find what are the politeness strategies used by a character on the movie or novel. Some of them tried to find from politeness strategies in a culture. From the previous studies above the researcher get some ideas. In this research, the researcher not only tries to analyze and find the types of politeness strategies by character in movie, but also tries to find the similarities and differences.

CHAPTER II

THEORETICAL FRAMEWORK

2.1. Cross-cultural Pragmatics

According to Yule (1996:3),"Pragmatics is the study of contextual meaning". It means that this subject is related to context situation. Stadler, on Carol Chapelle (2013: 1732), states that knowing the knowledge of grammar and vocabulary is not enough to communicate across cultures. Sometimes, what speaker said is not always in its literal meaning, but based on the situation context. Pragmatics is related to human and context situation. In interaction, one has to understand the social and cultural background of the partner. Cross-cultural pragmatic helps to compare the differences and similarities of different cultures. It takes a comparative methodological approach that distinguishes the intra-cultural communication features of two diverse cultures by analyzing the similarities and differences in their (speech) act (Chapelle,2013: 1732).

2.2. Face Threatening Acts and Politeness Strategies

Brown and Levinson's idea of 'face' is obtained from Goffman (196) and English folk term which tells that feeling of being ashamed or insulted, or 'losing face' can be seen through face. We can see every emotive form that is presented in interaction. Brown and Levinson assume that every culture has different components of face and they divide it in two types. Those are negative face and positive face (1987: 61). Negative face is kind of face which wants to be free from actions and impositions. Positive face is a kind of face that wants to be appreciated and approved by others.

According to Brown and Levinson (1987:65-67), some acts may threaten both of positive face and negative face of someone. Those actions are called face threatening acts (FTA). Some actions that threaten negative face are order,

request, advice, suggestion, warning, and reminding. The actions that threaten positive face are criticism, disapproval, contradiction and disagreement. Then, there are some acts that threaten both negative face and positive face. Those are complaint, interruption, threat, and also strong expression of emotion. There are some ways to convey FTA that can be conveyed directly, more politely, or indirectly. Those are called politeness strategies.

1) Bald on Record

According to Brown and Levinson (1987:94-95), bald on record is related to Grice's Maxims (1975) which states that people should consider the quality, quantity, relevance and also manner to get maximal beneficial communication. In order to get it people should talk the truth, not to talk less or more than is required, be relevant with the topic discussed and avoid ambiguity. It means that speaker should tell explicitly and directly what he/she wants to the hearer to avoid misunderstanding. For example, (Brown and Levinson, 1987:9-98):

    a. An emergency: *Help!*
    b. Task oriented: *Give me the nails*

2) Positive Politeness

According to Brown and Levinson (1987:101-129), positive politeness strategies are used to make the hearer feel good about himself. Speaker usually reveals his/her compliment, appreciation, interest, approval and familiarity or friendship to communicate toward the hearer. There are some mechanisms of politeness strategies. Those are claim common ground, convey that Speaker and Hearer are cooperators, and fulfill Hearer's wants. Every mechanism is divided into some super-strategies. Here are the explanations and examples:

  a. Claim common ground. This kind of strategy is when the speaker indicates that he/she has the same goal and value with the hearer. It can be shown by sharing the mutual knowledge and interest. Claim common ground is divided into some strategies, namely:

- Notice, attend to H (his interest, wants, needs, goods): *What a beautiful vase this is! Where did it come from?*

- Exaggerate (interest, approval, sympathy with H): *how absolutely marvelous!*

- Intensify interest to H: *come down to the stairs, and what do you think I see? – a huge mess all overthe place, the phone's off and the clothes scattered all over…*

- Use in-group identity markers: *here mate, I was keeping that seat for a friend of mine…*

- Seek agreement: *A: John went to London this weekend*
                           B: To London!
- Avoid disagreement.
- Presuppose/raise/assert common ground: *Look, you're a pal of mine, so how about…*

- Joke: *OK if I tackle those cookies now?*

b. Convey that Speaker and Hearer are cooperators. This strategy is when both speaker and hearer are cooperative in the same activity and speaker has the same desire as hearer. Here are the strategies:

- Assert the speaker's knowledge and concern for hearer's desire: *Look, I know you want the car back by 5.0, so shouldn't I go to town now?*

- Offer, promise: *I'll drop by sometimes next week.*

- Be optimistic: *Wait a minute, you haven't brush your hair!* (as husband goes out)

- Include both speaker and hearer in the activity: *give us a break.*

- Give or ask for reason: *why not lend me your cottage for the weekend?*

- Assume or assert reciprocity.

c. Fulfill Hearer's want. It is the last strategy of positive politeness. The concept is speaker decides to fulfill the hearer's want to satisfy his positive face.

3) Negative Politeness

Based on Brown and Levinson (1987:129-211), Negative politeness deals with satisfying hearer's negative face. It focuses on respect behavior. The speaker stress hearer's relative power to done this strategy. The output of all strategies is useful for keeping the social distance. Here are the mechanisms:

a. Be direct. Negative politeness is a combination of direct utterance and action that minimizes imposition in the FTA. One of the ways to minimize it is by being indirect. Here is the strategy: - Be conventionally indirect: *Can you please pass the salt?*

b. Do not Presume/Assume. In this strategy, speaker should avoid presuming or assuming anything about hearer's want and interest to conduct the strategy because it might impose hearer. For example: - Question, hedge: *supposed that Harry is coming.*

c. Do not force hearer. Since negative politeness concerns keeping hearer's negative face so speaker should not force hearer too much. Force, basically, is a threat to negative face of hearer and put a strong imposition towards his/her.
    - Be pessimistic: *Could you jump over that five-foot fence?*
    - Minimize the degree of imposition: *just want to ask you if I can borrow a single sheet of paper*
    - Give deference: *We look forward very much to dinning with you.*

d. Communicate speaker's desire not to interrupt on hearer. In this strategy speaker should be careful to show interruption toward hearer. To satisfy hearer's negative face, it can be done by apologizing first then interrupt him/her or making the FTA is unclear.
    - Apologize: *I don't want to interrupt you, but…*
    - Impersonalize speaker and hearer: *It seems (to me) that…*
    - State the FTA as a general ruleNominalize: *It is pleasant to be able to inform you…*

e. Redress other wants of hearer. The concept is hearer can ask for his desire if he is more powerful than speaker or if they have debt between

them. For example: Go on record as incurring a debt or as not indebting hearer: *I'll never be able to repay you if you...*

