

# **ANALYSIS OF POLITENESS STRATEGIES USED IN LT. WATERS' DIRECTIVE UTTERANCES IN THE FILM TEARS OF THE SUN**

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## **ABSTRACT**

The problem formulations of this research are what the kinds of the politeness strategies are used in Lt. Waters' directive utterances in the film Tears of the Sun and what kind of politeness strategies most frequently used in Lt. Waters' directive utterances in the film Tears of the Sun. This research aims to determine the kinds of the politeness strategies used in Lt. Waters' directive utterances in the film Tears of the Sun and to find the kind of politeness strategies are most frequently used in Lt. Waters' directive utterances in the film Tears of the Sun. The result of this research states that the researcher found that there are 127 directive utterances used by Lt. Waters in the film Tears of the Sun. In this research, the researcher can conclude that all politeness strategies based on Brown and Levinson Theory were applied by Lt. Waters in his directive utterances. The researcher found out that directive utterance in bald on record is the most frequently used. There are 86 directive utterances and the most reason is Powerful Speaker.

Keywords : politeness, politeness strategy, and directive utterances

Politeness is an important subject matter in communication. Politeness is the practical application of good manners or etiquette. In this case, the speakers try to avoid embarrassing other person, or making his feel uncomfortable.

Politeness strategies applied in a communication also become an important thing in Islamic precept.

Considering the importance of politeness, the writer is interested in analysing the strategies of politeness of directive utterances. There are some reasons why this research analyses directive utterances. First, directives is a kind of speech act that often used by speakers in daily conversation. Second reason is directive show a strong relationship between speaker and hearer. The next reason is because directive utterances are used to get greatest attention from listener in communication.

Yet, it is not the analysis of politeness strategies which occur in real society, it is the analysis of literary work that is film. Researcher believes that film is one of good media to be learnt by learners especially for learning the language. A film titled *Tears of the Sun* is the interesting subject to be analysed. This film is chosen because the researcher

feel challenged to analyse politeness in the war film. Many people consider that the characters in the war film seldom utterance politely, so that the researcher wants to know the truth of that issue.

Based on the description above, the research on “Analysis of Politeness Strategies Used in Lt. Waters’ Utterances in the Film *Tears of the Sun*” is significant to be conducted. The writer investigates the kinds of the politeness strategies used in Lt. Waters’ directive utterances in the film *Tears of the Sun* and the kind of politeness strategy most frequently used in Lt. Waters’ directive utterances in the film *Tears of the Sun*. In running the research the writer chooses library research and presents the study with descriptive qualitative.

## **THEORETICAL REVIEW**

### **Politeness**

Politeness is a word which requires people to face problematical operation in using any language. It is difficult to learn because it involves understanding all the implied aspect of language. Not just the language itself but also the social and cultural values of the community where the language grows, because language cannot be separated with the community who use it. Moreover, using language must be appropriate with the social context of the speaker. And it also involves particular the role relationships and relative status of the participants in a discourse.

### **Directive Utterances**

Directive is a kind of speech act that often used by speakers in daily conversation. In using directive, the speaker attempts to make the world fit the word via the hearer. Through directive utterances, the speaker utterances make hearer do something.

The most prominent context in directive utterance is about the hearer, and the relationship between speaker and hearer. Relationship between speaker and hearer can be an indicator that makes speaker use different way to ask hearer do something for them. This is the logically reason why directive speech act divided is into four specific aspects. They are: commands, orders, requests, and suggestions. In daily conversation, command properly use to friend or younger hearer, but request, order, and suggestion can be used for any age of hearer. (Oktoberia, 2007, p. 1)

### **Politeness Strategy**

The study of politeness strategy is basically the study of knowing the way the people use the language while they are having interaction or communication. It preaches how to use the language and conduct the conversation run well and go smoothly.

