

**COMMISSIVES SPEECH ACTS IN *DEATH OF A SALESMAN* BY  
ARTHUR MILLER**

THESIS

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**ENGLISH LETTERS DEPARTMENT**

**FACULTY OF HUMANITIES**

**UNIVERSITAS ISLAM NEGERI MAULANA MALIK IBRAHIM  
MALANG**

**2018**

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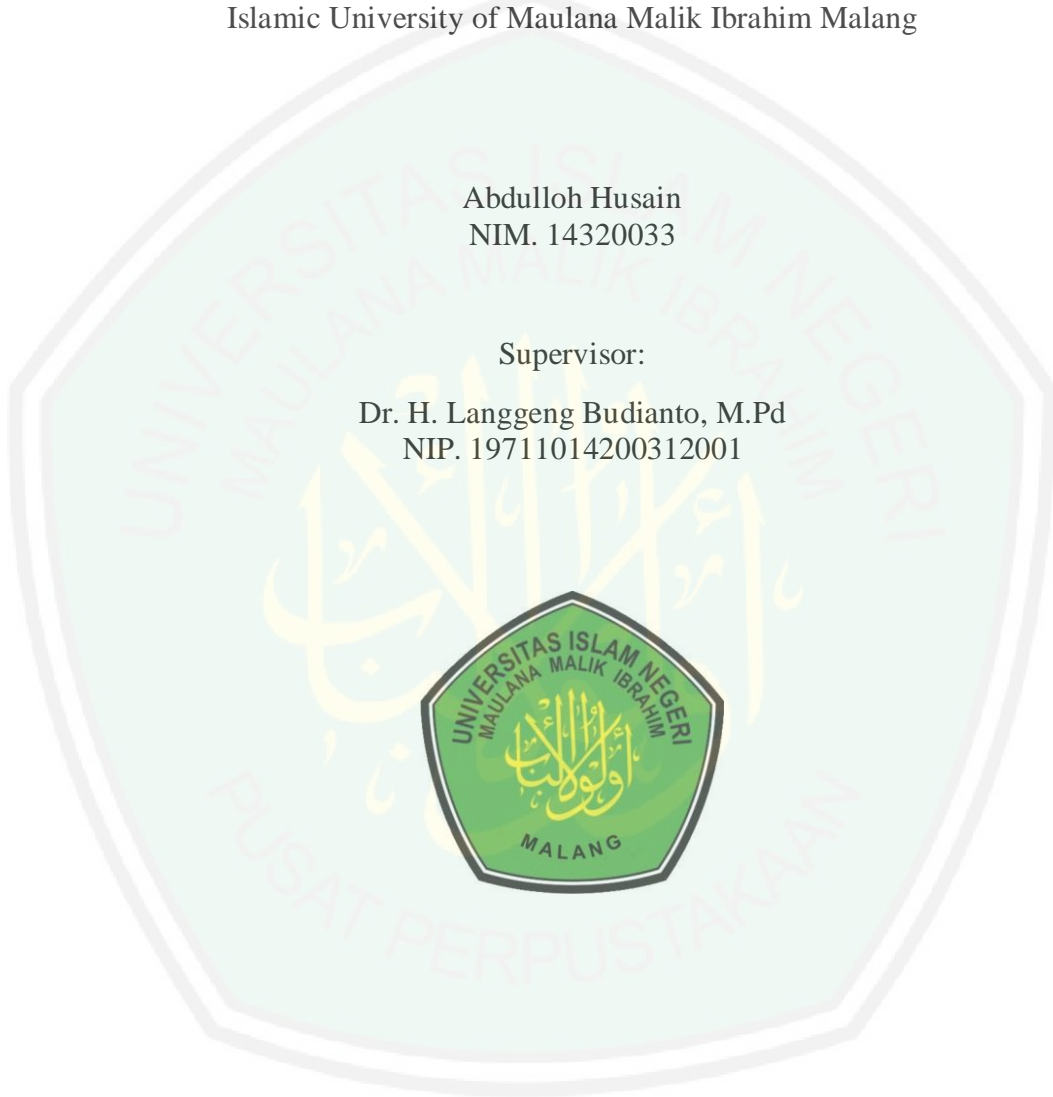
THESIS

Presented to fulfill the requirement for the degree of *Sarjana Sastra* at State  
Islamic University of Maulana Malik Ibrahim Malang

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**ENGLISH LETTERS DEPARTMENT**

**FACULTY OF HUMANITIES**

**UNIVERSITAS ISLAM NEGERI MAULANA MALIK IBRAHIM  
MALANG**

**2018**

## STATEMENT OF AUTHORSHIP

I state that the thesis I wrote entitled “Commissives Speech Acts in *Death of a Salesman* by Arthur Miller” is truly my original work. It does not incorporate to any materials previously written or published by other people, except those indicated in the quotations and references. Due to this fact, I am the only person who is responsible for this thesis if there are objections or claims from others.

Malang, 24 May 2018



The Writer

Abdulloh Husain

## APPROVAL SHEET

This is to certify that Abdulloh Husain's thesis entitled "**Commissives Speech Acts in *Death of a Salesman* by Arthur Miller**" has been approved by the advisor for further approval by the Board of Examiners as one of the requirements for the degree of *Sarjana Sastra* (S.S) in English Letters Department.

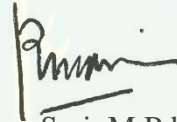
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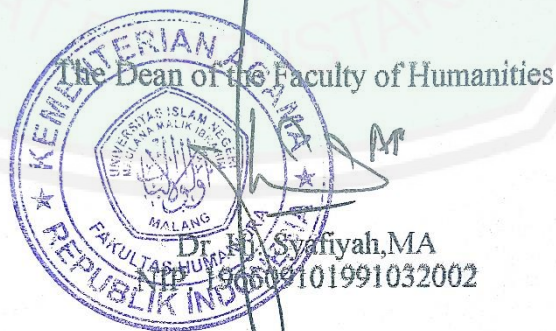


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## LEGIMITATION SHEET

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## MOTTO

A success is no a final so don't be arrogant and a failure is not a permanent so coming up





## DEDICATION

I dedicated this thesis to my beloved parents H. Masduqi Nurul Huda and Hj. Marfu'atin. My lovely brothers Afif Arrozi, Imam Azizuddin, and M. Subhan. My lovely sisters Siti Robiatu Ningrum and Laila Nur Kholila who always pray for me, give me spiritual motivation and give the best loving.



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Alhamdulillah robbil alamin, the researcher is finally able to finish this thesis entitled *Commissive Speech Acts in Death of a Salesman by Arthur Miller* as the requirement for the degree of S1 *Sarjana Sastra* in English Letters Department, Faculty of Humanities at Maulana Malik Ibrahim State Islamic University of Malang.

The researcher is aware that this thesis is not perfectly written, therefore he needs the constructive critics and suggestions from the reader to make it better. The researcher hopes that this study will be useful for the readers, especially from the next researcher who interested in studying commissive speech acts analysis.

I am aware that there are many people who has given and supported me in finishing this thesis. Furthermore, I would like to give my great thanks to my beloved parents H. Masduqi Nurul Huda and Hj. Marfuatin who always give me supports, prays, affections, attentions, loves, as well as their super effort in encouraging me to study at Maulana Malik Ibrahim State Islamic University of Malang. My lovely brothers and sisters Afif Arrozi, Imam Azizuddin, Siti Robiatu Ningrum, M. Subhan and Laila Nur Kholila thanks for loving, supporting, and inspiring me. The gratitude also goes to my advisor, Dr. H. Langgeng Budianto, M.Pd who have guided and helped me to accomplish this thesis with all of his constructive comments and critics to make this thesis more perfect and valuable. Then my gratitude also goes to my beloved graduate best friend State Islamic University of Maulana Malik Ibrahim Malang, thanks for the best unforgettable experiences.

The last, I would like to express my deep gratitude for all my family in HIMMABA, MSAA, Mahkota 14, IMJ, PKPT IPNU-IPPNU, AHURAMASDA Chapter Malang, Sahabat Al-Ghozali, and Islamic Students of Sabilurrosyad who have become my lovely brothers and sisters.

Malang, 24 May 2018



Abdulloh Husain



## ABSTRACT

**Husain, Abdulloh. 2018.** *Commissives Speech Acts in Death of a Salesman by Arthur Miller*. Thesis. Universitas Islam Negeri Maulana Malik Ibrahim Malang. Advisor: Dr. H. Langgeng Budianto, M.Pd

Key words: Commissive, Death of a Salesman, and Arthur Miller.

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This study investigates the commissive speech acts used by the characters in “Death of a Salesman” drama. Commissive Speech Act function to state the action of guarantee, offer, promise, refusal, threat, and volunteer. The problem investigated was how are the commissives speech acts used by the main characters in *Death of a Salesman*? It aims to find some commissive speech act which are produced by the characters happen in the drama.

In conducting this research, the researcher uses qualitative method. The data are taken from the utterances of the words in the drama. The data were obtained by analyzing and describing. To get the valid data, the researcher read the drama, collected the characters utterances, and analyzed them by describing the deep meaning of the utterances. The researcher analyzed it based on Searle’s theory that is the six types of commissive speech acts.