4)   Off Record

The last strategy outlined by Brown and Levinson is bald of record. It is simply described as indirect utterance. According to Brown and Levinson (1987:211-227), this strategy might violate the maxim of Grice (1975). In conducting this strategy, speaker can represent it in two ways. Those are to invite conversational implicature and to be vague or ambiguous.

a. Invite conventional implicature. Speaker says something that is not relevant with the things speaker wants to say. For example: *It's cold in here.* (c.i. Shut the window).

b. Be vague or ambiguous. In this strategy, the speaker says something which isunclear and ambiguous so it violates the maxim of manner by Grice (1975). For example: *Oh sir, a headache*.

2.3. Politeness Concept in Chinese Culture

There are some differences between the old and modern Chinese politeness. For example, the use of honorific that is decreased in modern Chinese, and people tend to use job title. However, according to Gu (1990: 4), there are 4 notion of traditional Chinese: respectfulness, modesty, attitudinal warmth, refinement. Then, respectfulness, modesty, attitudinal warmth, refinement, tact maxim and generosity maxim are suitable for modern Chinese politeness.

CHAPTER III

RESEARCH METHOD

Research method consists of type of research, data source, population and sample, method in collecting data and the method in analyzing data as explained below.

3.1. Type of Research

The aims of this research are to describe what types of politeness strategies used by the main characters and also its similarities and differences so that the type of this research is descriptive qualitative research.

3.2. Data Sources

The main data sources of this research are taken from the utterances produced by the main characters of Rush Hour 1 movie directed by Brett Ratner. Furthermore, the utterances are produced by the main characters on the movie as the data analysis of the research. There are two main characters. The main characters of the movie are Jackie Chan as Chief Inspector Lee and Chris Tucker as Jim Carter, and both of them have a different cultural background. Jackie Chan has Chinese cultural background while Chris Tucker has Western Cultural Background. The type of the data is verbal data. The researcher takes the data from internet by downloading the movie at Indowebster movie website: (http://forum.idws.id/threads/rush-hour-1-1998.308463/#post-19400440).

3.3. Population, Sample and Sampling Technique

The population of the research is all of the utterances produced by the main characters of the Rush Hour Movie. The samples of the research are utterances that contain politeness strategy produced by the main characters because the researcher analyzed politeness strategy in the utterances in order to answer the

research questions. Thus, the researcher used Purposive random sampling to get samples that contain politeness strategy. According to Nasution (2011:98), purposive random sampling is a sample which relevant to the research design and represents the population.

3.4. Data Collection

In collecting data, the researcher uses non-participant observation with note taking technique to observe the utterances. According to Sudaryanto (1993:134), there are two kinds of observation method. Those are non-participant observation and participant observation. In this study the writer uses non participant observation because the researcher does not participate in the conversations of people who talk to each other, the researcher as a listener who should pay attention to what is being talked. There are some steps to collect the data. Those are:

1) The researcher downloads Rush Hour the movie from Indowebster movie website

2) The researcher downloads the transcript from internet. (http://www.script-o-rama.com/movie_scripts/r/rush-hour-script-transcript-chan.html)

3) The researcher watches, listens and pays attention to the movie, especially to the conversations of the main characters.

4) The researcher compares the transcript taken from internet and makes note of the main characters' utterances that contain Politeness Strategy.

5) The researcher classifies the utterances based on Brown and Levinson's Politeness Strategy Theory and gives a code to the utterances.

3.5. Data Analysis

The researcher uses identity method or *Metode Padan* to analyze the data. It is a method which the indicator tool is not a part of the language (Sudaryanto, 1993:13). The researcher analyzes all of utterances produced by the main characters on the movie based on Brown and Levinson's Politeness Strategy Theory. The researcher also uses Pragmatic Method which is the branch of Padan Method (Sudaryanto, 1993:15). The researcher also tried to find the similarities and differences in the use of politeness by both characters whether it is influenced by the cultural background or not. These are the steps to analyze the data:

1) Identifying the utterances that contains Brown and Levinson's Politeness Strategy Theory
2) Classifying the utterances based on politeness sub strategy. It can be part of speech or sentence.
3) Coding the utterances. Here are the codes: **DJ**: Detective James and **DL**: Detective Lee
4) Identifying the differences and the similarities also explains the reason why the both of characters use it.
5) Making the conclusion.

CHAPTER IV
RESULT AND DISCUSSION

This chapter presents the data analysis based on politeness theory. It presents the data by showing what are politeness strategies used by both of the main character and what are the similarities and differences of politeness strategies used by both of the main characters.