According to Brown and Levinson (1987), politeness strategies are developed in order to save the hearers' "face." Face refers to the respect that an individual has for him or herself, and maintaining that "self-esteem" in public or in private situations. Usually people try to avoid embarrassing the other person, or making them feel uncomfortable. People use various politeness strategies to protect the face of others when addressing them. Under politeness theory, there is a positive and a negative face. Positive face reflects the desire to have one's self-image approved of by others. Negative face is a

part of personality that desires not to be imposed upon. Politeness strategies will differ depending on whether a person is dealing with another's positive or negative face (Wisegeek).

### **Theories of Politeness Strategies**

The most well-known and dominant theory on linguistic politeness is that of Brown and Levinson. Brown and Levinson (1987, p. 65) present four strategies; Bald on Record, Negative Politeness, Positive Politeness, and Off-Record strategy, which are schematized as follow:

#### ***Bald on Record***

Bald on-Record strategy provides no effort by the speakers to minimize the impact of the FTA's. The speakers usually shock the hearers, embarrass them, or make them feel a bit uncomfortable. The prime reason for bald-on record is whenever S wants to do the FTA with maximum efficiency more than he wants to satisfy H's face. However, this type of strategy is commonly found with people who know each other very well, and very comfortable in their environment such as close and family.

Brown and Levinson (1987. P. 94-101) divide bald on record strategy into two strategies, they are:

##### a. Cases of non-minimization of the face threat

This is mutually known to both speaker and hearer that face redress is not necessary. First, in cases of great urgency of desperation, redress would actually decrease the communicated urgency.

Second, non-redress occurs when the speaker's want to satisfy hearer's face is small, either because speaker is powerful and does not fear retaliation or non-cooperation from hearer

Third, in cases where non-minimization likely occurs where doing the FTA (Face Threatening Act) is primarily in hearer's interest. Thus, sympathetic advice or warnings may be baldly on record.

##### b. Cases of FTA-oriented bald on record

This case illustrates the way in which respect for face involves mutual orientation, so that each participant attempts to foresee what the other participant is attempting to foresee. There are three subjects where one would expect such pre-emptive invitations; First, Welcomings (or post-greetings), where speaker insists that hearer may impose on his negative face.

Second, Farewells, where speaker insists that hearer may transgress on his positive face by taking his face. Third, Offers, where speaker insists that it may impose on speaker's negative face.

#### ***Positive politeness***

Brown and Levinson states that the positive politeness is approached-based, try to show that S wants what H's wants (shares H's positive face wants) i.e. that they are "the same" in some ways, or that S like H in order to have H's positive face. Positive politeness is redress directed to the addressee's positive face, his perennial desire that

his wants (or the action / acquisitions values resulting from them) should be thought of as desirable.

Moreover, positive politeness emphasizes shared attitudes and values. Besides that, the positive politeness is a face saving acts which is concerned with the person's positive face which tends to show the solidarity, emphasize that both speakers and hearer want the same thing, and they have a common goal (Yule, 1996, p. 62). However, positive politeness is face work that is aimed at positive face. Brown and Levinson (1987, p. 103-129) reveal the positive politeness strategy into:

a. Claim common ground

1. Speaker may convey that some want (goal or desired object) of hearer's admirable or interesting to speaker too

STRATEGY 1. Notice, attend to hearer (his interests, wants, needs, goods)

STRATEGY 2. Exaggerate (Interest, approval, sympathy with hearer)

STRATEGY 3. Intensity interest to hearer ('by making 'a good story')

2. Claim in-group membership with hearer

STRATEGY 4. Use in-group identify markers

- a) Address forms
- b) Use of in-group language or dialect
- c) Use of jargon or slang
- d) Contraction and Ellipsis

3. Claim common (point of view, opinions, attitudes, knowledge, empathy)

STRATEGY 5. Seek Agreement

- a) Safe Topics
- b) Repetition

STRATEGY 6. Avoid disagreement

- a) Token Agreement (in order to pretend to agree).
- b) Pseudo-agreement (speaker draws his/her own conclusion)
- c) White lies
- d) Hedging opinions

STRATEGY 7. Presuppose/Raise/Assert common ground

- a) Gossip, small talk
- b) Point-of-view operations
- c) Personal-centre switch: speaker to hearer
- d) Time switch
- e) Place switch The use of proximal rather than distal demonstratives (here, this)
- f) Avoidance of adjustment of reports to hearer's point of view
- g) Presupposition manipulations
- h) Presuppose knowledge of hearer's wants and attitudes
- i) Presuppose hearer's values are the same as speaker's values
- j) Presuppose familiarity in speaker-hearer relationship
- k) Presuppose hearer's knowledge

STRATEGY 8. Joke

b. Convey that speaker and hearer are cooperators

1. Indicate speaker knows hearer's wants and is taking them into account

STRATEGY 9. Assert or presuppose speaker's knowledge of and concern for hearer's wants.