The finding of this research show that there were 14 data were found in the drama. Mostly the utterances of commissive speech acts which are produces by the characters in the drama are promise whereas the felicity condition mostly used by the characters in the drama are fulfilled.

## مستخلص البحث

حسين، عبد الله. 2018 أفعال الكلام الالتزامية في "Death of a Salesman" بقلم عطور ميلر. البحث العلمي. جامعة مولانا مالك إبراهيم الإسلامية الحكومية مالانج. المشرف: الأستاذ الدكتور الحاج لانجج بوديانطا الماجستير الكلمات المفتاحية: أفعال التزامية، "عطور ميلر"، *Death of a Salesman*

هذا البحث يبحث في الأفعال الالتزامية (Commissives) التي يستخدمها الممثلون في القصة المسرحية "Death of a Salesman". وتفيد الأفعال الالتزامية في الكلام إلى معرفة الأفعال أو الكلام من volunteer, guarantee, offer, promise, refusal, threat. ومشكلة البحث التي ركزها الباحث في هذا البحث هي: كيف استعمال أفعال الكلام الالتزامية لدى الممثلين في القصة المسرحية "Death of a Salesman"? ويهدف هذا البحث إلى استنتاج أفعال الكلام الالتزامية التي نطقها الممثلون في القصة المسرحية *Death of a Salesman*.

وطريقة البحث التي استخدمها الباحث في هذا البحث هي الطريقة الكيفية والبيانات تؤخذ من الألفاظ التي نطقها الممثلون في نصوص القصة المسرحية *Death of a Salesman*. والبيانات حاصلة من التحليل والوصف، لنيل البيانات الصحيحة قرأ الباحث نصوص القصة المسرحية وجمع جميع ألفاظ الممثلين التي تتعلق بأفعال الكلام الالتزامية وتحليلها ووصف المعاني المقصودة من تلفظ الألفاظ. قام الباحث في هذا البحث باستخدام نظرية سيرل التي يقول بأن هناك ستة أنماط من أفعال الكلام الالتزامية. والنتيجة من هذا البحث هي أن هناك أربعة عشر بيانا في نصوص القصة المسرحية. ومعظم أفعال الكلام الالتزامية التي استخدمها الممثلون في هذه القصة المسرحية هي (promise) ومعظم (felicity condition) التي استخدمها الممثلون تعتبر ناجحة.

## ABSTRACT

**Husain, Abdulloh. 2018.** *Commissives Speech Acts in Death of a Salesman by Arthur Miller*. Skripsi. Universitas Islam Negeri Maulana Malik Ibrahim Malang. Dosen Pembimbing: Dr. H. Langgeng Budianto, M.Pd

Kata kunci: Komisif, Death of a Salesman, and Arthur Miller.

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Penelitian ini meneliti kata ujaran komisif yang digunakan oleh para pemeran yang ada di drama "Death of a Salesman". Kata ujaran komisif berfungsi untuk mengetahui tindakan atau ujaran dari guarantee, offer, promise, refusal, threat dan volunteer. Permasalahan masalah yang ditimbulkan adalah bagaimana kata ujaran komisif di gunakan oleh pemeran drama *Death of a Salesman*? Penelitian ini bertujuan untuk mendapatkan beberapa kata ujaran komisif yang diucapkan oleh pemeran drama *Death of a Salesman*.

Dalam melakukan penelitian ini, peneliti menggunakan metode kualitatif. Data yang diambil berasal dari ucapan berupa kata yang terdapat di dalam teks drama. Data didapatkan dengan cara menganalisa dan mendeskripsi. Untuk mendapatkan data yang valid, peneliti membaca teks drama, mengumpulkan seluruh ucapan pemeran yang berupa kata ujaran komisif, dan menganalisanya dengan cara mendeskripsikan makna yang dimaksud yang terdapat dalam ucapan. Peneliti menganalisa berdasarkan teori Searle yang berpendapat terdapat 6 jenis kata ujaran komisif.

Hasil penelitian mengatakan bahwa terdapat 14 data yang ditemukan didalam drama. Kebanyakan kata ujaran komisif yang diucapkan oleh pemeran drama adalah promise sedangkan kebanyakan felicity condition yang digunakan pemeran drama tersampaikan.

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## CHAPTER I

### INTRODUCTION

This chapter contains of the background of the study, the research question, objective of the study, significant of the study, scope and limitation, research method, and definition of key terms.

#### 1.1. Background of the Study

In linguistics studies, pragmatics is the newest branch. According to Leech (in Trosborg, 1995: 6) pragmatics is the study of how utterances have meaning in such situation. To appreciate and interpret the meaning of such utterance, one has considered the relation between the language and the context; it is dealing with language, situation influences the meaning in. The concerns of pragmatics include the study of deixis, entailment, presupposition and speech act. Speech act is the widest theory which is interest for linguistics students (Levinson. 1983:226). One of the kinds of speech act is commissive utterances, it is used by the speaker to commit himself to course of the action. According to Searle (in Leech 1983:106), commissive utterances show that the speakers use it to insist themselves for some feature actions in the future.

Austin defined speech acts as the actions performed in saying something. The utterance can be analyzed on three different level, those are locutionary act, illocutionary force, and perlocutionary effect. The purpose of speech act is a successful submission by the speaker to hearer. Mostly, in speaker's utterance has several meanings or purposes. Therefore, the hearer should be able to predict what the speaker means, because some of hearer unsuccessful to catch the purpose.



In speech act, Searle divided speech acts into five macro-classes, those are Declarative, Representative, Commissive, Directive, and Expressive. According to Searle (in Leech 1983:106), commissive utterances show some future actions. They are promising, vowing, offering, threatening, refusing, and volunteering. Commissive is kind of speech acts that speaker uses to commit himself to some future action. The speaker's statement does not directly happen but it happen in the future. Sometimes simple future tense is used to be the formula for the utterances. This speech act's part is the speaker commits himself to performance on the action in the future. The utterance is asserted in all speaker's purpose; speaker should be responsible of his utterances. The speaker tries to adjust world with the utterances.

In this research, the researcher analyzes a commissive speech act which belong to Searle's theory. Commissive has own several characteristics, those are commissive tent to be convivial rather than competitive, it's being performed in the interest of someone other than the speaker, and the interaction way both speaker and hearer should be directive. In addition, there is a responsibility that must be done by the speaker because of producing commissive utterances. For example I promise, I swear, I guarantee.

To discuss commissive speech acts, the researcher chooses a drama to be the object of the study. The drama's title is "*Death of a Salesman*". Death of a Salesman is an America drama which was written by Arthur Miller. This drama is chosen by the object because the researcher found a lot of data which related to commissive speech acts.

For example:

**Linda:** "*I'll make you sandwich*".

**Linda:** Why don't you tell those thing to Howard, dear?

**Willy** (*encouraged*): I will, I definitely will. Is there any cheese?

**Willy:** No, go to sleep. I'll take some milk. I'll be up right away. The boys in?

A sentence of this conversation belongs to commissive speech acts that have meaning a volunteer because the speaker of one free will make a sandwich for the interlocutor. The utterance was produced by Linda. The Linda's utterance is "*I'll make you sandwich*". While the felicity condition of the sentence mostly is fulfilled to the interlocutor, the only the essential condition is inappropriate because Willy's asking is a joke, and he refuses Linda's offered.

There are some studies which were previously done. First, Paina's dissertation (2010) entitled *The Commissive Speech Acts in Javanese Language*. The result of the study shown that commissives of speech act in Java can be in a word, propositive predicate, and the context; In the process of communication, most of commissives of speech act in Java are influenced by cooperative principle and politeness principle. In this research, the researcher only does research in four types of commissive speech acts, those are: promise, vow, intend (niat), and swear.

Second, Rahmawati's thesis (2012) entitled *A Pragmatic Analysis of Commissive Utterances on Toy Story Movie Manuscript and Its Subtitle*. Her study is to identify the variation of commissive in comedy movie. There are three variations which are analyzed with commissive, those are the translation variation of linguistics form of commissive utterances, the implicature of commissive utterances, and the politeness strategies of commissive utterances. The result of the study shows that there are 70 data are found in the movies. Most of the data are declarative sentences in the linguistics features, promise to mean in implicature of commissive, and positive politeness in politeness strategies.

After reading the thesis about pragmatics above that Paina did research of commissive speech acts in promise, vow, intend, and swear while Rahmawati did research of commissive speech acts in the three linguistics variations those are the translation variation of linguistics form of commissive utterances, the implicature of commissive utterances, and the politeness strategies of commissive utterances, the researcher finds a gap of them, these is doing research in another types of commissive speech acts those are guarantee, offer, promise, refusal, threat, and volunteer speech acts. The major topic of this study is similar to those previous studies. However, speech acts in spontaneous have not elaborated much yet. Therefore, this study attempts to develop the discussion of commissive speech acts by analyzing six types of commissive speech acts with describing the purpose of the utterances.

### **1.2. Research Question**

Based on the background above, the research question are

1. What types of commissive speech acts are used by the main characters in *Death of a Salesman*?
2. How are the commissives speech acts used by the main characters in *Death of a Salesman*?