4.1. Strategies Used by The Main Characters

Both of the main characters of *Rush Hour* movie use some strategies in the sentences they uttered. The strategies are divided into bald on record, positive politeness, negative politeness and also off record strategies. It can be seen through the Table 1 below:

Table 1

Politeness Strategies Used	Quantity	
	DJ	DL
Bald on record	83	26
Positive Politeness		
- Notice, attend to H	2	2
- Intensify interest to H	-	2
- Use in-group identity markers	43	3
- Seek agreement	16	-
- Avoid disagreement	8	1
- Presuppose/raise/assert common ground	8	-
- Joke	2	-
- Offer, promise	9	1
- Include both S and H in the activity	17	9
- Give (or ask for) reasons	8	1
Negative Politeness		
- Be conventionally indirect	5	-
- Question, hedge	9	5
- Give deference	1	4
- Apologize	3	6
- Impersonalize S and H	5	-
Off Record		
- Give hints	1	-
- Understate	1	1
- Use rhetorical questions	3	1
- Be incompete	-	1
Total types of strategy	**224**	**63**

From table 1, it can be seen the occurrence of the politeness strategies used by both of the main characters. The largest strategy of politeness used by DJ is *bald on record* with 83 occurrences. The second largest strategy is *use in-group identity markers* with 43 occurrences. The third largest strategies is *include both S and H in the activity* with 17 occurrences and *seek agreement* with 16 occurrences. After that comes *avoid disagreement*, *presuppose/raise/assert common ground*, and *give (or ask for) reasons* with 8 occurrences each of them. Then, there are *offer, promise* and *question, hedge*with 9 occurrences each of them. There are *be conventionally indirect* and *impersonalize* with 5 occurrences each of them. Both of *apologize* and *use rethorical questions*have 3 occurrences each of them. Finally, the four smallest strategies are *notice* and *attend to H; joke* with 2 occurrences each of them. The last, *give hints, give deference* and *understate* with 1 occurrence each of them. Thus, there are 224 types of strategies used by DJ, bald on record with 83 occurrences, positive politeness with 113 occurrences, negative politeness with 23 occurrences, and off record with 5 occurrences.

While, the largest strategy used by DL is *bald on record* with 26 occurrences. The second largest strategy is *include both S and H in the activity*with 9 occurences. The third largest strategy is *apologize* with 6 occurrences. Then, the strategy *question, hedge* has 5 occurrences and *use in-group identity markers* and *give deference* have 4 occurrences. After that, there are *notice, attend to H,* and *intensify interest to H* with 2 occurrences each of them. The four smallest strategies used by DL are *avoid disagreement*, *offer, promise*, *give (or ask for) reasons, understate*, *use rethorical questions* and *be incomplete* with 1 occurrence each of them. Thus, there are 63 types of strategies used by DL, bald on record with 26 occurrences, positive politeness with 19 occurrences, negative politeness with 15 occurrences, and off record with 3 occurrences.

Here, the way the use strategies is affected by their culture. Both of DL and DJ are mostly use *bald on record strategy*. However, DJ is more freely to use it to all people in any situation than DL. DL just uses it to people that he thinks they have

power, his working partner or in emergency situation. On the other hand, DJ tends to use address forms as in-group identity markers that in his culture means to claim solidarity. While, DL tends to follow his culture using job title as a term to address people. For example, he calls DJ, Agent Carter or his superior, Consul Han, with job title Consul and Agent to show respect and to give deference. In the movie, both of the main characters use some *off record strategies*. However, sometimes other than using *off record strategy* to do the FTA, DL remains silent and chooses to not speak or make any criticism (do not do the FTA) which is consider as polite strategy in his culture. The other differences and similarities are explained on point 2 below.

4.2.The Similarities and Differences

There are several differences and similarities found in the use of politeness strategies by both of the main characters. Those include the tendency of using bald on record, positive politeness, negative politeness, and off record; the way they use the strategy and the use of multiple strategy. Here are the explanations.

Firstly, both of the main characters tend to use more of *bald on record* strategy than the other strategies. From the table above, it can be seen that bald on record strategy is the largest strategy used by them. There are 83 occurrences of *bald on record* used by DJ and 26 occurrences of *bald on record* used by DL. However, the used of *bald on record* by them differs. DJ is more freely to uses *bald on record* strategy to all people in any situation. While DL uses *bald on record* to certain people or when he is in urgent situation. For example, the way they use *bald on record* can be seen through the utterances below.

(1) *Tell the truth.* (DJ11)
(2) *Yo. Take care of that for me.* (DJ12)

Those utterances above are type of *bald on record* strategy. The utterance (1) is uttered by DJ when he is talking to the head police officer. In that situation, DJ surprises with what head police officer said to him. Here, he speaks directly and simply without any hedge or additional word to minimize the threat even though

he knows that his position is lower than the head police officer. In the utterance (2), it is when he arrives at the China consul's house. He asks two people in front of the house directly to park his car even though he does not know whether they are superior or not.

(3) Give me a name. (DL9)
(4) She's only 11 years old. I don't want her to die. Look at the picture!

Those utterances are kind of *bald on record* strategy uttered by DL. The utterance (3) is when he is asking for some information to the prisoner in jail with DJ. He asks him directly because that is in urgent situation and he considers that his position is higher than the prisoner. However, in utterance (4) he uses other strategy, positive politeness strategy, to minimize the threat to the prisoner before he uses *bald on record* strategy again. The utterances, she's only 11 years old. I don't want her to die, are considered as *intensify to H* of positive politeness strategy. For the rest of *bald on record* strategies, DJ uses it freely when he is talking to the DL, stranger and people that close to him, but DL uses it mostly when he is talking to DJ.

