

An Analysis of Illocutionary Acts Performed by The Two Main Characters In "The Proposal" Movie

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ABSTRACT

The study is aimed at finding out the types and the dominant type of illocutionary act in The Proposal movie. This research is conducted by descriptive quantitative design, which makes a description of the situation or event/ occurrences. The data in this analysis is the transcript of The Proposal movie which was taken from the internet, and it focuses on the major characters' utterances. The finding shows that there are 302 illocutionary utterances. Each illocutionary act classification includes assertives 161 (53.31%), directives 111 (36.75%), commissives 9 (2.98%), expressives 12 (3.97%), and declarations 9 (2.98%). The sub-classifications of illocutionary acts are found including: assertives; reporting, stating, suggesting, calling, complaining. directives s; requesting, ordering, asking, recommending. commissives; promising, offering, rejecting. expressives; praising, thanking, congratulating, blaming, apologizing. declarations; excommunicating and refusing.

Keywords: Speech act, illocutionary act, The Proposal movie

ABSTRAK

Penelitian ini bertujuan untuk mengetahui jenis tindak ilokusi dan jenis yang dominan dalam film The Proposal. Penelitian ini dilakukan dengan deskriptif kuantitatif, yaitu membuat gambaran tentang situasi, peristiwa atau kejadian. Data dalam analisis ini adalah transkrip film The Proposal yang diambil dari internet, dan berfokus pada tuturan karakter utama. Temuan menunjukkan bahwa ada 302 ujaran ilokusi. Setiap klasifikasi tindak ilokusi meliputi Asertif 161 (53,31%), Direktif 111 (36,75%), Komisif 9 (2,98%), Ekspresif 12 (3,97%), dan Deklarasi 9 (2,98%). Subklasifikasi tindak ilokusi yang ditemukan antara lain: Asertif; melaporkan, menyatakan, menyarankan, menelepon, mengeluh. Arahan; meminta, memesan, merekomendasikan. Komisif; menjanjikan, menawarkan, menolak. Ekspresif; memuji, berterima kasih, memberi selamat, menyalahkan, meminta maaf. Deklarasi; mengucilkan dan menolak.

Kata kunci: Ujaran, tindak ilokusi, film The Proposal

I. INTRODUCTION

Language is the most important aspect in human life. Both written and spoken forms of language are used by human to express ideas, thoughts and feelings for various purposes. That is the reasons why understanding and making the best use of language can be a great benefit and be able to reduce misunderstandings between speaker and listener. Language as a mean of communication between human will work well if the speaker and listener have the same understanding of the language used.

Verbal language or utterance can be analyzed through speech act. There are two types of utterances in speech act: performative and constative. Performative utterance describes actions, for example, "I will visit you next week". This is a performative utterance because the speaker does what

his utterance describes; he promises the listener that he will visit him next week. While constitutive utterance contains statements, but the speaker does not perform an action.

Searle assured that all linguistic communication involves speech act. According to Searle (1969:16), speech act is the basic or smallest unit of linguistic communication. He divides speech act into locutionary act, illocutionary act, and perlocutionary act. Locutionary act means expressing something. Illocutionary act has function to say or inform something. Illocutionary act includes five categories, they are: assertives, directives, commissives, expressives, and declaratory. Meanwhile, perlocutionary act is utterance spoken by speakers that have influence or effect to the listeners.

Speech act theory originated from a lecture delivered by a British philosopher named John L. Austin in 1955 at Harvard University, which was later published in 1962 with the title "How to Do Things with Words". In Nadar (2009:11), Austin stated that basically when someone says something, he or she also does something. Austin's speech act was later developed by Searle (1975) who affirmed that essentially all utterances contain action meaning, not only those utterances which contain performative verbs. Searle (1975) also said that the smallest element in communication is speech acts such as stating, asking questions, giving orders, describing, explaining, apologizing, thanking, congratulating, and so on.

Speech act is action in expressing something by using language. Language is used in almost all activities. Human uses language to express information, such as: to deliver information, to give order, to give request, to threaten, to remind, to bet, to advice. Therefore, human uses language to deliver certain purposes.