- 2. Claim reflexivity
  - STRATEGY 10. Offer, promise
  - STRATEGY 11. Be Optimistic
  - STRATEGY 12. Include both speaker and hearer in the activity
  - STRATEGY 13. Give (or ask for) reasons
- 3. Claim reciprocity
  - STRATEGY 14. Assume or assert reciprocity
- c. Fulfill hearer's want for some X
  - STRATEGY 15. Give gifts to hearer (goods, sympathy, understanding, cooperation)

***Negative politeness***

Negative politeness strategy (formal politeness/respect politeness) has the main focus on assuming that you may be imposing and intruding on H's space. In other words, speaker attempts to minimize the imposition on H or acknowledge H's negative face. This strategy assumes that there might be some social distance or awkwardness between speaker and hearer and it is likely to be used whenever a speaker wants to put a social brake on his interaction (Brown and Levinson, 1987). It is also impersonal and it can include expressions that refer to neither the speaker nor the hearer. Its language emphasizes the speaker's and the hearer's independence (Yule, 1996).

Negative politeness is also known as respect politeness where every participant in the social process has the need not to be disturbed and to be free. In Holmes' opinion (1992, p. 297), negative politeness pays people respect and avoids intruding on them. However, Brown and Levinson (Goody, 1996, p.134) said that negative politeness is redressive action addressed to the addressee's negative face; his want to have his freedom of action unhindered and his attention unimpeded.

Brown and Levinson (198, p. 130-211) distinguish the doing of FTA into two categories:

- a. On record → Be Direct
  - STRATEGY 1. Be conventionally indirect
    - 1. Politeness and the universality of indirect speech acts Gordon and Lakoff drew attention to a systematic way of making indirect speech acts in English: by stating or questioning a felicity condition. Yule (1996, p.50) says that felicity conditions are certain expected or appropriate circumstances for the performance of a speech act to be recognized as intended.
    - 2. Degrees of politeness in the expression of indirect speech acts
      - a) The more effort a speaker expends in face-preserving work, the more he will be seen as trying to satisfy hearer's face wants.
      - b) The strategic choices will be preferred over other strategies that satisfy the end to a lesser degree.
      - c)
  - b. Redress to hearer's want to be un-impinged upon
    - 1. Don't presume/assume
- STRATEGY 2. Question, hedge
  - 2. Don't coerce H. Give hearer option not to do act:
    - a. Be indirect
    - b. Don't assume hearer is able/willing to do action

- c. Assume hearer is not likely to do action

STRATEGY 3. Be pessimistic

STRATEGY 4. Minimize the imposition

STRATEGY 5. Give deference

- 3. Communicate speaker's want to not impinge on hearer

STRATEGY 6. Apologies

There are four ways to communicate regret or reluctance to do an FTA:

- a) Admit the impingement
- b) Indicate reluctance
- c) Give overwhelming reasons
- d) Beg forgiveness

STRATEGY 7. Impersonalize speaker and hearer: Avoid the pronouns 'I' and 'you'

- a) Performatives
- b) Imperatives
- c) Impersonal verbs
- d) Passive and circumstantial voiceS
- e) Replacement of the pronouns 'I' and 'you' by indefinites
- f) Pluralization of the 'you' and 'I' pronouns
- g) Address terms as 'you' avoidance
- h) Reference terms as 'I' avoidance
- i) Point-of-view distancing.

STRATEGY 8. State the FTA as some general social rule

STRATEGY 9. Nominalize.