Secondly, both of them use some strategies of positive politeness. Those are *notice, attend to H, intensify interest to H, use in-group identity markers, seek agreement, avoid disagreement, presuppose/raise/assert common ground, joke, offer, promise, include both S and H in the activity,* and *give (or ask for) reasons.* However, DL does not use three strategies. Those are *seek agreement, joke,* and *presuppose/raise/assert common ground.* While, DJ does not use one strategy that is *intensify interest to H.* According to Table 1, the strategy that mostly used by DJ is *use in-group identity markers* with 43 occurrences. DJ uses many address form, such as *man, girl, buddy,* and *baby* on his utterances. It can be seen from this example:

(5) Man, give her a break. Don't worry about him. How you doing, girl? What's going on, man? Give me some love. (DJ111)

DJ uses *man* and *girl* as address forms to claim solidarity toward his working partner to describe that there is close relationship between them. Furthermore, he realizes that from their closeness can minimize the imposition.

However, the most positive politeness used by DL is *include both S and H in the activity* with 9 occurrences. Here is the example of the strategy:

(6)He's upset that we have not done our job. (DL42)
(7)*You go that way, I go that way*. (DL44)

Utterances (6) and (7) show the cooperation between DJ and DL to do some activity. From the utterance (6) the word 'we' and 'our' are the marks that they cooperate to do job together. In the utterance (7), the words 'I go that way' shows that DL wants to cooperate with DJ to do an activity. If we omitted the words 'I go that way', the utterance is not a type of *include S and H in the activity* strategy anymore.

Thirdly, both of them use some strategy of negative politeness. There are five strategies used by DJ. Those are *be conventionally indirect, give deference, apologize, impersonalize S and H* ad *question, hedge*. While DL uses three strategies, those are *question, hedge, give deference* and *apologize*. The most strategy used by DJ is *question, hedge* with 9 occurrences. In this case, DJ uses this strategy mostly in interrogative form. He uses the hedge words like *can, kind of, supposed* and *think*. The hedges are used to minimize the threat coming from DJ's request, opinions or questions. For example:

(7) Can you get back in the car and just leave? (DJ202)
(8) I think something big going down tonight, all right? (DJ209)

DL also uses *question, hedge* in several occasions. However, he uses it mostly in imperative form. He use hedge words like the modal *must, would,a little* and *please* to minimize the threat to the Hearer. Sometimes it is used to show denigrating self. For example utterance 10, it is when DJ surprises DL speak in English fluently. He used a hedge word, *a little*, to show that he is not bragging his ability to speak in English fluently. For example:

(9) You must take me to see Consul Han right away. (DL47)
(10) a little.(DL51)

While the negative strategy mostly used by DJ is is *apologize* with 6 occurrences. For example:

(11) Sorry we got you in trouble… (DL56)

Fourthly, the used of off record strategy. The main characters are not often using off record strategy. However DJ uses it more often than DL. DJ uses the strategies, such as *give hints* with 2 occurrences, *understate* with 1 occurrence, and *use rethorical question* with 3 occurrences. While DL uses only one strategy which is *use rethorical questions* with 1 occurrence.

The last is the use of multiple strategies. The other similarities and differences of both main characters are the use of multiple strategies. It can be seen from Table 2 below:

Table 2

The multiple strategies	Codes and Quantities			
	DJ		DL	
Bald on Record & Positive Politeness	14	DJ1, DJ2, DJ3,DJ3, DJ4, DJ5, DJ6, DJ7, DJ8, DJ9, DJ10, DJ11,DJ12, DJ13, DJ14	1	DL1
Bald on Record & Negative Politeness	6	DJ15, DJ16, DJ17, DJ18, DJ19, DJ20	-	-
Both Positive Politeness Strategies	6	DJ21, DJ22, DJ23, DJ24, DJ25, DJ26	1	DL2
Positive Politeness & Negative Politeness	7	DJ2, DJ28, DJ29, DJ30, DJ31, DJ32, DJ33	1	DL3

According to table 2 above, Sometimes, the utterances produced by both of the main characters are contained of multiple strategies. Those are *bald on record & positive politeness, bald on record & negative politeness, both positive politeness strategies,* and *positive politeness & negative politeness*. However, DJ tends to use more multiple strategies than DL. There are four multiple strategies used by DJ. Those are *bald on record & positive politeness* with 14 occurrences, *bald on record & negative politeness* with occurrences, *both positive politeness strategies*with 6 occurrences, and *positive politeness & negative politeness*with 7 occurrences. DL uses three multiple strategies but with a little occurrence. The strategies used by DL are *bald on record & positive politeness*with 1

occurrence,*both positive politeness strategies*with 1 occurrence*, and positive politeness & negative politeness* with 2 occurrences.

The difference is DL does not use one multiple strategy mentioned above. He does not use *bald on record and negative politeness strategy.*The multiple strategy mostly used by DJ is *bald on record & positive politeness*. Then, the multiple strategy mostly used by DL is *positive politeness & negative politeness*. After having the distribution samples of multiple strategy used by both of the main characters, here are the explanation and the examples of each multiple strategy.

(1)He's my cousin. We're just talking. Get in your car and leave. (DJ3)
(2)I don't think this is funny. No, I'm serious, Capt. I ain't playing. Tell the FBI you made a mistake.(DJ16)
(3)Me and Lee are taking care of the situation. We have everything under control. On top of it we'll get your daughter back safe and sound.(DJ23)
(4) C'mon, buddy. Do me this favor.(DJ31)

The utterance (1) until (4) above is uttered by DJ. The utterance (1) contained *bald on record strategy and positive politeness*. The words 'get in your car and leave' is *bald on record* strategy and the words 'He's my cousin. We're just talking' is *include S and H in activity* strategy of positive politeness. The utterance (2) contained *bald on record* and *negative politeness*, he uses the hedge word 'think' as *question, hedge* strategy and the word 'tell the FBI you made a mistake' as *bald on record* strategy. The utterance (3) is *both of positive politeness strategies*. The positive politeness strategies on that utterance are *include both S and H in the activity* and *promise*. The last, utterance (4) is contained of *positive politeness* and *negative politeness*. The word 'buddy' is kind of *use in-group identity markers* strategy of positive politeness and the words 'do me this favor' are kind of *impersonalize S and H* strategy of negative politeness.