Searle divides speech act into three different types of actions, they are: locutionary act, illocutionary act, and perlocutionary act. Locutionary act is form of speech act to state something in accordance with its meaning in the dictionary. This speech act is also called utterance act. This speech act produces semantically meaningful language expression. Illocutionary act is form of speech act when the speaker wants to achieve something when he/ she make any utterance. It can be act of stating, promising, apologizing, threatening, predicting, ordering, asking, etc. Illocutionary act is not only in the form of performing meaningful sentences but also in the form of actions types the speaker says. For example: when a speaker say, "cancel the meeting today", it will result in action that aims to instruct the listener(s). Perlocutionary act is form of speech act with the purpose to influence the listener such as to embarrass, to intimidate, to persuade, etc. Basically, those three actions can be explained as 'an act of saying something', 'act to doing something' and 'an act of affecting someone'. According to Riemer (2010:109), locutionary act is doing something related to the act of expressing some words based on their literal basic meaning. Illocutionary act is an action done by the speaker by saying something. And perlocutionary act is an action in giving influence to the listener through utterance.

Those three types of speech act above are connected with one another where the locutionary act also includes illocutionary and perlocutionary acts depending on the context of the conversation.

Based on the various concepts of speech act, it can be concluded that locutionary act is action performed by someone using language; illocutionary act is action carried out by someone with certain aims and objectives; and perlocutionary act is action done by saying something which has influence on the listener(s).

Beside it has function to say or to inform something, according to Wijana (1996:19) utterance can also be used to do something. When this happens, the speech act formed is the illocutionary act. For example, "I can't come" not only serves to say something, but to do something, which is to apologize. Illocutionary act is very difficult to identify because we must first consider who the speaker and the listener are, when and where the speech act occurs, and so on. Consequently, illocutionary act is the main part in understanding speech acts.

According to Searle (1979:2) every taxonomy requires criteria to distinguish between illocutionary acts in conversation. There are twelve significant dimensional differences that distinguish between illocutionary acts.

1. Differences in the purpose of the type of acts. The purpose of an order can be determined by an attempt to get the listener to do something. The purpose of a description is a representation of true or false or accurate or inaccurate about how something is. The purpose of a promise is the responsibility of the speaker to do something.
2. Differences in the direction of fit between words and the world. Some illocutions have a part in determining the appropriate the words to match the world, others to get the world to match the words.
3. Differences in expressed psychological states. For example, a man who promises something expresses his concern for it. In general, when someone speaks, his/her attitudes, circumstances, and so on will be reflected in his/her words.
4. Differences in the strength with which the illocutionary is presented. For example, the utterance "I demand that he is imprisoned" has illocutionary which presented power.
5. Differences in the status or position of the speaker and listener. For example, if a leader asks his/her employee to clean the room, then this is an order or command. If an employee asks his leader to talk about the company's long-term prospects, this is a request but not an order.
6. Differences in the way utterance relates to the interests of the speaker and the listener. For example, the difference between boasts and laments, between congratulations and condolences.

7. Differences in relations to the rest of the discourse. In this case, some performative expressions serve to relate to the rest of the discourse and also to the surrounding context.
8. Differences in propositional content determined by illocutionary force. For example the difference between report and prediction involves fact that a prediction must be about the future whereas a report can be about the past or present.
9. Differences between actions that must always be speech acts but need not be performed as speech acts. For example, a person can classify things by saying “I classify this as A and this as B”. But another person needs not say anything at all in order to classify, he/she can simply throw all A in the A box and all B in the B box.
10. Differences between actions that require extralinguistic.
11. Differences between actions where the corresponding illocutionary verbs has performative use and not.
12. Differences in the style of performance of the illocutionary act.

Searle's classification of illocutionary acts in Leech (1993:237) is detailed as follows:

1. Assertives verbs are usually used in the pattern 'S VERB (...) that X', with S as the subject (referring to the speaker), and that X refers to a proposition: for example, affirm, alledge, assert, forecast, predict, announce, insist.
2. Directives s verbs usually occur in the pattern 'S VERB (O) that X' or 'S VERB O to Y' with S as subject and O as object and that X is a non-indicative that clause, and to Y is infinitive clause; for example, ask, beg, bid, command, demand, forbid, recommend, request.
3. Commissive verbs are usually found in the pattern of 'S VERB that X' (with a non-indicative that clause), or 'S VERB to Y', where to Y is also an infinitive pattern; for example, offer, promise, swear, volunteer, vow.
4. Expressives verbs are usually found in the pattern 'S VERB (prep) (O) (prep) Xn', with (prep) as an optional preposition, and Xn as an abstract noun phrase or gerundive phrase; for example, apologize, commiserate, congratulate, pardon, thank.
5. Declarative verbs such as adjourn, veto, sentence, and baptize.