### **1.3. Objective of the Study**

In accordance with the research question, the general purpose of this research is to describe the purpose of commissives utterances which are produced by the characters of *Death of a Salesman*.

### **1.4. Significance of the Study**

This research is aimed giving both theoretical and practical significances: Theoretically, it is expected to be able to deepen of the explanation of speech acts.

The distinct, the sentences which belong to commissive speech acts are found in the drama. Therefore, it could be the new area of the theory. Practically, the result of this study is expected giving valuable contribution for the student of English department. This research also provides information about the six types of commissive speech acts.

### **1.5. Scope and Limitation**

This research study about pragmatics but the researcher focuses on one of the types of speech act. The type is commissives speech acts. Therefore, researcher does not do research other types of speech acts except commissives speech acts.

Arthur Miller is a popular person in drama plays. There are several drama had been written by him. Thus, researcher chooses one of his drama plays entitled *Death of a Salesman* to be his research object because the characters in the drama produced commissive speech acts many times over especially in promise and guarantee speech acts.

### **1.6. Research Method**

This part discusses some sections related to research method consisting of research design, data source, research instrument, data collection, and data analysis.

#### **1.6.1. Research Design**

This research is called qualitative research because the data are from words or sentences based on the original data (Mahsun, 2005:57). The researcher analyzes the data without any statistical model. The researcher collects data to learn from the participants in the study and develop forms. This method

emphasizes the meaningfulness of their research. Qualitative methods allow us to stay close to the empirical world (Blumer, 1969)

This research uses a theory based on Austin's model. The researcher does the deep explanation of the data as the multiple meaning; the researcher does expand the meaning of the data.

### **1.6.2. Data Source**

The data source is taken from a drama in "*Death of a Salesman*". The data are from several sentences of the scrip which contain the commissives speech acts. The researcher took the drama from the internet.

This drama is the America drama that was written in 1949. The drama is written by American playwright Arthur Miller. There are thirteen characters in the drama. Willy Loman is the main character in the drama. It is called tragedy genre. The drama is telling about Willy life and his family. Basically, Willy Loman is the good man, hard worker, responsible husband, and attentive to his children. The end of his career, he got several problems such as he got the low salary in his salesman job, bad relationship with his son that makes psychologics effect for him, his son got bad score in math, and he couldn't differentiate between fantasy and fact. After knowing his failed in his job, he put off death. By his death, he thought can fulfill all his family needed by the assurance of his soul.

The drama consists of two acts. There are several utterances which were produced by Willy Loman and Biff are belong to commissives speech acts. The Several utterances are related to the researcher want to be the data. The language of the drama is not too easy to be understood and analyzed.



The researcher took the characters' utterances to be analyzed. Among the entirely 13 characters, Willy Loman, Linda Loman, Biff, Ben, Charley, and Happy are the characters that mostly appeared in the drama. Therefore, the researcher generally attention to the six characters in collecting the data. In addition the researcher attempt to find the data as many as possible to be quality of the research.

### **1.6.3. Research Instrument**

The research instrument is analyzed by the researcher himself. He read, identified, collected the scripts, classified the data, and made notes as data concerning commissive speech acts of speech acts within the dialogue. The researcher also analyzes the data by interpretation since the data are in the form of utterances.

### **1.6.4. Data Collection**

The researcher chooses a drama "Death of a Salesman" to be his study because he wants to know the purpose and meaning of the utterances which is produced in the drama.

There are several steps for collecting the data. First, the researcher read the drama. Second, the researcher classified the data which belong to commissive. Third, the researcher found out and identified the utterances which have the types of commissive based on Austin and Searle's theory.

### **1.6.5. Data Analysis**

In analyzing the data, the researcher used several steps. Firstly, the researcher explores the content of the data. Secondly, the researcher classified the types of commissive which are used by the characters based on Austin and



Searle's theory. Thirdly, the researcher tried to describe the meaning of the utterances. Finally, the researcher discussed the result of the whole analysis and concluded the finding.

### **1.7. Definition of Key Terms**

This research needs some key terms to avoid misunderstanding in interpreting the terms used in this study, the definition as follows:

1. Commissive is the acts that the word will happen in the future action; the speaker commits himself to performance on the action in the future.
2. *Death of a Salesman* is an America drama which was written by Arthur Miller. The drama tells about a failure of Willy Loman in his life. It causes of failed in his job and got problems in his family.
3. Arthur Miller or Arthur Asher Miller is an American. He was an American playwright, and figure in twentieth-century American theater. He had written many plays, the popular ones are *All My Sons* and *Death of a Sales*

## CHAPTER II

### REVIEW OF RELATED LITERATURE

In this chapter, the researcher discusses about review of related literature of this study. They are pragmatics, speech acts, Commissive, and previous studies.

#### 2.1. Pragmatics

Pragmatics is concerned with certain aspects of meaning (Levinson. 1983:11). This linguistics branch is only focused on the meaning of the utterances. The expression of the utterance is divided into explicit and implicit meaning. In pragmatics studies, how the implicit meaning is further than the utterances because sometimes the utterances are not clear understanding for the hearer, it can because of the misunderstanding of the context or function (Yule.1996:4), the study of those relationships between language and context (Levinson. 1983:9). Pragmatics is the study of language from a functional perspective that is in linguistics structure (Levinson. 1983:7).

Speaker's utterance is the main word in pragmatics study because the utterance is produced by the speaker and it is interpreted by the hearer; Pragmatics is the study of meaning which is produced by writer and is interpreted by the reader, therefore the hearer should know the speaker's purpose (Yule.1996:3).

Parker (1986:11) states that pragmatics is the study of how language is used to communicate. Pragmatics is distinct from grammar which is a study of the internal structure of language. While pragmatics concerns more on inferences and interpretation about the meaning of speaker's utterances.

Pragmatics is one of the linguistics branches which is a study of language that is used in communication in the certain context (Nadar. 2009:2), (Yule.1996:4) this linguistics branch has been highly developed. The theories of pragmatics are probably the widest interest for linguistics' students. Appearing pragmatics is for completing the other linguistics' branch, such as semantics, syntax, morphology, and phonology.

Therefore, pragmatics is the interest topics, because involving both speaker and hearer in one understanding. In another perspective it can break their spirit because they cannot be in one idea; the hearer cannot understand the speaker's purpose.

## **2.2. Speech Acts**

Speech Acts is a material of utterance which is analyzed from the action of utterances. Austin defined it that speech acts are an action which produced in utterances. Austin's description of speech acts develops out of several philosophers of language because Austin felt he dissatisfaction with his description of "descriptive fallacy". Austin is a vehicle to convince by several emphases on language with several descriptions and statements about how are things in the world. Speech act is the widest theory which is interest for linguistics students (Levinson. 1983:226)

Speech acts divided into 3 levels, those are Locutionary acts, Illocutionary force, and Perlocutionary effects.

a. Locutionary acts

Locutionary act is what is the speaker said. An utterance that produces by the speaker and that has real meaning of the statements. The full word of speaker said to the hearer that has not change in another word yet.

b. Illocutionary force

Illocutionary force is the word of the specific purpose of the speaker. The real purpose of the speaker that usually out of the mind of the word. Speaker tries to speak in another word to request, older etc into the hearer. The background purpose of the speaker and its produce in another word by the speaker.

c. Perlocutionary effect

Perlocutionary effect is the effect of the hearer (the hearer reaction). The hearer action of answering the speaker statement. It's the difficult one because the hearer should know the real purpose of the speaker. Sometimes, both speaker and hearer are closes friends or have interpersonal relation will understand of the interaction.

Therefore, to understand the speaker word, the hearer should pay attention and analyze of the speaker mind. It can be seen by the words, gestures, and expressions.

Searle state that there are five macro-classes of speech acts, those are Directive, Commissive, Expressive, Declarative, and Representative. Directive is the act that purpose to older the hearer to do something. The several meanings inside of directive speech acts are commanding, requesting, inviting, forbidding, and suggesting. Commissive is the acts that the word will happen in the future

action. The several meanings of the commissive speech acts are promising, offering, threatening, refusing, vowing, and volunteering. Expressive is the act that the word is based on the speaker feeling. The several meanings of expressive speech acts are apologizing, praising, congratulating, deploring, and regretting. Declarative is the act that can change the situation. The examples of declarative speech acts are I declare, I bet, I resign, and I baptize. Representative is the act that is based on the speaker belief or understanding. The several meanings of representative speech acts are describing, claiming, hypothesizing, insisting, and predicting.

### **2.3. Commissive**

Commissive is the acts that the word will happen in the future action. The speaker statement does not directly happen but it will happen in the future. Sometimes the statement uses the future tense. This speech act's part is the speaker commits himself to performance on the action in the future. Commissive is kind of five macro-classes which is understood by the speaker to bind himself to his future behavior (Yule.1996:94). The utterances are asserted in all speaker's purpose; speaker should be responsible for his utterances. In commissive speech acts, the speaker tries to adjust world with the utterances. Commissive is kind of speech acts that speaker use to commit himself to some future action. They express speaker's intention. They are promises, threats, and refusals. "In using commissives, the speaker undertakes to make the world fit the words (via the speaker)" (Yule, 1996: 54). When people perform commissive, they may say their speech by using the performative verbs such as promise, swear, guarantee, and vow.