(5) She's only 11 years old. I don't want her to die. Look at the picture! (DL1)
(6) We can hang in my crib. I will show you my hood. (DL2)
(7) Sorry we got you in trouble. (DL3)

The utterance (5) until (7) is uttered by DL. The utterance (5) contained bald on record and positive politeness. The words 'look at the picture!' show *bald on record strategy* and the words 'she's only 11 years old. 'I don't want her to die'

shows *positive politeness strategy*. The utterance (6) contained both positive politeness strategies. The word 'we' shows *include both S and H in the activity* and the words 'I will show you my hood' show *offer, promise* strategy of positive politeness. The last, utterance (7) contained positive politeness and negative politeness. The word 'sorry' shows *apologize* strategy of negative politeness and the words 'we got you in trouble' show *include both S and H* in the activity of positive politeness.

CHAPTER 5

CONCLUSION

In this chapter, the researcher would like to conclude the result of the analysis of the previous chapter. The results include the politeness strategies used by both of the main characters and the similarities and the differences of politeness strategies used by both of them. Those include the tendency of using bald on record, positive politeness, negative politeness, and off record; the way they use the strategy and the use of multiple strategy.

Based on the data analysis, 4 politeness strategies are used by both of the main characters. DJ used 224 types of strategies used by DJ, bald on record with 83 occurrences, positive politeness with 113 occurrences, negative politeness with 23 occurrences, and off record with 5 occurrences. While, DL used 63 types of strategies, bald on record with 26 occurrences, positive politeness with 19 occurrences, negative politeness with 15 occurrences, and off record with 3 occurrences.

There are several similarities of politeness strategies used by both of them found on the analysis. First of all, both of the main characters used all of the 4 politeness strategies. Second, both of main characters tend to used more of bald on record strategy than other strategies, but they used off-record strategy rarely. Finally, both of them used several multiple strategies.

On the other hand, there are several differences found on the analysis. First, both of DJ and DL used a lot of *bald on record* strategy with different way. DJ is more freely to use it to all people in any situation. However, DL used it to people with lower status than him or the same position as him, and in emergency situation. Second, the largest types of positive politeness strategy that used by DJ is *use in-group identity markers* by using address forms a lot to claim solidarity. However, DL tend to used often *include both S and H in the activity* strategy politeness to show cooperation between him and DJ. Third, in negative politeness, the most strategy used by DJ is *question, hedge* while *apologize* as the most

strategy used by DL. DJ used *question, hedge* in interrogative form and DL used itin imperative form. The last, DJ used multiple strategies more often than DL but, sometimes DL did not do FTA or remains silent and choose to not speak.

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Appendix

UTERRANCES PRODUCED BY DJ

Bald on record

Codes	Utterances
DJ1	Get out of my way!
DJ2	Let's do this. What's that, a gun? Put that gun away, man. How many people you killed this year? Stop it, man. Let's do it. Come on. Come on. Come on. Come on, man.
DJ3	Let me get that money, man.
DJ4	Get in your car and leave.
DJ5	See, you made him mad. Let me talk to him. All right!
DJ6	Look, did Columbo have a partner?
DJ7	Look, Johnson, it's dangerous out there. It's safer for you to be behind the desk.
DJ8	Johnson, Somebody told you I was being suspended?
DJ9	Johnson, somebody told you I was being suspended?
DJ10	Stop lying
DJ11	Tell the truth.
DJ12	Yo. Take care of that for me.
DJ13	OK, come on. Give me the story
DJ14	Give me a copy of that.
DJ15	Who is Lee and what kind of assignment is that?
DJ16	Do you understand the words that are coming out of my mouth?
DJ17	Put your bag in the back
DJ18	Put your bag in the back!
DJ19	You put your own shit in the back! I am not a skycap. I'm FBl, you understand?
DJ20	Tell the FBI you made a mistake.
DJ21	Chinese consul?
DJ22	That's the little girl? Huh? Say something.
DJ23	Look, look, look, John Wayne. You know John Wayne?
DJ24	You know anything about kidnapping?
DJ25	You understand what I'm saying?
DJ26	His name?
DJ27	Get out of my way! Watch out.
DJ28	FBl. Stop this bus.
DJ29	Stop! FBI! I need this motorcycle.
DJ30	Get off.
DJ31	Get out of the car! Get out of the car now!
DJ32	Just mind your own business, old man. Stay in the car.
DJ33	What you doing?
DJ34	Put the gun down.
DJ35	you understand that?
DJ36	Let me show you real music. That's real music. You hear that?
DJ37	follow my lead and do what I do. Ok?
DJ38	Is this weed?

