

Politeness Principles In “*Persuasion*” Movie

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ABSTRACT

The aims of this study is finding and describing politeness principle in *Persuasion* movie adopted from one of famous novels written by Jane Austen. This research was a descriptive qualitative research. The data of this research were words, phrases and sentences on the dialogues uttered by the characters which generated politeness principle. The data were taken from the movie “*Persuasion*” adopted from the novel written by Jane Austin. The techniques of collecting data used in this research were documentation and content analysis. The procedure of the research obtained from collecting the data, giving code to each data, displaying the data and drawing the conclusion and the researcher used theory triangulation. The research found 23 data in *Persuasion* movie that consisted of: 1) tact maxim (6 or 26%), 2) approbation maxim (4 or 17%), 3) generosity maxim (3 or 13%), 4) modesty maxim (3 or 13%), 5) agreement maxim (6 or 26%) and sympathy maxim (1 or 6%) which tact maxim and agreement maxim found as the dominant type of politeness principle in *Persuasion* movie. The conclusion of this research were: 1) there are six types of politeness principles which specifically discussed in this research and there were 23 data collected from those six types. 2) the researcher drawing the data into percentage to make it easier to saw which types of those six maxim were become the dominant type which founded. Factually, there are a lot of discussion dialogue which contains agree and disagreement and it requires the participants (speaker and listener) minimize cost and maximize benefit to other as the reason why Tact Maxim and Agreement Maxim become the most dominant type of politeness principle that are used in *Persuasion* movie.

KEYWORDS

Politeness Principle
Persuasion Movie

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1. Introduction

Every human being in this world has to communicate to each other to fulfill his or her own needs. At least, there will be two participants in a communication, namely the speaker and hearer. In their communication, people convey their intentions and know other’s needs through their utterances. By saying their intentions, people can achieve their aims. On the other hand, by knowing other’s needs, people can place themselves to respond in a certain way. The intention can be referred to as meaning. The meaning can be understood, of course, relating to the context. Understanding the meaning conveyed in a conversation relating to the context is the scope of pragmatics.

Pragmatics is the study of contextual meaning. According to Yule in Najeh, it is concerned with the study of meaning as communicated by speaker (writer) and interpreted by the listener (or reader) (Najeh, 2015). It might be considerate the investigation of invisible meaning. This type of study necessarily involves the interpretation of what people mean in a particular context and how the context influences what is said. It requires a consideration of how speakers organize what they want to say in accordance with who they are talking to, where, when, and under what circumstances. Pragmatics can be usefully defined as the study of how utterances have meaning in situation.

Pragmatics is the study of the relationship between linguistic forms and the users of those forms, in this three-part distinction only pragmatics allows humans into the analysis (Yule, 1996).

Meanwhile, Leech in Rahardi describes pragmatics as the study of meaning in relation to speech situation (Rahardi, 2017). It means that pragmatics is concerned with the meaning of utterance, in which the meaning depends on the situation where the utterance occurs.

Those theories both complement each other that pragmatics is a subfield of linguistic which includes various concepts such as, speech act theory, talk in interaction, and conversational implicature and studies the ways in which context contributes to meaning. Knowledge about pragmatic is important in developing relationships with others, and for communicating with a range of interlocutors in a variety of contexts. Pragmatic studies how the transmission of meaning depends not only on the linguistic knowledge of the speaker and listener, but also on the context of the utterance, knowledge about the status of those involved, the inferred intention of the speaker, and so on. Pragmatics explains how language users are able to overcome apparent ambiguity, since meaning relies on the manner, place, time etc.