- 4. Redress other wants of hearer's derivative from negative face

STRATEGY 10. Go on record as incurring a debt, or as not indebting hearer.

### ***Off record***

Off record strategy has the main purpose of taking some pressures off of the hearer. In this case, the speaker performs an act in a vague manner that could be interpreted by the hearer as some other acts. Such an off record utterance usually uses indirect language that constructs more general utterance or actually different from what one mean. Therefore, the interpretation of the utterance greatly depends on the existence of contexts that frames up the utterance.

Brown and Levinson (1987, p. 213:227) classifies the off-record strategies by the kinds of clues that are presented by the speaker for the intended inferences to be derived from:

- a. Invite conversational implicatures, via hints triggered by violation of Gricean Maxim.

- 1. Violate Relevance Maxim

STRATEGY 1. Give hints

- a) Motives for doing action
- b) Conditions for action

STRATEGY 2. Give association clues

STRATEGY 3. Presuppose

- 2. Violate Quantity Maxims

STRATEGY 4. Understate

STRATEGY 5. Overstate

- STRATEGY 6. Use tautologies
3. Violate Quality Maxims
- STRATEGY 7. Use contradictions
- STRATEGY 8. Be ironic
- STRATEGY 9. Use metaphors
- STRATEGY 10. Use rhetorical question
- b. Be vague or ambiguous
    1. Violate Manner Maxim
- STRATEGY 11. Be ambiguous
- STRATEGY 12. Be vague
- STRATEGY 13. Over-generalize; It relates to the use of proverbs.
- STRATEGY 14. Displace hearer
- STRATEGY 15. Be incomplete, use ellipsis

### FINDINGS AND DISCUSSION

To get better understanding about the kinds of politeness strategies used in Lt Waters' directive utterances in the film *Tears of the Sun*, the writer reviewed the movie many times then listed the directive utterances and its politeness strategies used by Lt. Waters. Here is the table of finding of politeness strategies used in Lt. Waters' directive utterances in the film *Tears of the Sun* based on *Brown and Levinson* theory.

Table 3.1 Finding table of politeness strategies used in Lt. Waters' directive utterances in the film *Tears of the Sun* based on *Brown and Levinson* theory

| No | Time  | Lt. Waters' Directive Utterances                          | Addressee             | Kind Of Directive Utterance | Kind Of Politeness Strategy |
|----|-------|---|-----------------------|-----------------------------|-----------------------------|
| 1  | 07:46 | Can you take me to Dr. Lena Kendricks?                    | A Local civilian      | Request                     | Negative politeness         |
| 2  | 07:50 | Nice and easy, Come on.                                   | A Local civilian      | Request                     | Bald on record              |
| 3  | 07:53 | Zee, we're moving!  | Zee ( One of his men) | Command                     | Off record                  |
| 4  | 08:11 | Open!   | Doc ( One of his men) | Command                     | Bald on record              |
| 5  | 09:33 | I need your things packed and let's get out of here, now. | A Nurse               | Request                     | Positive politeness         |
| 6  | 09:28 | Doc, maybe you can help her out.                          | Doc                   | Command                     | Negative politeness         |
| 7  | 09:57 | Hurry Up Doc!   | Doc                   | Command                     | Bald on record              |
| 8  | 10:05 | Yes Ma'am. Come with me, please.                          | Dr. Lena Kendricks    | Request                     | Negative Politeness         |
| 9  | 10:11 | Get your things   | Dr.                   | Request                     | Bald on                     |