DJ39	You got a prescription for this?
DJ40	Where is it? Where is it? Where?
DJ41	Put the guns down! Put the guns down!
DJ42	Look, Lee, go outside real quick.
DJ43	Lee, go outside and wait by the bar.
DJ44	I'll take care of everything
DJ45	I'm sure. Go on now. Go on!
DJ46	Come here
DJ47	What's his name?
DJ48	What you say?
DJ49	Who's this? Hello?
DJ50	Let me get a pen. All right. Cool
DJ51	All right, hold up. Calm down.
DJ52	Who was that you was chasing?
DJ53	You see what I'm saying? What's this in your hand?
DJ54	You never sold this to nobody you know?
DJ55	Just touch it.
DJ56	Cause you scared of it?
DJ57	Man, what you got me eating?
DJ58	Is it good?
DJ59	What you got?
DJ60	Hey, that your boy?
DJ61	Flip it open, flip it closed. Do it fast. Flip it open, flip it close. Do it fast.
DJ62	Right here?
DJ63	Hold on. Let's talk about this. Let's talk about this, man. Hold it, man.
DJ64	Lee, what you doing?
DJ65	Watch out!
DJ66	Freeze!
DJ67	Over here, man! Is that my gun?
DJ68	You understand what I'm saying?
DJ69	Wait here.
DJ70	Hey. Excuse me,
DJ71	Put your hands up! Put your hands up!
DJ72	Don't… don't move.
DJ73	Come on. Push the button. Come on. Push the button.
DJ74	Play along. Come on, push the button.
DJ75	Push the goddamn button!
DJ76	Push the button!
DJ77	She OK?
DJ78	Get that bomb away from me! Take the bomb outside.
DJ79	take it over to Juntao. Go to Juntao.
DJ80	Don't move, man!
DJ81	Go ahead.
DJ82	Hang on!
DJ83	Hang on, man

Notice, attend to H (his interests, wants, needs, goods)

Codes	Utterances
DJ84	What we got? That's tight. That's beautiful. That's nice. What's that?
DJ85	The Iraqis can't even get this shit. Where'd you get this from?

Use in-group identity markers

Codes	Utterances
DJ86	Clive, what's up, man?
DJ87	Man, I told you in the back. Think I would do this shit out front, man, you crazy?
DJ88	It don't even matter, man.
DJ89	It don't matter, man
DJ90	Put that gun away, man.
DJ91	Stop it, man.
DJ92	Come on, man.
DJ93	You don't know how happy you made me, man.
DJ94	Let me get that money, man.
DJ95	Clive, guess what, man?
DJ96	Quit playing, girl
DJ97	What you and your Asian gang member friends talking about these days?
DJ98	I ain't playing with you, man!
DJ99	Hey, man. Look. FBl.
DJ100	Man, just sit there and shut up.
DJ101	What's up, my nigger?
DJ102	What's up, my nigger?
DJ103	Man, don't act like you know me.
DJ104	Man, give me a hug.
DJ105	Luke, I know what you do, man.
DJ106	Luke, I ain't playing, man.
DJ107	Hey, See a little Asian dude about this height with a steering wheel on his arm?
DJ108	You take your sensitive ass up there and let me in! Don't make me get up out of this truck! Man, when I get up in here, I'm slapping somebody.
DJ109	All right, hold up. Calm down. I'm trying to hook you up, man. I'm on your side, man
DJ110	That ain't far enough, man!
DJ111	Man, give her a break. Don't worry about him. How you doing, girl? What's going on, man? Give me some love.
DJ112	Hey, Bobby, what's up, man? I need to see Clive Cod.
DJ113	C'mon, buddy
DJ114	Clive, how you doing, man?
DJ115	Man, you sound like a karate movie. Y'all!
DJ116	Hey, man, act like you're from out of town.
DJ117	Sorry, man.
DJ118	Hey! What's up, baby?
DJ119	Come on, Lee. Now, get your ass up, man.
DJ120	Get your shit and go out and go! Hurry up!

DJ121	Lady, put the glass down and get out of here
DJ122	Hey, be cool, man!
DJ123	Hang on, man
DJ124	Come on, man, don't be playing.
DJ125	How you doing? What's up? What's up, man?
DJ126	Man, this is cool
DJ127	Man, you can show me a couple of them Chinese girls?
DJ128	I'm gonna get buck wild

Seek Agreement

Codes	Utterances
DJ129	I'm late?
DJ130	That's C-4?! Oh, shit.
DJ131	Team?
DJ132	FBI want me?
DJ133	You don't know his name?
DJ134	Your case
DJ135	You don't know his name?
DJ136	You wanna speak to me? For a moment?
DJ137	Fifty million dollars?
DJ138	Twenty million in 50s
DJ139	Twenty million in 20s.
DJ140	And 10 million in 10s.
DJ141	C4?
DJ142	You don't want this?
DJ143	Foo Chow Restaurant.
DJ144	Fifteen hours?

Avoid Disagreement

Codes	Utterances
DJ145	He's my cousin. We're just talking.
DJ146	That block was already messed up.
DJ147	We got a little bit left
DJ148	So that mean I ain't getting suspend?
DJ149	No disrespect sir, but he's gonna get in my way. I'm not used to having a partner. If I'm handling the situation for you, I'm gonna have to work alone.
DJ150	You can forget about being mayor, then.
DJ151	What you talking about? I wasn't hiding
DJ152	I bent down to tie my shoe.

Presuppose/raise/assert common ground

Codes	Utterance
DJ153	Capt, I know you read the paper, but they lie. You know, I wouldn't do anything like that. They always exaggerating, you know how the paper is. They just want

	a story.
DJ154	But, didn't nobody die?
DJ155	that's the same way I feel. That's what I've been trying to tell everybody.
DJ156	You goddamn right. That's the only way I work, Cap.
DJ157	Just like home, ain't it?
DJ158	Luke, I know what you do, man. The only reason why I ain't busted your ass...'cause you're my cousin, and it'd kill Aunt Bootsy.
DJ159	Somebody told me you like to play with stuff like this.
DJ160	He done got into some shit again. He told me to come down here. And I'm a very busy man. I ain't got time, you know, to be coming down here this late, but I'm down here. My wife wants me to come home, baby done shitting all over the house. He needs diapers.