There are some concepts of pragmatics (Yule, 1996: 3). The first is pragmatics is the study of speaker meaning. Pragmatics is concerned with the study of meaning as communicated by a speaker (or written) and interpreted by listener (or reader). This study is more to do with the analysis of what people mean by their utterances than what the word or phrase in those utterances might mean by themselves. Second, pragmatics is the study of contextual meaning. This study is involved the interpretation of what people mean in the particular context and how the context influences what is said. It means that the speaker should recognize what they want to say accordance with who they are talking to, where, when and under what circumstances. Third, pragmatics is the study of how to get communication more than is said. This type of study explores how a great deal of what is unsaid is recognized as of part of what is communicated. We might say that it is the investigation of invisible meaning. The last, pragmatics is the study of the expression of relative distance. There is a perspective about the choice between the said and the unsaid meaning. The basic answer is tied to the national distance. Closeness, whether it is physical, social, or he listener is speaker determine how much need to be said. Thus, it can be drawn a conclusion that pragmatic is appealing because it is about how people make sense of each other linguistically, but it can be a frustrating study because it requires us to make sense of people and what they have in mind.

Due to the fact that pragmatics relates to the study of meaning concerning with the context, then it should consider the politeness in producing utterances. Politeness is a very important principle in a language use and in communication. According to Yule (Yule, 1996), politeness in an interaction, can then be defined as the means employed to show awareness of another person's face. In this sense, politeness can be accomplished in situations of social distance or closeness. Showing awareness for another person's face when that other seems socially distant is often described in terms of respect or deference. Showing the equivalent awareness when the other is socially close is often described in terms of friendliness, or solidarity. Politeness involves how one can make other feel more pleasant (Meiratnasari et al., 2019). It also includes the appropriate linguistic choice in accordance with a certain social and situational context.

. Cruse states that politeness is linguistic behavior concerned, politeness is a matter of minimizing the negative effects of what one says on the feelings of others and maximizing the positive effects (known as 'negative politeness' and 'positive politeness' respectively) (Cruse, 2006). Watt in Wijayanto states that politeness in pragmatics is something rather different from an everyday understanding of it and focusing almost uniquely on polite language in the study of verbal language (Wijayanto, 2014). Generally, being polite involves taking into account the feelings of others. Besides, being polite also means employing awareness of others feeling. Being linguistically polite involves speaking to people appropriately in the right place and at the right time. People must be aware of the context of speaking because politeness in a certain area is different from others.

Another method of approaching politeness is developed by Leech proposed it as a way of explaining how politeness operates in conversational exchanges (Leech, 1989). Leech defines politeness as forms of behavior that establish and maintain feelings of comity within the social group, that is the ability of the participants in a social interaction to engage the interaction in an atmosphere of relative harmony. It can be expressed by certain polite formulatic utterances like; please, thank you, excuse me, sorry, etc.

Leech defines politeness as forms of behavior that establish and maintain community and he proposes what the terms (Leech, 1989). Further, he proposes six politeness principles, called maxims, namely tact maxim, generosity maxim, approbation maxim, modesty maxim, agreement maxim, and sympathy maxim.

Tact maxim is the first maxim of the politeness principles. It requires the participants to minimize cost to other and maximize benefit to other. This maxim is implemented by directive/impossitive, and commissive utterances. The directive/impossitive utterance is a form of utterance commonly used to show a command either direct or indirect. This utterance can usually be found in some utterances such as; inviting, commanding, ordering, advising, etc. Meanwhile, the commissive utterance is the utterance functioning to declare a promise or offer something. An example of tact maxim is "Won't you sit down?". This utterance is spoken to ask the listener to sit down. The speaker uses indirect utterance to be more polite and minimize cost to the listener. This utterance implies that sitting down is beneficial to the listener.

Generosity maxim is a principle to minimize the benefit to self and maximize the cost to self. Unlike the tact maxim, the maxim of generosity focuses on the speaker, and says that other should be put first instead of the self. The example of generosity maxim is "You relax and let me do the dishes". In this case the speaker implies that cost of the utterance is to himself. Meanwhile the utterance implies that the benefit is for the listener.

Approbation maxim is the principle of politeness to minimize the dispraise of other and maximize the praise of other. This maxim instructs to avoid saying unpleasant things about others and especially about the listener, it is preferred to praise others and if this is impossible, to side step the issue, to give some sort of minimal response, or to remain silent. The example of approbation maxim is "Rino, I know you're a genius – would you know how to solve this math problem here?" In this case, the speakers praise the listener first before he indirectly requests the listener to study something.