|    |       |   |                      |            |                     |
|----|-------|---|----------------------|------------|---------------------|
|    |       | together, but pack light.   | LenaKendricks        |            | record              |
| 10 | 10:13 | Zee, bring your perimeter up. Keep Flea in place.   | Zee                  | Command    | Bald on record      |
| 11 | 10:43 | We're here to get you out. Now, I suggest you go find the priest, go find the nuns, pack your things and get ready to move. | Dr. LenaKendricks    | Suggestion | Bald on record      |
| 12 | 11:04 | Now please, get your thing packed and get ready to move.  | Dr. Lena Kendricks   | Request    | Bald on record      |
| 13 | 11:33 | Alright Doc, give me a minute.  | Dr . Lena Kendricks  | Request    | Negative politeness |
| 14 | 11:38 | Sixty seconds. I suggest you use that time to go find the priest.   | Dr. Lena Kendricks   | Suggestion | Bald on record      |
| 15 | 11:47 | Get Command on the horn.  | Zee                  | Command    | Bald on record      |
| 16 | 12:32 | Alright Doc. you win, get your people together. We leave in a half an hour.   | Dr. LenaKendricks    | Request    | Bald on record      |
| 17 | 12:46 | Hurry Please.   | Dr. Lena Kendricks   | Request    | Bald on record      |
| 18 | 13:06 | The doctor is the mission, Red. Stick with her. ... Go on.  | Red (One of his men) | Command    | Bald on record      |
| 19 | 15:06 | Can only bring what they carry by back.   | Zee                  | Command    | Off record          |
| 20 | 15:36 | Take us out of here, but don't run away from us.  | Zee                  | Command    | Bald record         |
| 21 | 15:43 | Keep them moving. Keep them moving.   | His men              | Command    | Bald on record      |
| 22 | 15:49 | Keep them moving, Slo. Get  | Slo (One of his men) | Command    | Bald on record      |

|    |       |   |                         |            |                     |
|----|-------|---|-------------------------|------------|---------------------|
|    |       | her out of there  |                         |            |                     |
| 23 | 19:10 | Alright. Roll them up ASAP.   | Red                     | Command    | Bald on record      |
| 24 | 19:48 | Watch those trees.  | His men                 | Command    | Bald on record      |
| 25 | 20:33 | Here you go Ma'am. Come on.   | One of the refugees     | Request    | Negative Politeness |
| 26 | 20:47 | Let's go doctor.  | Dr. Lena Kendricks      | Request    | Negative politeness |
| 27 | 21:03 | Rest for 30.  | Zee                     | Command    | Bald on record      |
| 28 | 21:05 | Lake, hold it up. We're gonna rest for 30.  | Lake (One of his men)   | Command    | Bald on record      |
| 29 | 21:08 | Set a perimeter.  | Zee                     | Command    | Bald on record      |
| 30 | 22:48 | Dr. Kendricks, come with me right away. Come here.  | Dr. Lena Kendricks      | Request    | Negative politeness |
| 31 | 22:54 | You must do everything you can to keep that baby quiet. You understand me?                        | Dr. Lena Kendricks      | Request    | Bald on record      |
| 32 | 22:58 | Whatever it takes. Go now.  | Dr. Lena Kendricks      | Request    | Bald on record      |
| 33 | 26:43 | Lake, lead us out before they realize their tail gunner's gone. And find us a safe place to rest. | Lake                    | Command    | Bald on record      |
| 34 | 27:04 | I don't presume to know them all. Red?  | Red                     | Command    | Off record          |
| 35 | 27:09 | Let's go. Come on   | Dr. Lena Kendricks      | Request    | Positive politeness |
| 36 | 28:18 | Dr. Kendricks, I suggest you get some rest.   | Dr. Lena Kendricks      | Suggestion | Negative politeness |
| 37 | 30:31 | Flea, Lake, status?   | Flea and Lake (his men) | Command    | Negative politeness |
| 38 | 30:40 | Zee.  | Zee                     | Command    | Off record          |
| 39 | 32:04 | Slo, bring her up.  | Slo                     | Command    | Bald on record      |