In analyzing the data, the writer used “TheProposal” movie script to conduct the data. This film is about Margaret Tate (Sandra Bullock) an editor-in-chief of a book publishing company. Margaret was a proud and assertives career woman and was feared by all her subordinates. Margaret then ran into problem with immigration officials because of visa issues and was threatened to deportation to her hometown in Canada. In the midst of her confusion, the name Andrew Paxton (Ryan Reynolds) appeared in her mind, and she decided to marry him in order to get rid the visa problems. Andrew

was Margaret's assistant who often felt stressed by Margaret's arbitrary behavior, but he still tried to be her assistant in the hope that one day he would be promoted to be editor. This one-sided marriage plan took Andrew by surprise because it happened unexpectedly and completely unnatural because they didn't love each other. He actually refused to do the fake marriage, but he couldn't do anything because if Margaret was deported to Canada, then Andrew would be fired as soon as Bob Spaulding (Aasif Mandvi) became the new editor-in-chief. On the other hand, Andrew was also afraid of the threat of imprisonment and US\$ 250,000 fine if their fake marriage was caught by immigration authorities. He was forced to agree with the fake marriage but on the condition that Margaret would publish his manuscript of 20,000 copies and made him an editor as soon as possible. Andrew then took Margaret on vacation to his hometown in Alaska to introduce her to his whole family and hold the wedding there.

II. RESEARCH METHODOLOGY

This study is conducted by using Descriptive Analytical study for “it is used in the literal sense of describing situations or events” (Isaac and Michael, 1995: p.50). Thus, descriptive analytical study is used to describe systematically the facts of the corpora, factually and accurately. This method uses the illocutionary acts as the approach of the study. Illocutionary act is form of speech act when the speaker wants to achieve something when he/ she make any utterance. It can be act of stating, promising, apologizing, threatening, predicting, ordering, asking, etc.

In this study, the data is collecting by watching The Proposal movie. Techniques to collect the data are by reading The Proposal movie script thoroughly and categorizing the script illocutionary act types. Therefore, the steps as follow. First, reading The Proposal movie script thoroughly. Second, classifying the script illocutionary act types which are used as the data of this research. The types of illocutionary act are assertive, directives, commissives, expressives, and declarations. Third, finding the percentage of each illocutionary act. Forth, drawing the conclusions of the realization of illocutionary act in The Proposal movie.

Table 1. The examples of script division of illocutionary act in The Proposal movie

No.	Dialogue	Classification of illocutionary act	Explanation
1.	Andrew : Morning, boss. You have a conference call in 30 minutes.	Assertive (reporting)	Andrew reported to Margaret that the meeting would be started in 30 minutes.
2.	Margaret : Yes. About the marketing of the spring books. I know.	Assertive (stating)	Margaret stated that she knew the meeting would be about the publishing for the spring collections.
3.	Andrew : Staff meeting at 9.00.	Assertive (reporting)	Andrew reported that the meeting would be started at 9:00.

4.	Margaret : Did you call, um... What's her name? The one with the ugly hands.	Directives (asking)	Margaret asked Andrew if he had called someone with ugly hands.
5.	Andrew : Wow. Nicely done.	Expressive(praising)	Andrew praised Margaret.
6.	Margaret : If I want your praise, I will ask for it.	Commissive (refusing)	Margaret refused Andrew's praise.
7.	Andrew : That would be pathetic.	Assertive (complaining)	Andrew complained that he couldn't drink the same coffee as hers if he didn't spill it.
8.	Andrew : Won't say a word.	Commissive (promising)	Andrew promised to keep quite.
9.	Andrew : Congratulations. I'm a hundred years old now.	Expressive (thanking)	Andrew congratulated Margaret because she could use the stair.
10.	Margaret : You turned the boat and made me fall in, you jackass.	Expressive (blaming)	Margaret blamed Andrew for turning the boat away.