Modesty maxim is the principle to minimize praise of self and maximize dispraise of self. Both approbation maxim and the modesty maxim concern to the degree of good or bad evaluation of other to self. While the approbation maxim is exemplified by congratulating or praising, the modesty maxim usually occurs in appologies. The example of modesty maxim is "Please accept this small gift as prize of your achievement". In this case, the utterance above is categorized as the modesty maxim because the speaker maximizes dispraise of himself by saying "small gift".

Agreement maxim is a principle of politeness to minimize disagreement between self and other and maximize agreement between self and other. This maxim does not claim that people totally avoid disagreement. It is simply observed that they are much more direct in expressing agreement rather than disagreement. The disagreement, in this maxim is usually expressed by regret or partial agreement. The example of agreement maxim is :

Jane : "English is a difficult language to learn."

Jonathan : "True, but the grammar is quite easy."

Sympathy maxim is a principle of politeness to minimize antipathy between self and other and maximize sympathy between self and other. In this case, the achievement being reached by other must be congratulated. Whereas, the calamity happens to other must be given sympathy or condolences. The example of sympathy maxim is "I'm terribly sorry to hear about your father." The utterance above is a condolence expression which expresses the sympathy for missfortune. This expression shows the solidarity between the speaker and the listener.

On the other hand, Brown and Levinson presents two kinds of politeness, namely positive and negative politeness (Brown & Levinson, 1988). Positive politeness, an atmosphere of inclusion and mutually created by linguistic means such as compliments, encouragement, joking, even the use of "white lies". Small talk is a kind of irony expression of positive politeness that is, creating linguistically a connection to other people. The positive politeness strategy is usually seen in groups of friends, or where people in the given social situation know each other fairly well Watts in Wijayanto (Wijayanto, 2014). This strategy is used to minimize the distance between them by expressing friendliness and solid interest in the hearer's need to be respected (minimize the FTA). In this strategy, the threat to face is relatively low.

Negative politeness, involves respecting the privacy of other people and leaving a “back door” open that is showing some reservation. The use of distance-creating linguistic devices (e.g., passive forms), irony, or general vagueness. Negative politeness strategies are oriented towards the hearer’s negative face and emphasize avoidance of imposition on the hearer (Wijayanto, 2014). Negative politeness focuses on minimizing the imposition by attempting to soften it. In this strategy, the threat to face is relatively high.

Face threatening strategies should always consider the. Context plays an important role in understanding the meaning of utterance. There are two notions of context, context of situation and context of culture (Halliday, 1985). Both have an essential role in the interpretation of meaning. Context of situation is the situation in which the utterance even occurs in the environment of the text. Context of culture is the culture background or historical setting behind the participants.

In order to understand the meaning of any utterance, someone should know and understand the culture background of the language, such as the participants who are involved in the speech, the time, social condition, etc. Further, context deals with the relevant aspect of the physical or social setting of an utterance (Leech, 1989). Context is a background knowledge, which is showed by the speaker and the hearer in understanding their utterance.

Politeness principles and strategies proposed by Leech and Brown – Levinson may not always occur in real world, but they can be also seen in fiction works like movie. Movie is a kind of entertainment media with is presented to entertain the audience. Movie are produced by recording images from the world with cameras, or by creating images using animation techniques or special effects. According to Simanullang movie is a story. Recorder as set of moving pictures to be shown on television or the cinema (Simanullang, 2018). Then Simanullang gives a clear definition about movie. There are three important keys about movie based on his statement movie are story, recorded as moving picture, and shown on tv or the cinema.

While according to Ronchetti (Ronchetti, 2010), movie is an art which portrays man’s interpretation of life. Movie as an art and movie as a form of entertainment are both right. The main different between them is the goal. The goal of movie as an art is to give particular message to the viewers. Since movie gives particular message to viewers, the written have a tendency to appreciate movie as an art. The filed of movie are as an art from and the mention pictures industry and sometimes a movie is representation in our life in the society. the dialog spoken by the character and the actions they perform represent an actual language in every day life.