Offer, promise

Codes	Utterances
DJ161	Hey, I'Iltalk to y'all later, all right? I'Iltell you the best part after work.
DJ162	I'll make you mayor
DJ163	I'Ilsee you Thanksgiving.
DJ164	Next time I come here, y'all better clean this up!
DJ165	I'm gonna come back next visiting time. I'm gonna bring your fat ass some cookies, man.
DJ166	Me and Lee are taking care of the situation. We have everything under control. On top of it we'll get your daughter back safe and sound
DJ167	I'll be right back.
DJ168	I'll be right back.
DJ169	I'll be right back.

Include both S and H in the activity

Codes	Utterances
DJ170	Let's do it.
DJ171	What we got?
DJ172	He's my cousin. We're just talking.
DJ173	We got a little bit left.
DJ174	Have we interviewed his staff?
DJ175	Let's go.
DJ176	Me and Lee are taking care of the situation. We have everything under control. On top of it we'll get your daughter back safe and sound
DJ177	we can spend it together when you do 'cause I don't even really work for them.
DJ178	We found this on a kidnapper. Tell me what this is.
DJ179	Let's go tell them. Come on
DJ180	How we gonna go about getting this guy Juntao? How we know he even exists?
DJ181	We was about to solve the case. And all we need to do now was…
DJ182	She gonna die without our help
DJ183	We got work to do.
DJ184	The first thing we gotta do is clear out this riffraff.

| DJ185 | We've been looking for you. |
| DJ186 | Okay. I think it'd be safer if we leave it on, okay? |

Give (or ask for) reasons

Codes	Utterances
DJ187	Ain'tno problem here. Why y'all messing with us for?
DJ188	Why not use your men for this top priority case?
DJ189	'Cause they don't give a damn about you. They don't like you. I don't like you.
DJ190	Why you want to know my name?
DJ191	Why you ain't tell me about the bridge?
DJ192	Why you don't wanna touch it?
DJ193	Why you gotta drop the goddamn badge, huh?
DJ194	Why don't y'all take that badge, and shove it up your ass?

Joke

Codes	Utterances
DJ195	Who you think you kidnapped, Chelsea Clinton?
DJ196	You want any fries with that?

Be Conventionally Indirect

Codes	Utterances
DJ197	How the hell you find some C?
DJ198	What the hell you doing on this bus?
DJ199	What the hell did you just say?
DJ200	Would you please get Mr. Juntao?
DJ201	Would you please go upstairs and tell Mr. Juntao to get his ass down here then?

Question, hedge

Codes	Utterances
DJ202	Can you get back in the car and just leave?
DJ203	What kind of assignment is that?
DJ204	What am I supposed to do, take him to the zoo?
DJ205	Do you speak any English?
DJ206	I don't think this is funny.
DJ207	Please, just take a look at this. We found this on a kidnapper. Tell me what this is.
DJ208	Can I sit here?
DJ209	I think something big going down tonight, all right?
DJ210	I think you should come with me, you know.

Apologize

Codes	Utterances
DJ211	I'm sorry but, just let me go get something to eat.
DJ212	Sorry, man.
DJ213	You was right about me, all right? I'm sorry.

Give deference

Codes	Utterances
DJ214	No disrespect, sir, but he's gonna get in my way. I'm not used to having a partner. If I'm handling the situation for you, I'm gonna have to work alone.

Impersonalize S and H

Codes	Utterances
DJ215	OK, you guys sure take a long time to process an application
DJ216	Do me this favor
DJ217	Excuse me, miss.
DJ218	Hey. Excuse me, ladies and gentlemen.
DJ219	We have just received a threat on the building. We ask that you please exit the building as soon as possible, and please do not panic.

Give Hints

Codes	Utterances
DJ220	Give me one of them star maps for $45.

Understate

Code	Utterance
DJ221	Need a little hot sauce. But it's kinda good, though.

Use rhetorical questions

Codes	Utterances
DJ222	Didn't I tell you?
DJ223	Didn't I tell you to wait for me, huh?
DJ224	Didn't you hear what I just said?

UTERRANCES PRODUCED BY DL

Bald on Record

Codes	Utterances

DL1	You're sure?
DL2	Carter, stop wasting my time
DL3	What are you doing?
DL4	Don't move! Throw your gun away.
DL5	Don't move!
DL6	Excuse me very much.
DL7	Don't come any... stop!
DL8	What?
DL9	Give me a name
DL10	Look at the picture!
DL11	Give me the name.
DL12	Where can I find him?
DL13	What are we waiting for?
DL14	Very good.
DL15	We still waiting?
DL16	Don't move! LAPD.
DL17	Watch out!
DL18	Behind you. Carter!
DL19	What are you doing here?
DL20	Go away.
DL21	Leave me alone
DL22	Don't shoot!
DL23	Carter! Help! Do something!
DL24	What are you doing?
DL25	Do something! I can't hold on anymore!
DL26	Listen to me

Notice, attend to H (his interests, wants, needs, goods)

Codes	Utterances
DL27	He's upset that we have not done our job.
DL28	He is very passionate about finding your daughter.

Intensify interest to H

Codes	Utterance
DL29	She's only 11 years old. I don't want her to die.
DL30	Your daddy was a policeman?

Use in-group identity markers

Codes	Utterances
DL31	(In Chinese) Sorry I'm late
DL32	(speaking in Chinese) I only meant to help. Please forgive me.
DL33	(speaking in Chinese) Juntao was behind this.

Avoid Disagreement

Code	Utterance
DL34	Not a cop, an officer

Offer, Promise

Code	Utterance
DL35	I will show you my hood.