As stated previously that commissives are differentiated into some types, those are promise, guarantee, refusal, threat, volunteer, and offer.

### 1. Promise

Promise is a statement of telling someone that you will definitely do or not do something. It is a verbal commitment by one person to another to do something in the future. Searle (1975 in Nadar, 2009) proposes five requirements to make a valid promise speech act. The speaker has to purpose to do what he promises, then the speaker must that the action is in the hearer's best interest, the speaker has to believe that he can perform the action; the speaker must predict a future action, and the speaker has to predict an act of himself.

For example:

**Biff:** Yeah, but you just said...

**Happy:** I gotta show some of those pompous, self-important executives over there that Hap Loman can make the grade. I want to walk into the store way he walk in. "**Then, I'll go with you, Biff. We'll be together yet, I swear**". But take those two we had tonight. Now weren't they gorgeous creatures?

**Biff:** Yeah, yeah, most gorgeous I've had in years.

The sentence which has commissive speech acts meaning is produced by Happy. The utterance of Happy: Then, I'll go with you, Biff. We'll be together yet, I swear. This data is called promise speech acts because Happy used will and swear in his sentence which has promise meaning. While the felicity condition of the sentence above is fulfilled.



## 2. Guarantee

Guarantee is a firm promise that you will do something or that something will happen. It is an agreement that something will happen or that something is true. The degree of affirmation is the tool to differentiate guarantee from promise (Searle, 1975 in Nadar, 2009:88).

For example:

**Happy** (*combing his hair*): With the collie dog!

**Biff**: that's the one. I got you in there, remember?

**Happy**: yeah, that was my first time – I think. Boy, there was a pig. (*They laugh, almost crudely.*) You taught me everything I know about women. Don't forget that.

**Biff**: "I bet you forgot how bashful you used to be. Especially with girls".

**Happy**: oh, I still am, Biff

**Biff**: oh, go on.

The sentence above which has a commissive meaning is produced by Biff. The utterance of Biff: I bet you forgot how bashful you used to be. It calls a guarantee speech acts because the speaker believes that the interlocutor had forgotten the girl; both the interlocutor and the girl had not met in a long time. Whereas the felicity condition is inappropriate because both the speaker and hearer are not equivalent. The sincerity condition only is fulfilled since the speaker knew the previous circumstance.

## 3. Refusal

Refusal is a negative response to invitations, requests, offers, suggestions, and the like which are frequently used in our daily lives (Sadler & Eroz, 2001 in

Ghazanfari, 2012). Saying "no" is more vital than the answer itself. Both speaker and hearer are expected to understand the context as well as form and function of refusal, depending on the cultural-linguistic and ethnicity values.

For example:

**Charley:** I offered you a job. You make a fifty dollars a week, and I won't send you on the road.

**Willy:** I've got a job.

**Charley:** Without pay? What kind of job is a job without pay? (*He rises.*) Now, look, kid, enough is enough. I'm not genius but I know when I'm being insulted.

**Willy:** Insulted!

**Charley:** Why don't you want to work with me?

**Willy:** What's the matter with you? I've got a job.

**Charley:** Then, what're you walkin' in here every week for?

**Willy** (*getting up*): Well, if you don't want me to walke in here...

**Charley:** I'm offering you a job.

**Willy:** **I don't want your goddam job!**

**Charley:** When the hell are you going to grow up?

**Willy** (*furiously*): You big ignoramus, if you say that to me again I'll rap you one! I don't care how big you are! (*He's ready to fight.*)

A sentence of this conversation belongs to commissive speech acts that have meaning a refusal because Willy does not in his sentence which has to refuse to mean. The commissive speech acts above is produced by Willy. The Willy's utterance is: I didn't want your goddam job. The word is to insult the interlocutor offer of the job; as seriously, Willy refused an offer of Charley's job. Whereas the felicity condition is inappropriate because both the speaker and hearer are not equivalent.

#### 4. Threat

Threat is a statement of an intention to punish people. It means to give intimidation to the hearer, if the hearer does not want to do the speaker's command. Threat is commonly motivated by hatred and curiosity of the speaker to the hearer in which the speaker feels that someone has higher power to intimidate the hearer via his utterances.

For example:

**Biff:** Shake hands, Dad.

**Willy:** Not my hand.

**Biff:** I was hoping not to go this way.

**Willy:** Well, this is the way you're going. Good-by.

*(Biff looks at him a moment, then turns sharply and goes to the stairs.)*

**Willy (stops him with):** **May you rot in hell if you leave this house!**

**Biff (turning):** Exactly what is it that you want from me?

**Willy:** I want you to know, on the train, in the mountains, in the valleys, wherever you go, that you cut down your life for spite!

**Biff:** No, no.

The sentence which belongs to commissive speech acts is produced by Willy. Willy's utterance is **May you rot in hell if you leave this house!** It is a conditional sentence. It has the deep meaning of a threat; Biff will receive an impact because of leaving the house. It's called a threat commissive speech acts, because the first sentence had been an effect meaning of the second sentence which has a threat purpose. While the felicity condition of the sentence above is fulfilled. The essential condition only is inappropriate because it's possible to be done in the world.

## 5. Volunteer

Volunteer is defined as an offer to do something without being forced to do it. It is to perform or offer to perform a service of someone's own free will. It means choosing to offer or give freely without being asked.

For example:

**Linda:** why don't you tell those thing to Howard, dear?

**Willy** (*encouraged*): I will, I definitely will. Is there any cheese?

**Linda:** "I'll make you sandwich".

**Willy:** no, go to sleep. I'll take some milk. I'll be up right away. The boys in?

A sentence of this conversation belongs to commissive speech acts that have meaning a volunteer because the speaker of one free will make a sandwich for the interlocutor. The utterance was produced by Linda. The Linda's utterance is "I'll make you sandwich". While the felicity condition of the sentence mostly is fulfilled to the interlocutor, the only the essential condition is inappropriate because Willy's asking is a joke, and he refuses Linda's offered.

## 6. Offer

Offer means saying that you are willing to do something for somebody or give something to somebody. Offer is the hearer's expression to offer an act for the hearer's or addressee's interest.

For example:

**Linda** (*resigned*): Well, you'll just have to take a rest, Willy, you can't continue this way.

**Willy:** I just got back from Florida.

**Linda:** But you didn't rest your mind. Your mind is overactive, and the mind is what counts, dear.

**Willy:** I'll start out in the morning. Maybe I'll feel better in the morning. (*She is taking off his shoes*). These goddam arch supports are killing me.

**Linda:** Take an aspirin. **Should I get you an aspirin?** It'll soothe you.

**Willy** (*with wonder*): I was driving along, you understand? And I was fine. I was even observing the scenery.

The commissive speech acts above is produced by Linda. The utterance of Linda: Should I get you an aspirin? Linda is offering herself to take an aspirin and giving to her husband that was in the bad condition. This data is called offer commissive speech acts because Linda offers herself to help Willy by getting him an aspirin, in order Willy would be looked healthy in the next day. While the felicity condition of the sentence above is fulfilled.

#### 2.4. Previous Studies

There are some studies which were previously done. First, Paina's dissertation (2010) entitled *Tindak Tutar Komisif Bahasa Jawa*. The result of the study shown that commissive of speech act in Java can be in a word, propositive predicate, and the context; In the process of communication, most of commissive of speech act in Java are influenced by cooperative principle and politeness principle. In this research, the researcher only analyzed the four types of commissive speech acts, those are promise, vow, intend (niat), and swear.

Rahmawati's thesis (2012) entitled *A Pragmatic Analysis of Commissive Utterances on Toy Story Movie Manuscript and Its Subtitle*. Her study is to identify the variation of commissive in comedy movie. There are three variations which are analyzed with commissive, those are the translation variation of



linguistics form of commissive utterances, the implicature of commissive utterances, and the politeness strategies of commissive utterances. The result of the study shows that there are 70 data are found in the movies. Most of the data are declarative sentences in the linguistics features, promise meaning in implicature of commissive, and positive politeness in politeness strategies.

Munawaro's thesis (2016) entitled *Speech Act Used by The Lecturer of English Language and Letter Department at UIN Maliki Malang*. In her thesis, she presented the types and the function of speech acts which are used by the lecturer to the students in the class. The result of the study shown that she found four types of speech acts, those are representative, directive, commissive, and expressive; most of the data used directive with requesting form; mostly the function of speech acts are convivial and competitive with the command and congratulating functions.

Pujiastuti's thesis (2016) entitled *Illocutionary Act of the Participant's Speech of Blind Dating Reality Show*. She studied speech act and focus on the illocutionary act theory. The result of the study shown that she found five types of the illocutionary acts, those are directive, representative, commissive, expressive, and declarative; most of the data were produced in directives because the speaker attempts the hearer to do something



## CHAPTER III

### FINDINGS AND DISCUSSIONS

This chapter discusses the finding and the discussion based on the formulated of the research question. According to Searle, there are six kinds of actions that can be performed in speaking utterance which is included in Commissive speech acts, those are guarantee, offer, promise, refuse, threat, and volunteer.