It seems very interesting to analyze movie related to politeness principles. That may make people are interested in concerning to politeness principles relating to movie. As it was done by Eka Nurdianingsih (2006) on her thesis entitled “*An Analysis of Tact and Approbation Maxims based on Leech’s Politeness Principle in The Movie Maid in Manhattan a pragmatic approach*“. She analyzed 17 data of tact maxims and 8 data about approbation maxims. Eka conducted the research for two objectives. They were to describe the tact and approbation maxims employed in the conversation of the character. The result was concluded that it was possible for speaker to Leech’s principles maxims, because of privacy reason.

Another work was conducted by Ika Irawati on her thesis entitled “*An Analysis of Maxim Violation on Teacher- Student Conversation In English Class At Smp Al Muayyad Surakarta*“. The researcher analyzed 4 data violation in maxims of Quality, 6 data violation of maxim quantity, 9 data of violation of maxim relevant, 8 data of violation in maxim of manner. Ika conducted the research for two objectives. They were to describe the kind of maxim violation used by the teacher and students in English Class in SMP Al-Muayyad Surakarta, and to describe about the reseason of the teacher and student of SMP Al-Muayyad Surakarta violate the maxim in utterance at English Class conversation. She concluded that it was possible to Grice Principles.

It can be understood why movie is considered interesting to review from the point of view of politeness principles because it can be a portrayal of real life events with certain custom, culture and mannerism. Thus, this research was carried out on the movie *Persuasion* to identify and describe the politeness principle that may occur in the movie.

2. Method

In this research, the researcher used descriptive qualitative research. Since the data is collected in the form of word rather than number (Adi et al., 2019). Then it was also descriptive since the researcher needed to describe to note and analyze the data also the problem. The researcher described the type of politeness principle and which types become the most dominant also define the reason why it become the dominant type of politeness principle that were used in *Persuasion* movie. The data itself is the dialogue uttered by the characters which generate politeness principle in *Persuasion* movie. It can be word, phrase and also sentence while the data source is from the movie and supported by subtitles.

The method of data collection are documentation and content analysis Mayring in Widayati (Widayati, 2021). In this research, the researcher is the key instrument based from the theory from Sugiyono which stated that "Qualitative research is much more difficult to do well than quantitative research because the data collected are usually subjective and the main measurement tool for collecting data is the investigator himself (Sugiyono, 2017)".

In the data analysis the researcher applied interactive model analysis by Miles and Huberman, it contains of four step they are: data collection, data reduction, data display and conclusion drawing or verification. The researcher also did data coding to help the researcher analyzing the data easier.

The researcher examined the validity of the data through triangulation. According to Sugiyono (2009: 273), "Triangulation is qualitative cross-validation. It assesses the sufficiency of the data according to the convergence of multiple data source or multiple data collection procedures." It consist of four parts they are: triangulation of method, investigators triangulation, theory triangulation and triangulation of data source. Based from the previous explanation the researcher used triangulation of data source because the researcher used multiple data source to collect the data in order to analyzed them.

3. Results and Discussion

Results

The research found 23 data. The researcher did not do any reduction after doing data collection and displaying those data founded into drawn table as follows:

Table 1. Politeness Principle in *Persuasion* movie.

No.	Politeness Principle	Quantity	Percentage
1.	Tact Maxim	6	26%
2.	Approbation Maxim	4	17%
3.	Generosity Maxim	3	13%
4.	Modesty Maxim	3	13%
5.	Agreement Maxim	6	26%
5.	Sympathy Maxim	1	6%
Total		23	100%

In addition, it provides example for each phenomenon to strengthen the interpretation of the data. The researcher discussed about data which taken from *Persuasion* movie. This research was analyzed about politeness principle in the word, phrase and sentence. From the table above the researcher concluded that Tact Maxim and Agreement Maxim is become the dominant type of politeness principle that are used in *Persuasion* movie. There are a lot of discussion dialogue which happened in this movie, also there will be agree and disagreement and it requires the participants (speaker and listener) minimize cost and maximize benefit to other as the reason why Tact Maxim and Agreement Maxim become the most dominant type of politeness principle that are used in *Persuasion* movie.