III. DISCUSSION

Pragmatically, 302 written dialogues found in the film *The Proposal*. The utterances in the dialogues between Margaret Tate and Andrew Paxton contained many types of illocutionary acts. There were five types of illocutionary acts found in the dialogues in *The Proposal*; they were assertives, directives, commissives, expressives, and declarations. In the following, some examples of dialogues containing illocutionary acts will be presented.

1. Assertives

Assertives includes utterances that contain the meaning of stating, suggesting, boasting, complaining, claiming, and reporting. This type of speech can be seen in the dialogues below:

- Reporting

- Andrew : Morning, boss. You have a conference call in 30 minutes.

Andrew reported to Margaret that the meeting would start in 30 minutes.

- Andrew : Your immigration lawyer called. He said it's imperative...

Andrew reported that Margaret's immigration lawyer had called, and he needed to talk something very important.

- Andrew : Mary from Miss Winfrey's office called. She's on the line.

Andrew reported that Mary from Miss Winfrey's office had called, and she was still waiting on the line.

- Stating

- Margaret : Yes. About the marketing of the spring books. I know.

Margaret stated that she was aware of the meeting about the marketing of spring books.

- Andrew : Incredibly, it is. I mean I wouldn't possibly drink the same coffee that you drink just in case yours spilled.

Andrew stated that he would not drink the same coffee as Margaret.

- Margaret : I read a few pages. I wasn't that impressed.

Margaret stated that she had read several pages of the manuscript, but they did not impress her.

- Suggesting

- Andrew : I've read thousands of manuscripts and this is the only one I've given you. There's an incredible novel in there. The kind of novel you used to publish.

Andrew suggested that the only manuscript he gave Margaret was a good novel like the one she used to publish before.

- Andrew : She's on hold. She needs to speak with you right away. I told her you were otherwise engaged. She insisted, so... sorry. So....

Andrew suggested (that) Margaret to answer Mary's phone right away.

- Margaret : Relax. This is for you, too.

Margaret suggested (that) Andrew to relax.

- Complaining

- Andrew: That would be pathetic.

Andrew complained that he will not drink the same coffee as Margaret.

2. Directives

Directives s includes utterances that contain the meaning of ordering, commanding, asking, suggesting, and recommending. This type of speech can be seen in the dialogues below:

- Ordering

- Margaret: Cancel the call, push the meeting to tomorrow, and keep the lawyer on the sheets. Oh, and get a hold of PR, have them start drafting a press release.

Margaret ordered Andrew to cancel the call and postpone the meeting until tomorrow and arrange a meeting with a lawyer and then call Public Relation Department to have them prepare the news.

- Margaret: Have security take his breakfront out of his office and put it in my conference room.

Margaret ordered Andrew to call security to remove the cupboard from Bob's office and place it in his meeting room.

- Margaret: Sure, you are. Because if you don't marry me, your dreams of touching the lives of millions with the written word are dead. Bob is gonna fire you the second I'm gone. Guaranteed. That means you're out on the street alone looking for a job. That means all the time that we spent together, all the lattes, all the canceled dates, all the midnight Tampax runs, were all for nothing and all your dreams of being an editor are gone. But don't worry,

after the required allotment of time, we'll get a quickie divorce and you'll be done with me.
But until then, like it or not, your wagon is hitched to mine. OK? Phone.

Margaret ordered Andrew to marry her unless his dream to become a writer and editor would end. And if he didn't marry her, then Bob would fire him after Margaret left.

- Asking

- Margaret : And I need you around this weekend to help review his files and his manuscript.

Margaret asked Andrew to help reviewing the file and the manuscript.

- Andrew : Bergen and Malloy want to see you upstairs immediately.

Andrew asked Margaret to meet Bergen and Malloy.

- Margaret : OK. Come get me in ten minutes.

Margaret asked Andrew to meet her in 10 minutes.

- Recommending

- Margaret: Andrew, Andrew! Fine, fine. I'll make you editor.

Margaret recommended Andrew to be an editor.

- Suggesting

- Margaret: 10,000 copies first...

Margaret suggested Andrew to publish 10,000 copies first.