|    |       |   |                                     |         |                     |
|----|-------|---|-------------------------------------|---------|---------------------|
| 40 | 32:43 | Keep your head down!  | Dr. Lena Kendricks                  | Request | Bald on record      |
| 41 | 32:54 | Get on the helicopter!  | Dr. Lena Kendricks                  | Request | Bald on record      |
| 42 | 33:16 | Secure the doctor.  | Helicopter crews                    | Command | Bald on record      |
| 43 | 33:30 | Let's go! Let's go now! Let's go!   | His men                             | Command | Positive politeness |
| 44 | 35:56 | Doc!  | Doc                                 | Command | Off record          |
| 45 | 37:05 | Let's turn it around.   | One of Helicopter crews             | Command | Positive politeness |
| 46 | 38:25 | We can only take 12 people. Old, young, anybody who'll slow us down.  | Dr. Lena Kendricks                  | Request | Off record          |
| 47 | 38:40 | Hurry, please.  | A Woman refugee                     | Request | Bald on record      |
| 48 | 39:12 | Hurry, please.  | Dr. Lena Kendricks                  | Request | Bald on record      |
| 49 | 39:44 | Get them ready, Zee.  | Zee                                 | Command | Bald on record      |
| 50 | 40:01 | We gotta go. Let's go. Come on!   | Woman refugee                       | Request | Positive Politeness |
| 51 | 40:07 | Get her out of there.   | Zee                                 | Command | Bald on record      |
| 52 | 40:11 | Keep your head down.  | Woman civilian                      | Request | Bald on record      |
| 53 | 40:22 | Ma'am, you gotta take this baby! Hold her tight.  | Another woman refugee on Helicopter | Request | Negative politeness |
| 54 | 40:31 | Come on let's go. Here we go. Stay low.   | Dr. Lena Kendricks                  | Request | Positive politeness |
| 55 | 41:44 | It's difficult to explain, Sir. .. We're marching them to LZ Bravo. Request three helicopters to take them out. | The Captain                         | Request | Negative politeness |
| 56 | 41:50 | Oh come on, give me three choppers. I'll have them in   | The Captain                         | Request | Bald on record      |

|    |       |  |                    |           |                     |
|----|-------|--|--------------------|-----------|---------------------|
|    |       | Cameroon in 20 minutes.  |                    |           |                     |
| 57 | 45:21 | Keep an eye on them.   | Slo                | Command   | Bald on record      |
| 58 | 45:29 | Get them up, get them ready to move.   | Zee                | Command   | Bald on record      |
| 59 | 45:35 | Dr. kendricks, could you come with me for a second, please?                                  | Dr. Lena Kendricks | Request   | Negative politeness |
| 60 | 46:02 | Think hard.  | Dr. Lena Kendricks | Request   | Bald on record      |
| 61 | 46:06 | Get your people ready to go now.   | Dr. Lena Kendricks | Request   | Bald on record      |
| 62 | 46:15 | Red, help the doctor get ready to move.  | Red                | Command   | Bald on record      |
| 63 | 47:51 | Zee, keep them moving.   | Zee                | Command   | Bald on record      |
| 64 | 48:03 | Get to the point.  | Red                | Commanded | Bald on record      |
| 65 | 49:19 | Go Lake.   | Lake               | Command   | Bald on record      |
| 66 | 49:29 | Get doctor Kendricks up here.  | Slo                | Command   | Bald on record      |
| 67 | 49:32 | Dr. Kendricks, We'll rest here for a minute. Stay down in these trees. Listen to my men. Go! | Dr. Lena Kendricks | Request   | Negative politeness |
| 68 | 49:36 | Slo!   | Slo                | Command   | Off record          |
| 69 | 49:39 | Zee, flea, with me.  | Zee and Flea       | Command   | Bald on record      |
| 70 | 50:07 | Flea, get eyes on.   | Flea               | Command   | Bald on record      |
| 71 | 50:17 | Bring them up.   | Zee                | Command   | Bald on record      |
| 72 | 50:52 | Hand me the binoculars.  | Red                | Command   | Bald on record      |
| 73 | 51:03 | Zippo first.   | Flea               | Command   | Bald on record      |
| 74 | 51:05 | Red Team, right flank. This way.   | His men            | Command   | Bald on record      |