Discussion

In this section the researcher gave deeper explanation than the previous section. The previous section contains table and the brief explanation. Meanwhile, this section gives detailed explanation for each finding on types of politeness principle found in *Persuasion* movie. The researcher also gave some examples and explanations for each point.

1. Tact Maxim

Tact maxim is the first maxim of the politeness principles. It requires the participants to minimize cost to other and maximize benefit to other.

003/TM-01/14:27:30

Mary : I did not suit. I suppose.

Anne : **Oh you will see them yet, I'm sure.** It is still early.

This conversation was taken at Mary's house when she was sick and there is no one who taking care of her when Anne arrived there. Mary always blaming his husband's family because she already sick for about a week but there is no one from Musgrove's family who visit her when he can hardly speak because of her illness. While Charles as her husband keep shooting even Mary told him that she is sick. Then, Anne minimizing expression which imply cost for Mary as the hearer by saying the good things about The Musgrove's family so Mary can stop thinking about what The Musgrove's family did. With this way, Anne maximize efficiency in her communication.

011/TM-02/52:15:31

Elizabeth : That is Mr. Elliot's knock, I'm sure of it.

Penelope : **I believe you are right.**

On the next example, this conversation was happened between Elizabeth and Penelope in Bath right after Anne arrive there and there is also Sir Walter Elliot talk to them. While they talking about Anne, there is someone who knocked the door and Elizabeth accidentally stand and assure that it was Mr. Elliot. Penelope as the hearer is minimizing the expression which can imply cost to Elizabeth so she applied this kind of maxim which is concerned with the use of politeness to 'other'. On the other hand, in the tact maxim, the speaker is concerned more with giving benefit to the hearer.

013/TM-03/00:53:50

Mrs. Elliot : Not that I could expect Miss Elliot to remember.

Anna : **Indeed. I do remember, Mrs. Elliot. Very clearly.**

This conversation happens on Bath when Mrs. Elliot trying to explain that he saw Anne yesterday but he think that Anne was forgot about that accident. So, Anne told him that actually she remembered it simply to show Mr. Elliot an honour. Based from the situation above, she is maximizing benefit to other by saying "*Indeed. I do remember*". The center of the utterance is the hearer so the speaker is maximizing benefit to the hearer.

019/TM-04/1:07:53

Anne : Admiral, Mrs. Croft. I'm delighted to see you. What brings you here to Bath ?

Mr. Croft : **I'm afraid,** Miss Elliot, it is my digestion.

This conversation happens between Anne and Mr. Croft. Mr. Crft uses tact maxim in his conversation. It start when Anne was very curious to know what makes him go to Bath. In this conversation, he is minimizing cost to the others which is Anne because he don't want to make her feel bad after knowing the fact that Louisa is going to married.

020/TM-05/1:08:39

Mrs. Croft : Oh, well then I'm sure that letter we have brough from your siste will contain a full account.

Anne : **I'm very happy for Louisa.**

Based from the data above, it was applied tact maxim. Anne as the speaker here are showing her appreciation after heard that Louisa is going to married by saying *"I'm very happy for Louisa"*. She is maximizing benefit to other by saying that, and the center of this conversation is on the hearer.

023/TM-06/1:14:04

Sir Walter Elliot : Oh Lady Russel, we are at home tomorrow night to a somewhat select gathering.

Lady Russel : **Of course Sir Walter, with pleasure.**

The example of tact maxim applied by Lady Russel. This conversation takes place at Ballroom when Sir Walter Elliot and his daughter attending the invitation from his old-friend. He decide to invite Lady Russel to come to Bath tomorrow night and Lady Russel gently accepting that invitation to minimize cost to the other which on this case is Sir Walter Elliot.

2. Generosity Maxim

Generosity maxim is principle to minimize the benefit to self and maximize the cost to self.

001/GM-01/00:06:17

Lady Russel : What is the matter with you ?