#### 3.1. Findings

Dead of a Salesman's drama consists of 13 characters, those are the character list:

Table: The Characteristics of the characters

Name	Characteristics
Willy Loman	An aging salesman.
Linda Loman	Willy Loman's wife
Biff Loman	The Lomans' older son
Happy Loman	The Lomans' younger son
Uncle Ben	Willy's older brother
Charley	A long-time acquaintance of the Lomans
Bernard	Charley's son
The Woman	Willy's former lover
Howard Wagner	Willy's current boss
Jenny	Charley's secretary
Stanley	A waiter
Miss Forsythe	Young prostitute
Letta	Young prostitute

Among the entirely 13 characters, Willy Loman, Linda Loman, Biff, Ben, Charley, and Happy are the characters that mostly appeared in the drama. Furthermore, commissive speech acts mostly used by Willy Loman's family. Therefore, the researcher generally attention to the six characters in collecting the data. In addition the researcher attempt to find the data as many as possible to be quality of the research.

In speech acts there is a subtopic which is unleaveable to be discussed, that is felicity condition. Crues (2003:343) says that Felicity condition is a contextual condition which must be fulfilled before a speech act is produced. In addition, Austin in Wardough said that certain condition must be met in order to make performatives successful. Searle in Schiffirin argues that there four kinds of felicity conditions, those are:

1. The Propositionary Context Conditions concern references and predictions (propositional acts)
2. The Preparatory Conditions involves background circumstances and knowledge about speaker and hearer that must hold prior to the performance of the acts.
3. The Sincery Conditions concern speaker's psychological state. It is expressed in the performance of an illocutionary act. It can be the speaker intention, desire, and belief.
4. The Essential Conditions is what the utterance account us. It can be said as the point of the act.

There are some data which are obtained from the utterances of the characters in "Death of a Salesman". Those utterances can be classified into commissive speech acts. Those are as follows: incomplete

### 1.1.1. Guarantee of Commissive Speech Acts

Data 1

#### Setting:

A conversation between Biff and Happy. Previously, both Biff and Happy were worried about their father's behavior. The accident would influence them. Then they talked anything to avoid this feeling. In their conversation, Biff was remembered a moment in his bedroom. A long time ago there was a woman which stayed in the room; both of Biff and Happy did not fully welcome to her because the woman did over in the room. Although Happy was the subject of a moment with the woman, Biff guaranteed to Happy that Happy had forgotten to the woman because of his bustle.

#### Participants:

Biff and Happy

**Biff:** That's the one. I got you in there, remember?

**Happy:** Yeah, that was my first time – I think. Boy, there was a pig. (*They laugh, almost crudely.*) You taught me everything I know about women. Don't forget that.

**Biff:** "I bet you forgot how bashful you used to be. Especially with girls".

**Happy:** Oh, I still am, Biff

**Biff:** Oh, go on.

#### Analysis:

The sentence above which has a commissive meaning is produced by Biff. The utterance of Biff: I bet you forgot how bashful you used to be. The sentence has subject and predicate in a normal sentence. I function as the subject, bet is the

predicate, you forgot how bashful you used to be is the complement. The form in complement is the clause of predicate meaning. The word bet has deep meaning to convince someone else. This utterance is performed directly. It calls a guarantee speech acts because the speaker believes that the interlocutor had forgotten the girl; both the interlocutor and the girl had not met in a long time. A word "Bet:" is the mark of guarantee commissive speech acts. Cause of the word "bet" can strengthen the sentence to convince the interlocutor.

The propositional context condition is inappropriate because what Biff guarantee is departed with Happy's respond. The preparatory condition is inappropriate because the speaker didn't know Happy's position, Biff should not say it. The sincerity condition is fulfilled since the speaker knew the previous circumstance. The essential condition is inappropriate because the fact of the action is happy is still remembered.

Data 2

**Setting:**

Biff and Happy talked about Biff's working plan. Before sleeping, Biff remembers with Bill Oliver. He ever offered him to cooperate in Bill business. Biff is going to try to connect with Bill Oliver. Happy often listened to this issue. Therefore, Happy guaranteed that Bill would accept Biff because Bill highly thought to cooperate with Biff.

**Participants:**

Biff and Happy

**Biff:** Remember Bill Oliver?

**Happy:** Sure, Oliver is very big now. You want to work for him again?

**Biff:** No, but when I quit he said something to me. He put his arm on my shoulder, and he said, >>Biff, if you ever need anything, come to me.  
<<

**Happy:** I remembered that. That sound good.

**Biff:** I think I'll go to see him. If I could get ten Thousand or even seven or eight thousand dollars I could buy a beautiful ranch.

**Happy:** **I bet he'd back you.** Cause he taught highly of you, Biff. I mean, they all do. You're well liked, Biff. That's why I say to come back here, and we both have the apartment. And I'm tellin' you, Biff, any babe you want...

**Biff:** "No, with a ranch I could do the work I like and still be something". I just wonder thought. I wonder if Oliver still thinks I stole that carton of basketballs.

#### Analysis:

The sentence which belongs to commissive speech acts is produced by Happy. The utterance of Biff I bet he'd back you. The sentence has subject and predicate in a normal sentence. I function as the subject, bet is the predicate, and he'd back you is the complement. The form in complement is the clause of predicate meaning. The word bet has deep meaning to convince someone else. This utterance is performed directly. It calls a guarantee speech acts because Happy certain that Bill Oliver would be back to Biff because Oliver ever said to Biff "You're well liked, Biff. That's why I say to come back here, and we both have the apartment". A word "Bet:" is the mark of guarantee commissive speech acts. Cause of the word "bet" can strengthen the sentence to convince the interlocutor.

The propositional context condition is fulfilled because Happy considered with Oliver's statement that Oliver would like to invite Biff in his business. The preparatory condition is fulfilled because this act is referred to Biff's future carrier; at the time, Biff was lonely of business. The sincerity condition is fulfilled



the speaker supports Biff to develop Biff's good circumstance. The essential condition is fulfilled since Oliver's statement is offered.

Data 3

**Setting:**

Happy, Biff, and Willy stayed in a restaurant. Biff wanted to tell his father about his planning work; Willy would share it with Linda. Previously, Willy had a terrific feeling cause of a woman that shadow his life. In their conversation, Biff felt happy. After a long day of his lonely bustle, Biff would get an experience. He'd be a shipping clerk. When Willy had known of this report, he did not interest at all. Willy knew Biff's background deeply. Biff felt a little piqued because his father couldn't receive his planning. Willy didn't believe of this commission to his son. Willy guaranteed that Biff's boss would throw his arm to Biff.

**Participants:**

Happy, Biff, and Willy

**Biff:** Let's talk quietly and get this down to the facts, huh?

**Willy** (*as though Biff had been interrupting*): Well, what happened? It's great news, Biff. Did he take you into his office or'd you talk in the waiting room?

**Biff:** Well, he came in, see, and ...

**Willy** (*with a big smile*): what'd he say? **Betcha He threw his arm around you.**

**Biff:** Well, he kinda...

**Willy:** he's a fine man. (*to Happy*). Very hard man to see, y'know.

**Happy** (*agreeing*): Oh, I know.

**Analysis:**

The sentence which belongs to commissive speech acts is produced by Willy. The utterance of Biff Betcha He threw his arm around you. The sentence has subject and predicate in a normal sentence. He functions as the subject, threw is the predicate, and his arm around you is the complement. The word betcha has a deep meaning to convince someone else. This utterance is performed directly. It calls a guarantee speech acts because Willy certain that Biff would not get a good job. A word "Betcha:" is the mark of guarantee commissive speech acts. Cause of the word "betcha" can strengthen the sentence to convince the interlocutor.

The propositional context condition is fulfilled because Willy realized that Biff did not have good skill in this circumstance. The preparatory condition is fulfilled because this act is referred to Biff's situation; at the time, Biff was low of the skill. The sincerity condition is fulfilled the speaker keeps Biff face before meeting in front of the boss. The essential condition is fulfilled since Biff talent has stayed in the level.

**1.1.2. Offer of Commissive Speech Acts**

Data 4

**Setting:**

Willy just came from his working. He drove a car in a day; He looked exhausted. Linda tried to take care of Willy. She had mercy seeing Willy. She suggested Willy stop this way because Linda felt that Willy was an overactive man, but Willy made it easy. Willy would feel better in the next morning by taking a rest. Therefore Linda offered to take an aspirin to keep his husband body.

**Participants:**

Willy and Linda

**Linda** (*resigned*): Well, you'll just have to take a rest, Willy, you can't continue this way.

**Willy**: I just got back from Florida.

**Linda**: But you didn't rest your mind. Your mind is overactive, and the mind is what counts, dear.

**Willy**: I'll start out in the morning. Maybe I'll feel better in the morning. (She is taking off his shoes). These goddam arch supports are killing me.

**Linda**: Take an aspirin. **Should I get you an aspirin?** It'll soothe you.

**Willy** (*with wonder*): I was driving along, you understand? And I was fine. I was even observing the scenery.

**Analysis:**

The commissive speech acts above is produced by Linda. The utterance of Linda: Should I get you an aspirin? The sentence has subject and predicate in a normal sentence. Should function as a question form, cause in beginning sentence. I function as the subject, get is the predicate, you an aspirin is the complement. Linda is offering herself to take an aspirin and giving to her husband that was in the bad condition. This utterance is performed directly without any order form from Willy. This sentence is designed in question form to support her plan of offering form. This data is called offer commissive speech acts because Linda offers herself to help Willy by getting him an aspirin, in order Willy would be looked healthy in the next day.