Include both S and H in the activity

Codes	Utterances
DL36	What are we doing here?
DL37	Yes, let's go
DL38	Where are we going?
DL39	we got you in trouble.
DL40	Let's go.
DL41	He's upset that we have not done our job.
DL42	We still waiting?
DL43	You go that way, I go that way.
DL44	We can hang in my crib

Give (or ask for) reasons

Code	Utterance
DL45	Why were you hiding?

Question, Hedge

Codes	Utterances
DL46	Would you be in the place like that?
DL47	Please, it's very important.
DL48	Please, listen to me.
DL49	A little.
DL50	Why would they don't need my help?

Give deference

Codes	Utterances
DL51	Sir, if you were asking for $50 million, would you be in the place like that?
DL52	Mr. Russ, you must pull your men back.
DL53	Agent Carter has been helping with my investigation.
DL54	You must take me to see Consul Han.

Apologize

Codes	Utterances
DL55	I don't want trouble, please... I said I don't want trouble.
DL56	I'm sorry. I'm sorry about this.
DL57	Sorry we got you in trouble. ...
DL58	I'm sorry. I'm from out of town.
DL59	I'm sorry. Thank you.
DL60	I may have some question...

Off record

Use rethorical question

Codes	Utterances
DL61	Haven't you done this before?

Understate

Code	Utterance
DL62	This won't work. I'm not 6 '1.

Be incomplete

Code	Utterance
DL63	If anything gets damaged...

MULTIPLE STRATEGIES

Bald on Record & Positive Politeness

Codes	Utterances
DJ1	Let's do this. What's that, a gun? Put that gun away, man. How many people you killed this year? Stop it, man. Let's do it. Come on. Come on. Come on. Come on, man.
DJ2	You don't know how happy you made me, man. You got what I want. Let me get that money, man.
DJ3	He's my cousin. We're just talking. Get in your car and leave.
DJ4	Quit playing, girl. I know you playing. Johnson, somebody told you I was being suspended?
DJ5	OK, boys, what have we got? Have you checked the consul personnel records yet? I wanna know who's he been talking with, who's he been dealing with OK, come on. Give me the story. Any demands? Any fingerprints? Have we interviewed his staff?
DJ6	What you and your Asian gang member friends talking about these days? You know anything about kidnapping?

DJ7	Put the gun down. I ain't playing with you, man!
DJ8	Your case. Look, you can back me up. When we get in here, follow my lead and do what I do. Ok?
DJ9	All right, hold up. Calm down. I'm trying to hook you up, man. I'm on your side, man.
DJ10	Flip it open, flip it closed. Do it fast. Flip it open, flip it close. Do it fast. You'Ilget it. Look. Take this. Hey, man, act like you're from out of town.
DJ11	Hold on. Let's talk about this. Let's talk about this, man. Hold it, man
DJ12	Over here, man! Is that my gun? It is my gun.
DJ13	It's about the little girl. She gonna die without our help.You understand what I'm saying?
DJ14	The first thing we gotta do is clear out this riffraff. If anybody stay behind, they got something to lose. Wait here. I'll be right back.

Bald On Record & Negative Politeness

Codes	Utterances
DJ15	Who is Lee and what kind of assignment is that?
DJ16	Capt, I don't think this is funny. No, I'm serious, Capt. I ain't playing. Tell the FBI you made a mistake.
DJ17	Would you please go upstairs and tell Mr. Juntao to get his ass down here then? Thank you. Can I sit here?
DJ18	Look, I think something big going down tonight, all right? I need to find out where the consul's gonna be. You think you can help me?
DJ19	We have just received a threat on the building. We ask that you please exit the building as soon as possible, and please do not panic. Didn't you hear what I just said? Get your shit and go out and go! Hurry up!
DJ20	Didn't I tell you to wait for me, huh? What the hell you doing on this bus? Think I'm playing with you? I ain't playing with you. Sit down.

Both of Positive Politeness Strategies

Codes	Utterances
DJ21	We got a little bit left.
DJ22	Luke, I know what you do, man. The only reason why I ain't busted your ass...'cause you're my cousin, and it'd kill Aunt Bootsy.
DJ23	Me and Lee are taking care of the situation. We have everything under control. On top of it we'll get your daughter back safe and sound.
DJ24	Fifty million dollars? Who you think you kidnapped, Chelsea Clinton?
DJ25	And 10 million in 10s. You want any fries with that?
DJ26	You don't want this? Somebody told me you like to play with stuff like this.

Positive Politeness & Negative Politeness

Codes	Utterances
DJ27	No disrespect, sir, but he's gonna get in my way. I'm not used to having a

	partner. If I'm handling the situation for you, I'm gonna have to work alone.
DJ28	Whoa. Hold it. Why not use your men for this top priority case?What am I supposed to do, take him to the zoo?
DJ29	I'm sorry, but, just let me go get something to eat. When I come back out, I'll take you wherever you want to go. Ok?
DJ30	Please, just take a look at this. We found this on a kidnapper. Tell me what this is.
DJ31	C'mon, buddy. Do me this favor.
DJ32	He done got into some shit again. He told me to come down here. And I'm a very busy man. I ain't got time, you know, to be coming down here this late, but I'm down here. My wife wants me to come home, baby done shitting all over the house. He needs diapers. Would you please get Mr. Juntao?

Bald On Record and Positive Politeness

Code	Utterance
DL1	She's only 11 years old. I don't want her to die. Look at the picture!

Both Positive Politeness Strategies

Code	Utterance
DL2	We can hang in my crib. I will show you my hood.

Positive Politeness and Negative Politeness

Codes	Utterances
DL3	Sorry we got you in trouble.