Anne : **Nothing, I assure you.** I'm quite well.

This conversation happened at Kellynch Hall when that place want to be rented by Admiral Croft and his wife. As we know that this maxim is proposed as a pair of tact maxim, when the tact maxim is used on 'other-centered' then the generosity maxim is used on 'self-centered'. So, generosity was applied on sentence 'Nothing, I assure you...' from Anne to makes Lady Russel believe her that everything is okay at that moment.

004/GM-02/20:11:37

Anne : You may all leave little Charles.

Charles : Well, this is very kind of you, Anne. Are you sure ?

Anne : **In any case, I've no appetite.**

This conversation was taken place in Uppercross when Anne was trying to handle the mass situation which happened after Charles's son fall into a tree from the garden, with her dialogue saying 'In any case, I've no appetite' Anne is maximizing cost to herself by taking care for Charles's son and didn't go to dinner which held by Musgrove Family.

021/GM-03/1:09:31

Anne : Benwick ?

Mrs. Croft : **I beg you pardon ?**

The concept of this maxim is to minimize benefit to self and maximize cost to self which the purpose of this maxim is tend to put the cost to themselves rather that to the hearer. In this conversation, Mrs. Croft is maximizing cost to self by saying 'I beg you pardon?' politely to Anne.

3. Approbation Maxim

Approbation maxim is the principle of politeness to minimize the dispraise of other and maximize the praise of other.

012/AM-03/00:52:52

Mr. Elliot : My apologize for calling so unexpectedly but I could not rest without knowing that Miss Elliot not taken cold yesterday.

Elizabeth : Oh, **how exceedingly kind of you, Mr. Elliot.**

This conversation occurs between Mr. Elliot and Elizabeth. It was happened in Bath when Mr. Elliot trying to make sure that Elizabeth feels good about the condition or situation before he left her. Based from this sentence 'Oh, **how exceedingly kind of you, Mr. Elliot.**' approbation maxim was applied. This maxim is concern this maxim instructs to avoid saying unpleasant things

about others and especially about the listener, it is preferred to praise others and if this is impossible, to side step the issue, to give some sort of minimal response, or to remain silent.

014/AM-04/53:56:02

Mr. Wentworth : I cannot tell you how relieved I am to see her recovering so.

Harry : Yes, and she will make an excellent wife, Frederick. **I congratulate you.**

Based from the conversation above we know that there is a process of congratulating which proved by sentence '**I congratulate you**' on Harry's dialogue. He as the speaker he is minimizing dispraise of other and mazimizing praise to other, that is why this conversation define as approbation maxim.

4. Modesty Maxim

Modesty maxim is the principles to minimize praise of self and maximize dispraise of self.

006/MM-01/30:30:11

Mr. Wentworth : Anne!

Anne : **It's nothing. I'm well, it's really nothing.**

On the example above, the speaker or in this case was Anne are minimize praise of self and maximize praise of other by saying "It's really nothing. I'm well, it's really nothing", this sentence represents the speaker's praises to the hearer to simply proving that she is quite well after an accident on the backyard.

017/MM-02/1:03:20

Anne : **I'm truly sorry.** I've been unable to visit before this. My time has not been my own.

Mrs. Smith : Oh but we deeply honoured to have cousin of Lady Dalrymple pay us a visit here this evening instead of calling upon her relations with the rest of her family.

The concept of modesty maxim itself is proposed as the pair of an approbation maxim, similar to generosity maxim, the concept of modesty maxim is focused on self-centered. This maxim is only applicable in expressive e.g. thanking, congratulating, pardoning, blaming, praising and etc. So, with this explanation, Anne as the speaker here was asking for forgiveness from Mrs. Smith because she didn't visit them before this.

022/MM-03/1:12:48

Mr. Elliot : My dear Anne, **I can not say how grieved I am to have kept you waiting**, but the carriage is outside.

Anne : Mr. Elliot permit me to name Captain Wentworth.