The propositional context condition is fulfilled because Linda realized that Willy was in bad condition. The preparatory condition is fulfilled because this act is referred to Willy's condition; at the time, Willy was tired thus Linda would help him. The sincerity condition is fulfilled the speaker keeps Willy's condition by

taking as aspirin. The essential condition is fulfilled because Willy is looked badly as needed like a medicine.

Data 5

**Setting:**

This data happens at the beginning of the second act. At the end of first act. Willy got many problems such as he lost his job, and his son failed in math. Therefore, Linda suggested Willy take a rest. Hopefully, Willy would be fresh at all in the morning. In second act. Willy was looked happy. He could be a smile to Linda; he enjoyed a coffee which was made by Linda. Thus Linda felt happy, therefore Linda offered herself to totally serve his husband. She offered some eggs to Willy.

**Participants:**

Willy and Linda

**Willy:** Wonderful coffee. Meal in itself.

**Linda:** Can I make you some eggs?

**Willy:** No. Take a breath

**Linda:** You looked so rested, dear.

**Willy:** I slept like a dead one. First time in months. Imagine, sleeping till ten on a Tuesday morning. Boys left nice and early, heh?

**Linda:** They were out of here by eight o'clock.

**Analysis:**

The sentence of commissive speech acts above is produced by Linda. The utterance of Linda: Can I make you some eggs? The sentence has subject and predicate in a normal sentence. Can function as a question form, cause in beginning sentence. I function as the subject, make is the predicate, and you some

eggs is the complement. Linda is offering herself to make some eggs and giving to her husband that was looked happy. This utterance is performed directly without any order form from Willy. This sentence is designed in question form to support her plan of offering form. This data is called offer commissive speech acts because Linda offers herself to help Willy by making him some eggs. This utterance could be produced because Linda felt happy with her husband condition; she hoped, Willy could be continuity happened like this. Therefore Linda offered some eggs to be a supplement to Willy's breakfast.

The propositional context condition is fulfilled because Linda offers it in the morning to saved Willy's health. The preparatory condition is fulfilled because this act is referred to Willy's condition; at the time, Willy would go to his working place, therefore Linda suggests Willy some eggs. The sincerity condition is fulfilled the speaker care with Willy's condition by ordering some eggs. The essential condition is fulfilled because Willy needs good stamina in his working.

### **1.1.3. Promise of Commissive Speech Acts**

Data 6

**Setting:**

Biff as an unemployment person was envious of Happy. Biff got failed in several experimentations to hunting a job, while Happy had enjoyed his job happily. At the time, Happy had become a good position in his business. Therefore Biff invited Happy to build own business in West, but Happy had taken his job down yet. He wanted to go his job on. Happy tried to make Biff cheerful. Happy promised to biff would invite walking into the store together.



**Participants:**

Biff and Happy

**Biff:** Yeah, but you just said...

**Happy:** I gotta show some of those pompous, self-important executives over there that Hap Loman can make the grade. I want to walk into the store way he walk in. **“Then, I’ll go with you, Biff. We’ll be together yet, I swear”**. But take those two we had tonight. Now weren’t they gorgeous creatures?

**Biff:** Yeah, yeah, most gorgeous I’ve had in years.

**Analysis:**

The sentence which has commissive speech acts meaning is produced by Happy. The utterance of Happy: Then, I'll go with you, Biff. We'll be together yet, I swear. The sentence has subject and predicate in a normal sentence. I is the subject, will is a modal which has promise meaning, swear is the predicate which has deep promise meaning. In this data, there are two words that has promise meaning those are will and swear. Modal will is the deep meaning than be going to; swear also has deep promise meaning. This utterance is performed directly. This datum is called promise speech acts because Happy used will and swear in his sentence which has promise meaning.

The propositional context condition is fulfilled because both of them want to live in the same circumstance. The preparatory condition is fulfilled because this act is referred to Biff's position; although Biff is a lonely business, Willy wants he will live happily with Biff in the future. The sincerity condition is fulfilled the speaker attention to Biff's future condition. The essential condition is fulfilled because both of them are different destiny.

Data 7

**Setting:**

Biff and Happy talked about football in a home. Biff was believed by his coach to practice together. Willy appreciated this news by the word "that's because the coach likes you". At the end of Willy's appreciation, he left the location. Both Biff and Happy didn't want to be lonesome of Willy. Willy planned he worked out in order he could have own business. He promised he would homecoming of the workplace from West and built own business. He didn't want leave of his home.

**Participants:**

Willy, Biff and Happy.

**Biff:** Oh, he keeps congratulating my initiative all the time, Pop.

**Willy:** that's because he likes you. If somebody else took that ball there'd be an uproar. So what's the report, boys, what's the report?

**Biff:** Where'd you go to this time, Dad? Gee we were lonesome for you.

**Willy** (*pleased, puts an arm around each boy and they come down to the apron*): Lonesome, heh?

**Biff:** Missed you every minutes.

**Willy:** Don't say? Tell you a secret, boys. Don't breathe it to a soul.

**Someday I'll have my own business, and I'll never have to leave home anymore.**

**Happy:** Like uncle Charley, heh?

**Willy:** Bigger than uncle Charley! Because Charley in not – liked. He's liked, but he's not – well liked.

**Analysis:**

The sentence of the commissive speech act above is produced by Willy. The utterance of Willy: Someday I'll have my own business, and I'll never have to leave home anymore. The sentence has subject and predicate in a normal sentence. I is the subject, will is a modal which has promise meaning, have and leave are the predicate, and my own business and home anymore are the

complement. This sentence, the speaker used word will which modal will is the deep meaning than be going to. This utterance is performed directly. This datum is called promise speech acts because Willy used will in his sentence which has promise meaning. In addition, there is a repetition of using modal in the sentence of promise commissive speech acts. The second sentence, a word "never" is the support of modal to strengthen his appointment that he'll homecoming; he'll not leave his home.

The propositional context condition is inappropriate of the first sentence because of high expectation to have own business and fulfilled of the second sentence because most of his family stayed in the home. The preparatory condition is inappropriate of the first sentence because he often failed in the job and fulfilled of the second sentence because this act is referred to Willy's position; he works in his country. The sincerity condition is inappropriate of the first sentence and fulfilled of the second sentence because he does not want live out of his home. The essential condition is inappropriate of the first sentence because he is difficult to build his career and is fulfilled of the second sentence.

Data 8

**Setting:**

Previously, Willy got good information from Ben that he would be accepted in Alaska. When he had stayed a long time, he would build a big business in Alaska. He told to his children Biff and Happy. He would cheer his children up by a good business in Alaska. Then Bernard came to them worriedly. Bernard reminded them that the time is a half past one. They should go. Because

of their worried, and was hurried by Willy. Happy promised to others that he would carry the helmet.

**Participants:**

Willy, Linda, Biff, Happy, and Bernard

**Willy:** Well, come on, everybody! Ebbets Field next stop! Where's the pannats? (*He rushes through the wall-line of the kitchen and out into the living room.*)

**Linda** (*to Biff*): Did you pack fresh underwear?

**Biff** (*who has been limbering up*): I want to go!

**Bernard:** Biff, I'm carrying your helmet, ain't I?

**Happy: No, I'm carrying the helmet.**

**Bernard:** Oh Biff, you promised me.

**Happy:** I'm carrying the helmet.

**Bernard:** How am I going to get in the locker room?

**Linda:** Let him carry the shoulder guards. (*She puts her coat and hat on in the kitchen.*)

**Analysis:**

The sentence of the commissive speech act above is produced by Happy. The utterance of Happy: No, I'm carrying the helmet. The sentence has subject and predicate in a normal sentence. No is a refusal of the sentence. I is the subject, am is an auxiliary verb, carrying is the predicate, and the helmet is the complement. This sentence, the speaker used word will which modal will is the deep meaning than be going to. This utterance is performed directly. This datum is called promise speech acts because Willy used will in his sentence which has promise meaning. In addition, there is a repetition of using modal in the sentence of promise commissive speech acts. The second sentence, a word "never" is the support of modal to strengthen his appointment that he'll homecoming; he'll not leave his home.

The propositional context condition is fulfilled because at the time Bernard needs a helmet. The preparatory condition is fulfilled because this act is referred to Bernard's position; Bernard feels cheerful because Happy wants to fulfill Bernard needed. The sincerity condition is fulfilled the speaker knows Bernard condition that is needed a helmet. The essential condition is fulfilled because Bernard wants to go out which needs a helmet.

#### 1.1.4. Refusal of Commissive Speech Acts

Data 9

##### Setting:

It is a misunderstanding between Willy and Biff. Willy thought that Biff ever insults Willy by the word "crazy" because of the indistinctness of Willy's job. Linda had been stand to Biff. She said "Biff didn't say like that"; Biff was also standing off to Willy's mind. Willy felt that Biff often insulted him in behind him. Finally, Willy chases Biff away. He suggested Biff to go back to the West to be a carpenter.