|    |         |   |   |         |                     |
|----|---------|---|---|---------|---------------------|
|    |         | Edge of clearing. Wait for my go. Silent and quick. Gold Team, on me.                           |   |         |                     |
| 75 | 53:25   | Go!   | His man   | Command | Bald on record      |
| 76 | 56:24   | Go! Run! Get out of here!   | civilians   | Request | Bald on record      |
| 77 | 56:26   | Doc, get them out of here! Move!  | Doc   | Command | Bald on record      |
| 78 | 1:10:17 | Get them up, take their weapons away. We search everybody right now.                            | Zee   | Command | Bald on record      |
| 79 | 1:10:23 | Lena. Get up. Point out everybody that came into the mission in the last three days. Right now. | Dr. Lena Kendricks  | Request | Bald on record      |
| 80 | 1:10:58 | Silk.   | Silk ( One of his men, a sniper)                          | Command | Off record          |
| 81 | 1:11:10 | Get back there with the others! Go on!  | Dr. Lena Kendricks  | Request | Bald on record      |
| 82 | 1:12:36 | Let him bleed out.  | Doc   | Command | Bald on record      |
| 83 | 1:12:57 | Zee, Flea, get them up.   | Zee and Flea  | Command | Bald on record      |
| 84 | 1:13:52 | Red.  | Red   | Command | Off record          |
| 85 | 1:13:57 | Somebody's gonna tell me. Somebody's gonna start talking right now.                             | Interrogated Refugees                                     | Request | Negative politeness |
| 86 | 1:14:36 | Now you got something to say to me, don't you?  | Arthur Azuka ( Son of Samuel Azuka, president on Nigeria) | Request | Positive politeness |
| 87 | 1:16:53 | Get in, get out. Okay?  | Lake  | Command | Bald on record      |
| 88 | 1:16:38 | Come on. See  | Red   | Command | Bald on             |

|     |         |  |                    |         |                     |
|-----|---------|--|--------------------|---------|---------------------|
|     |         | you. Hurry back.   |                    |         | record              |
| 89  | 1:18:23 | Good Hustle, Red. Come on up and brief Zee.  | Red                | Command | Bald on Record      |
| 90  | 1:18:47 | Let the other men know.  | Lake               | Command | Bald on record      |
| 91  | 1:19:55 | Put yourself in my shoes, Bill.  | The Captain        | Request | Off record          |
| 92  | 1:20:00 | Send in an air evac immediately and get these people and my team out of here, Sir.                 | The Captain        | Request | Negative politeness |
| 93  | 1:20:49 | Bring them up.   | Zee                | Command | Bald on record      |
| 94  | 1:21:39 | Speak freely.  | His men            | Command | Bald on record      |
| 95  | 1:22:47 | Strip those packs down to rolling gear only. Have the refugees drop anything that don't go "boom". | His men            | Command | Bald on record      |
| 96  | 1:23:36 | We gotta go. Let's go.   | Dr. Lena Kendricks | Request | Positive politeness |
| 97  | 1:24:02 | Come on. We gotta hurry.   | Dr. Lena Kendricks | Request | Positive politeness |
| 98  | 1:25:34 | Everybody down. Get down! Get down!  | Refugees           | Request | Bald on record      |
| 99  | 1:26:26 | Zee!   | Zee                | Command | Off record          |
| 100 | 1:29:01 | Lena, Listen. Wake up. Lena, listen to me. We've gotta get out of here now!                        | Dr. Lena Kendricks | Request | Positive politeness |
| 101 | 1:29:09 | Slo, Zee, get these people ready to go now.  | Slo and Zee        | Command | Bald on record      |
| 102 | 1:29:12 | Sit up.  | Dr. Lena Kendricks | Request | Bald on record      |
| 103 | 1:30:35 | Zee, get these people ready to go. Do it now.  | Zee                | Command | Bald on record      |
| 104 | 1:30:39 | Silk... get his weapons and  | Silk               | Command | Bald on record      |