3. Commissives

Commissives includes utterances that contain the meaning of promising, vowing, offering. This type of speech can be seen in the dialogues below:

- Promising

- Margaret: If you do the Alaska weekend and the immigration interview, I will make you editor. Happy?

Margaret promised Andrew to make him the editor if he did an interview with immigration.

- Andrew: OK. I don't appreciate the sarcasm, but I'll do it. See you.

Andrew promised Margaret to marry her.

- Margaret: We'll be happily divorced before you know it. It will be fine. It will be fine.

Margaret promised that she would divorce Andrew as soon as possible.

- Offering

- Margaret: Get us some coffee.

Margaret offered Andrew a cup of coffee.

- Andrew: Wanna come?

Andrew asked Margaret whether she wanted to come or not.

4. Expressives

Expressives includes utterances that contain the meaning of congratulating, thanking, apologizing, blaming, praising. This type of speech can be seen in the dialogues below:

- Thanking

- Andrew: Thank you

Andrew was grateful that Margaret said that she was happy to experience something like this.

- Margaret: Thank you.

Margaret thanked Andrew for closing her bedroom's curtains.

- Apologizing

- Andrew: Sorry to interrupt.

Andrew apologized for interrupting the meeting between Margaret and her two bosses.

- Andrew: I'm sorry. That question is not in the binder.

Andrew apologized that he didn't want to talk about it.

- Margaret: I'm sorry. I'm sorry.

Margaret apologized for letting go of the wheel.

- Praising

- Andrew: Wow. Nicely done.

Andrew praised Margaret that Frank is working on Oprah.

- Blaming

- Margaret: You turned the boat and made me fall in, you jackass.

Margaret blamed Andrew for turning the boat away.

5. Declarations

Declarations includes utterances that contain the meaning of excommunicating, resigning, dissolving, baptizing, naming, appointing, punishing. This type of speech can be seen in the dialogues below:

- Excommunicating

- Margaret: Because I live at Central Park West. And you probably live at some squalid little studio apartment with stacks of yellowed Penguin Classics.

Margaret excommunicated Andrew to have small apartment (that maybe) filled with yellow penguins.

After analyzing the dialogues conducted by Margaret Tate and Andrew Paxton, 302 illocutionary utterances were found and classified according to categories. Below is the number of each type of illocutionary acts according to Searle.

Table 2. Type of illocutionary acts in The Proposal movie

a. Assertives	: 161	d. Expressives	: 12
Reporting	: 6	Praising	: 3
Stating	: 143	Thanking	: 1
Suggesting	: 2	Congratulating	: 1
Calling	: 9	Blaming	: 2
Complaining	: 1	Apologizing	: 5
b. Directives	: 111	e. Declarations	: 9
Requesting	: 74	Excommunicating	: 1
Ordering	: 17	Refusing	: 8
Asking	: 20		
Recommending	: 1		
c. Commissives	: 9		
Promising	: 5		
Offering	: 3		
Rejecting	: 1		

From the numbers above, it can be concluded that assertives illocutionary acts are the most dominant type in the dialogue between the two main characters in *The Proposal*. The table below showed the percentage classification of illocutionary acts according to Searle.

Table 3. Percentage Classification of Illocutionary Acts According to Searle

No.	Illocutionary acts classification according to Searle	Numbers of illocutionary acts	%
1.	Assertives	161	53,31 %
2.	Directives	111	36,75 %
3.	Commissives	9	2,98 %
4.	Expressives	12	3,97 %
5.	Declarations	9	2,98 %
	Total	302	100 %

IV. CONCLUSION

Based on the analysis and findings described above, there are five classifications of illocutionary acts found in the dialogue between Margaret Tate and Andrew Paxton in *The Proposal*, they are: assertives, directives, commissives, expressives, and declarations.

The percentage of each illocutionary act classification: assertives (53.31%), directives (36.75%), commissives (2.98%), expressives (3.97%), and declarations (2.98%). The sub-classifications of illocutionary acts found including: assertives; reporting, stating, suggesting, calling, complaining. directives s; requesting, ordering, asking, recommending. commissives; promising, offering, rejecting. expressives; praising, thanking, congratulating, blaming, apologizing. declaration; excommunicating and refusing.

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