This conversation was taken place on Bath when Anne was talking with Captain Wentworth about Louisa's wedding party but Mr. Elliot must saying the urgent things to Anne so she do apologize for Captain Wentworth. The sentence represents the speaker's praises or on this case is Mr. Elliot to Captain Wentworth.

5. Agreement maxim

Agreement maxim is a principle of politeness to minimize disagreement between self and other and maximize agreement between self and other.

005/AgM-01/24:18:51

Mr. Wentworth : I'm sorry to have tell you that she died last summer while Benwick was out of the cape.

Mrs. Croft : Oh no, how dreadful.

Mr. Wentworth : **Yes.**

In this case, there is a claiming statement which coming up from Mr. Croft and Mr. wentworth was agree to that statement by saying "Yes", so there is agreement maxim which applied in this conversation between Mr. Croft and Mr. Wentworth as the reaction to what was going on Captain Benwick's life. So, the concept of minime disagreement between self and other which is stand as the core of this maxim was applied on this conversation.

009/AgM-02/00:39:13

Captain Benwick : And yet, you will allow that poetry and novels are against you. They tell you endlessly of the fickleness of women.

Anne : And are they not all written by men?

Captain Benwick : **Yes, Mrs. Elliot, perhaps they are.**

In this case, Captain Benwick and Anne are engaged into such kind of argumentation, Anne was disagree with what was Captain Benwick's said that novel is just telling us endlessly of the fickleness of women. Then, Anne was rebutting his statement by saying "And are they not all written by men?". At the end, Captain Benwick changing their point of view as the representative of his agreement with Anne's point. So, this is the reason why agreement maxim was applied.

010/AgM-03/47:23:43

Mr. Wentworth : Mrs. Elliot I've been thinking whether you had not better remain with Henrietta while I go in and break it to the Musgrove's alone. Do you think this is a good plan?

Anne : **Yes, I do.**

This conversation was happened between Mr. Wentworth and Anne when they have to tell Louisa's parents about an accident. Anne is maximize agreement between herself and Mr. Wentworth in order to discuss about the best plan, and Anne was agree to what Mr. Wentworth has been planned.

6. Sympathy Maxim.

Sympathy maxim is a principle of politeness to minimize antipathy between self and other and maximize sympathy between self and other.

008/SM-01/00:38:24

Anne : Captain Benwick, **may I say how sorry I was to hear of your terrible loss.**

Captain Benwick : Thank you.

The aim of this maxim is to minimize antipathy between self and other, then maximize sympathy between self and other. In this case, the achievement being reached by other must be congratulated. On the other hand the calamity happens to other must be given sympathy or condolences. Meanwhile, in this conversation happened between Anne and Captain Benwick, Anne was trying to delivering her condolences to what Captain Benwick's lost.

4. Conclusion

The researcher found that there are six types of politeness principle which specifically discussed in this research they are; tact maxim, generosity maxim, approbation maxim, modesty maxim, agreement maxim, sympathy maxim and the purpose of this research is to identify and describe politeness principle which found in *Persuasion* movie. In order to analyzing this research more deeply, the researcher used Leech's & Brown and Levinson's theories. After the researcher did this research, the researcher concluded that all of those six maxims were founded. Furthermore, there were 23 data collected.

In this research, the researcher identify all of those data founded and classified them into each types of maxim. Furthermore, there are 23 data which analyzed by the researcher and the result of this research are; tact maxim 6 (26%), approbation maxim 4 (17%), generosity maxim 3 (13%), modesty maxim 3 (13%), agreement maxim 6 (26%) and sympathy maxim 1 (6%). In addition, the researcher drawing the data into percentage to make it easier to see which one of those six maxim are the dominant types which founded in *Persuasion* movie. The results is tact maxim and agreement maxim are the most dominant type of politeness principle which founded in *Persuasion* movie. Actually, there are a lot of discussion dialogue which happened in this movie, also there will be agree and disagreement and it requires the participants (speaker and listener)

minimize cost and maximize benefit to other as the reason why Tact Maxim and Agreement Maxim become the most dominant type of politeness principle that are used in *Persuasion* movie.

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