##### Participants:

Linda, Willy, Happy, and Biff

**Happy** (*trying to quiet Willy*): Hey, Pop, come one now...

**Willy** (*continuing over Happy's line*): They laugh at me, heh? Go to Filene's, go to the Hup, go to Slattery's, Boston. Call out the name Willy Loman and see what happens! Big shot!

**Biff**: All right, Pop.

**Willy**: Big!

**Biff**: All right!

**Willy**: Why do you always insult me?

**Biff**: **I didn't say a word.** (*To Linda*) Did I say a word?

**Linda**: He didn't say anything, Willy



**Willy** (*going to the doorway of the living room*): All right, good night, good night.

**Analysis:**

The sentence of the commissive speech acts above is produced by Biff. The utterance of Happy: I didn't say a word. The sentence has subject and predicate in a normal sentence. I is the subject, did is an auxiliary verb, not is a negative mark of the sentence, say is the predicate, and a word is the complement. This sentence, the speaker used a negative mark "not" which to strengthen the speaker mind that he didn't do it. This utterance is performed directly. This data is called refuse commissive speech acts because Biff used not in his sentence which has to refuse to mean. In addition, he asked Linda about his argument in the next of commissive sentence. Linda's utterance supported Biff because Linda knew that Biff didn't say anything.

The propositional context condition is fulfilled because Biff really did not say anything. The preparatory condition is inappropriate because this act is referred to Willy's position; Willy felt always be insulted by Biff. The sincerity condition is fulfilled the speaker wants to strengthen his statement that he never insult Willy. The essential condition is fulfilled because Biff never says anything, its only misunderstanding both Biff and Willy.

Data 10

**Setting:**

Firstly, Willy and Bernard talked about the job. Willy is hunting a job for himself. Unfortunately, Willy didn't get the positive answer from Bernard. At the end of their conversation, Charley came. A little point were heard. Therefore

Charley tried to invite Willy to join in Charley's workplace. Charley offered a sales job by fifty dollars a week of the salary. Previously, Willy had known of Charley's background. Charley was a traitor person. Thus, Willy said to Charley that he had got a job. Although Willy didn't get a good job. Charley didn't believe it by insulting Willy "without any pay". Willy was angry. He said, "I don't want your goddam job!" It is a refusal sentence because of Charley's Insulting.

#### Participants:

Willy, and Charley

**Charley:** I offered you a job. You make a fifty dollars a week, and I won't send you on the road.

**Willy:** I've got a job.

**Charley:** Without pay? What kind of job is a job without pay? (*He rises.*) Now, look, kid, enough is enough. I'm not genius but I know when I'm being insulted.

**Willy:** Insulted!

**Charley:** Why don't you want to work with me?

**Willy:** What's the matter with you? I've got a job.

**Charley:** Then, what're you walkin' in here every week for?

**Willy (*getting up*):** Well, if you don't want me to walke in here...

**Charley:** I'm offering you a job.

**Willy: I don't want your goddam job!**

**Charley:** When the hell are you going to grow up?

**Willy (*furiously*):** You big ignoramus, if you say that to me again I'll rap you one! I don't care how big you are! (*He's ready to fight.*)

#### Analysis:

The commissive speech acts above is produced by Willy. The Willy's utterance is: I didn't want your goddam job. The sentence has subject and predicate in a normal sentence. I is the subject, did is an auxiliary verb, not is a negative mark of the sentence, want is the predicate, and your goddam job is the complement. This sentence, the speaker used a negative mark "not" which to strengthen the speaker mind that he didn't do it. This utterance is performed

directly. This data is called refuse commissive speech acts because Willy does not in his sentence which has to refuse to mean. In addition, he added a word "your goddam job" at the end of the sentence. The word is to insult the interlocutor offer of the job; as seriously, Willy refused an offer of Charley's job.

The propositional context condition is inappropriate because actually, Willy needs a job, but he produces the word because of the unsuitable characters both Willy and Charley. The preparatory condition is inappropriate because this act is referred to Charley's position which he falls be down to Willy's respond. The sincerity condition is inappropriate because the speaker is not honest with his statement. The essential condition is inappropriate, Willy should receive Charley's offer, but he refuses it.

#### **1.1.5. Threat of Commissive Speech Acts**

Data 11

##### **Setting:**

Firstly, there is a good conversation between Willy and Linda. Both of them talked about their furniture necessity. They count their money; it's balanced with their necessity or not! When Willy came into the room, he was being obsessed with the Woman. The Woman corrupted Willy's mind until Willy gave a stocking to the Woman. When the Woman had been disappeared, Willy was like losing his mind. He became the bad person. Willy felt that Biff had taken the stocking. When Willy looked for Biff, Bernard answered "He's driving a car without a license!" on the contrary, Willy was angry to all people besides him. It's

inclusive Bernard, whereas Bernard would remind Biff that Biff would flunk if he doesn't buckle down.

**Participants:**

Willy, Linda and Bernard.

**Willy:** Biff! Where is he? Why is he taking everything?

**Linda:** He's too rough with the girls, Willy. All the mothers are afraid of him!

**Willy:** I'll whip him!

**Bernard:** He's driving the car without a license!

*(The woman's laugh is heard.)*

**Willy:** Shut up!

**Linda:** All the mothers...

**Willy:** Shut up!

**Bernard** *(backing quietly away and out):* Mr. Birnbaum says he's stuck up.

**Willy:** Get outa here!

**Bernard:** **If he doesn't buckle down he'll flunk math!** *(He goes off)*

**Linda:** He's right, Willy, you're gotta...

**Analysis:**

The sentence which belongs to commissive speech acts is produced by Bernard. Bernard's utterance is if he doesn't buckle down he'll flunk math. It is a conditional sentence. There are two sentences which are added a conjunction "if" at the beginning of the clause conditional. Each sentence has subject and predicate in a normal sentence. He functions as the subject, does function as the auxiliary verb, not is a negative mark of the sentence, will is modal, buckle down and flunk are the predicate, and math is the complement. It's a reminder from Bernard to Willy, in order Willy reminded Biff to buckle down. The sentence he'll flunk math has the deep meaning of a threat; Biff will receive an impact because of he doesn't buckle down. This utterance is performed directly. It's called a threat commissive speech acts, because the second sentence had been an effect meaning of the first sentence which has a threat purpose.

The propositional context condition is fulfilled because Bernard knows Biff position, therefore Bernard reminds Biff to study hard. The preparatory condition is fulfilled, this act is referred to Biff's position; Bernard reminds Biff to study hard in order Biff can pass a math test, and Biff should receive this suggestion. The sincerity condition is fulfilled the speaker does not want that Biff will be failed in math. The essential condition is fulfilled because, in the previous test, Biff got the ungratified score.

Data 12

**Setting:**

The coming's Ben is impressing Willy back when Ben walked out from the jungle. Willy was very impressed about it, therefore Willy wanted to share it to his children. Willy asked Ben telling it to Happy and Biff. Then Ben told that when he was 17 years old he walked into the jungle; he walked out in 21 years old. The result, Ben could be rich because of it. After long an advising, Ben tested both Biff and Happy's readiness by boxing Ben with a joke. In the end of this playing, Ben threat Biff, that Biff will never get out of the jungle that way if Biff is never fought fair with a stranger.

**Participants:**

Ben, Willy, Linda, Biff and Happy.

**Willy:** How's that, Ben, heh?

**Happy:** Give him the left, Biff!

**Linda:** Why are you fighting?

**Ben:** Good boy! *(Suddenly comes in, trips Biff, and stands over him, the point of his umbrella poised over Biff's eye.)*

**Linda:** look out, Biff!

**Biff:** Gee!



**Ben** (*Patting Biff's knee*): Never fight fair with a stranger, boy. **You'll never get out of the jungle that way.** (*Taking Linda's hand and bowing.*) It was an honor and a pleasure to meet you, Linda  
**Linda** (*withdrawing her hand coldly, frightened*): Have a nice trip.

**Analysis:**

The sentence which belongs to commissive speech acts is produced by Ben. Ben's utterance is you'll never get out of the jungle that way. It has subject and predicate in a normal sentence. You function as the subject, will is a modal, never is an adverb which has a negative meaning. Get out is the predicate, and of the jungle, that way is the complement. It's a reminder from Ben to Biff, in order Biff could solve getting out of the jungle. The words "you'll never" is a threat mark, it is indicated that "you" should anticipate himself in order he could go through of the defiance "fight fair with a stranger". This utterance is performed directly. It's called a threat commissive speech acts, because the utterance had been an effect meaning of the previous sentence which has a threat purpose.

The propositional context condition is fulfilled because Ben knows Biff position, therefore Ben reminds Biff to get up to the failure. The preparatory condition is fulfilled, this act is referred to Biff's position; Ben reminds Biff to come up in order Biff can get out the jungle, and Biff should receive this suggestion. The sincerity condition is fulfilled the speaker does not want that Biff cannot pass of the jungle. The essential condition is fulfilled because several failures had frightened him.