|     |         |   |                     |         |                     |
|-----|---------|---|---------------------|---------|---------------------|
|     |         | ammunition.   |                     |         |                     |
| 105 | 1:31:28 | Open up those toolboxes, boys. They'll be coming! Conserve your ammo! | His men             | Command | Bald on record      |
| 106 | 1:31:37 | Stand by to lay down cover fire for Red. On my mark!                  | His men             | Command | Bald on record      |
| 107 | 1:31:46 | And now!  | His men             | Command | Bald on record      |
| 108 | 1:32:31 | Launch!   | His men             | Command | Bald on record      |
| 109 | 1:32:53 | Stand by to peel!   | His men             | Command | Bald on record      |
| 110 | 1:32:55 | Zee, get them out of here now!  | Zee                 | Command | Bald on record      |
| 111 | 1:33:55 | Ready! Peel left!   | His men             | Command | Bald on record      |
| 112 | 1:34:00 | Go!   | Red                 | Command | Bald on record      |
| 113 | 1:34:54 | Hold the line!  | His men             | Command | Bald on record      |
| 114 | 1:35:29 | Get ready to go. Help me get her up!                                  | Arthur Azuka        | Request | Bald on record      |
| 115 | 1:37:38 | Get that knife off me.  | Arthur Azuka        | Request | Bald on record      |
| 116 | 1:37:44 | Tie it around my leg. Tight! Tight!                                   | Arthur Azuka        | Request | Bald on record      |
| 117 | 1:37:58 | You guys are gonna have to help me.                                   | Arthur and Dr. Lena | Request | Positive politeness |
| 118 | 1:38:30 | Go! Go! Go! Now! Run! Run Straight for that gate!                     | Arthur and Dr. Lena | Request | Bald on record      |
| 119 | 1:39:04 | Hang on! Hang on! We're here.   | Zee                 | Request | Bald on record      |
| 120 | 1:39:23 | Doc, check him out.   | Doc                 | Command | Bald on record      |
| 121 | 1:40:13 | Let it rip, Todd. Danger close.                                       | The Jet pilot       | Command | Off record          |
| 122 | 1:40:46 | Red, come on! Get down! Get your head down.                           | Red                 | Command | Bald on record      |

|     |         |   |                 |         |                |
|-----|---------|---|-----------------|---------|----------------|
| 123 | 1:40:53 | Cover!  | His men         | Command | Bald on record |
| 124 | 1:41:55 | Keep moving. Zee                                    | Red             | Command | Bald on record |
| 125 | 1:43:51 | Take care.  | A woman refugee | Request | Bald on record |
| 126 | 1:44:44 | I have men down in the field, Sir.                  | The Captain     | Request | Off record     |
| 127 | 1:44:48 | The doctor needs medical attention. My men also.... | The Captain     | Request | Off record     |

From the table, it can be seen that there are 127 directive utterances in the film “Tears of the Sun”. Those are categorized as request, command, and suggestion. The table showed that all of the politeness strategies which are based on *Brown and Levinson* theory are used by Lt. Waters in the film *Tears of the Sun*. It means that Bald on Record, Positive Politeness, Negative Politeness, and Off Record were found.

Then writer will present the figure and the table of frequencies of occurrences of each politeness strategies.

Table 3.2 Frequencies of occurrences of each politeness strategies

| No    | Politeness Strategies | Frequencies |
|-------|-----------------------|-------------|
| 1     | Bald on Record        | 86          |
| 2     | Positive Politeness   | 12          |
| 3     | Negative Politeness   | 15          |
| 4     | Off record            | 14          |
| Total |                       | 127         |

In table 3.2 above, the data showed that most kind of politeness strategies used in Lt. Waters’ directive utterances is Bald on Record, with frequency of occurrences 86 times. The second level of kind of politeness strategies is Negative Politeness. The third is Off Record. Then, the fourth is Positive politeness.

## CONCLUSIONS

Politeness is a communication strategy that people use to maintain and develop relationships. There are four politeness strategies, namely bald on record, positive politeness, negative politeness, and off record. After analyzing and discussing the politeness strategies used in Lt. Waters’ directive utterances in the film “*Tears of the Sun*”, the researcher can conclude that all politeness strategies based on Brown and Levinson Theory were applied by Lt. Waters in his directive utterances.

The researcher found that there were 127 directive utterances used by Lt. Waters. In this research, the researcher found out that directive utterance in bald on record is the kind of politeness strategy most frequently used in Lt. Waters directive utterances in the film

*Tears of the Sun*. There are 86 directive utterances which is the most reason is powerful speaker.

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