Data 13

**Setting:**

Both Willy and Linda were angry at Biff. They thought that Biff always insults Willy. Biff was uncomfortable with Willy's suggestions. Most of the suggestions were not suitable for Biff's needed. Willy also never appearing himself about his success of the business. Willy often failed in selling products. in addition, Willy's naughtiness had known by Biff. That is Willy often went out with a woman that is not his wife because Willy ever catches by surprise with a woman in a restaurant. Then, Willy was like crazy. He was planting a garden outside his home. Linda felt that Biff was the agent of this accident, the cause of Biff insulting to Willy. Finally, both Willy and Linda chase Biff away from the house. They did not want seeing Biff anymore. When Biff would go out from the house, Willy prevent Biff going out from the house by the word "May you rot in hell if you leave this house!" in other reason, this is his error.

**Participants:**

Willy and Biff

**Biff:** Shake hands, Dad.

**Willy:** Not my hand.

**Biff:** I was hoping not to go this way.

**Willy:** Well, this is the way you're going. Good-by.

*(Biff looks at him a moment, then turns sharply and goes to the stairs.)*

**Willy (stops him with):** **May you rot in hell if you leave this house!**

**Biff (turning):** Exactly what is it that you want from me?

**Willy:** I want you to know, on the train, in the mountains, in the valleys, wherever you go, that you cut down your life for spite!

**Biff:** No, no.

**Analisis:**

The sentence which belongs to commissive speech acts is produced by Willy. Willy's utterance is May you rot in hell if you leave this house! It is a conditional sentence. There are two sentences which are added a conjunction "if" in the center of the clause conditional. Each sentence has subject and predicate in a normal sentence. May function as the modal of the question, you function as the subject, rot and leave function as the predicate, in hell and this house are the complement, and if function as the conjunction of those sentences. It's a prohibition from Willy to Biff, in order Biff does not leave the house. The sentence May you rot in hell has the deep meaning of a threat; Biff will receive an impact because of leaving the house. This utterance is performed directly. It's called a threat commissive speech acts, because the first sentence had been an effect meaning of the second sentence which has a threat purpose.

The propositional context condition is fulfilled, Willy does not want losing Biff and Biff's respond is settle with his father. The preparatory condition is fulfilled, this act is referred to Biff's position; Biff is Willy's best son, therefore he cannot separate with Biff. The sincerity condition is fulfilled the speaker does not want that Biff gets out of the home. The essential condition is inappropriate because it's possible to be done in the world.

### 1.1.6. Volunteer of Commissive Speech Acts

Data 14

#### Setting:

A long conversation between Willy and Linda. Firstly they talked about Willy's job that he had been sixty years old. He had to work in the New England, whereas he lives in the New York. Actually, Willy had a good friend that had been the success, he is Howard. Previously, Howard ever invited Willy to join in his business, but Willy still interested in his work in other business. In this time, Willy felt difficult to do his job, therefore Linda (His wife) asked about Howard offered.

#### Participants:

Willy Loman and Linda

**Willy:** If old man Wagner was alive I'd a been in charge of New York now! That man was a prince, he was masterful man. But that boy of his, that Howard, he don't appreciate. When I went north the first time, the Wagner Company didn't know where New England was!

**Linda:** why don't you tell those thing to Howard, dear?

**Willy** (*encouraged*): I will, I definitely will. Is there any cheese?

**Linda:** "I'll make you sandwich".

**Willy:** no, go to sleep. I'll take some milk. I'll be up right away. The boys in?

**Linda:** They're sleeping. Happy took Biff on a date tonight.

#### Analysis:

A sentence of this conversation belongs to commissive speech acts that have meaning a volunteer because the speaker of one free will make a sandwich for the interlocutor. The utterance was produced by Linda. The Linda's utterance is "I'll make you sandwich". The sentence has subject and predicate in a normal sentence. I is the subject, will is a modal, make is the predicate, and you a

sandwich is the complement. Among of their conversation, Willy switches out of the topic. Willy asked to his wife, is there any cheese? Then Linda volunteer of herself to make a sandwich for her husband. Linda knew that her husband had high depression, therefore Linda want to help what her husband need. At the time, Willy perhaps did not want to continue the topic, therefore he pretended hungry than asked cheese to his wife. When his wife wanted to prepare the food. Willy contrary Linda to sleep. Then Willy found other activity to keep away from his wife.

The propositional context condition is fulfilled, Linda knows that Willy asks a cheese. The preparatory condition is fulfilled, this act is referred to Willy's position; when Willy has dinner he needs a cheese for completing his meals, while Linda offers a cheese. The sincerity condition is fulfilled the speaker wants to gratify his husband by preparing all his husband's needed. The essential condition is inappropriate because Willy's asking is a joke, and he refuses Linda's offered.

### **3.2. Discussions**

After analyzing 14 data of utterances produced by the participants of "The Death of Salesman" drama. The study found that the types of commissive speech acts used by the participants have commissive of guarantee, offer, promise, refuse, threat, and volunteer. Therefore, the researcher analyzes the types of commissive speech acts and the felicity condition.

Before identifying the felicity condition, the researcher found 14 data is fulfilled by the felicity condition with Searle theory. Searle in Schiffrin (2002) that the felicity condition has four types of felicity conditions, there are the



propositional context conditions, the preparatory conditions, the sincere conditions, and the essential conditions. Furthermore, the researcher comes to analyze the speech acts of that utterance. In this reality show, the speaker clearly performs one action in one utterance. It is found when the speaker wants to express her think, to ordering what they want and delivering some message.

### 3.2.1. The Types of Commissive Speech Acts

From six of the types of commissive speech acts explained by Searle (1985) theory. The researcher found 3 Guarantee, 2 offer, 3 promise, 2 refuse, 3 threat, and 1 volunteer.

First, guarantee, the speaker attempts to convince the hearer by several guarantee words. Those guarantee words such as I bet, I betcha, I guarantee and so on. It is found in "I bet you forgot how bashful you used to be" (data 1) "I bet he'd back you" (data 2) "Betcha He threw his arm around you" (data 3).

Second is offer. The speaker tries to give an offer to the interlocutor. Mostly the speaker offer is things. The offer sentences are found in question form. It is found in "Should I get you an aspirin?" (data 4) Can I make you some eggs? (data 5).

Third is promise. The speaker attempts to commit himself to do what the speaker said. The word is to convince the interlocutor that the speaker would do it seriously. The promise words such as I swear, I'll, and so on. It is found in "Then, I'll go with you, Biff. We'll be together yet, I swear" (data 6) "Someday I'll have my own business, and I'll never have to leave home anymore" (data 7) "No, I'm carrying the helmet." (data 8).

Fourth this refuse. The speaker had own target or opinion. Therefore, the speaker refuses the interlocutor mind. Most of the sentences are negative forms. It is found in "I didn't say a word" (data 9) "I don't want your goddam job!" (data 10).

Fifth is threat. The speaker tries to persuade the interlocutor by giving an impact word in one of the sentences. The word threat such as using "if" in the beginning or between the sentences. It is found in "If he doesn't buckle down he'll flunk math!" (data 11) "You'll never get out of the jungle that way." (data 12) "May you rot in hell if you leave this house!" (data 13).

The last is Volunteer. The speaker attempt to help the interlocutor by turning him down. The researcher just found a data. The data is added a modal word. It is found in "I'll make you sandwich" (data 14).

### **3.2.2. Felicity Condition**

The felicity conditions that happen in the drama of the dead of salesman are mostly fulfilled. The researcher found 14 data are inappropriate, the Propositionary Conditions data 1, 7, and 10. The Preparatory Conditions data 1, 7, 9, and 10. The Sincery Conditions data 7 and 10. The Essential Conditions data 1, 7, 10, 13, and 14.

First is the Propositionary Context Conditions concern references and predictions (propositional acts). Those are the Propositionary Context Conditions which are inappropriate "I bet you forgot how bashful you used to be" (data 1) "I'll have my own business" (data 7) "I don't want your goddam job!" (data 10).

Second is the Preparatory Conditions involves background circumstances and knowledge about speaker and hearer that must hold prior to the performance of the acts. Those are the Preparatory Conditions which are inappropriate “I bet you forgot how bashful you used to be” (data 1) “I’ll have my own business” (data 7) “I didn’t say a word” (data 9) “I don’t want your goddam job!” (data 10).

Third is the Sincery Conditions concern speaker's psychological state. It is expressed in the performance of an illocutionary act. It can be the speaker intention, desire, and belief. Those are the Sincery Conditions which are inappropriate “I’ll have my own business” (data 7) “I don’t want your goddam job!” (data 10).

The last is the Essential Conditions is what the utterance account us. It can be said as the point of the act. Those are the Essential Conditions which are inappropriate “I bet you forgot how bashful you used to be” (data 1) “I’ll have my own business” (data 7) “I don’t want your goddam job!” (data 10) “May you rot in hell if you leave this house!” (data 13) “I’ll make you sandwich” (data 14)

## CHAPTER IV

### CONCLUSION AND SUGGESTION

In this chapter, after analyzing the sentences of the drama which are written by the Arthur Miller in the drama “Death of a Salesman”, conclusion and suggestion are presented.

#### 4.1. Conclusion

After conducting this study, it is found that commissive speech acts used by the characters when they said utterances which mean doing something in future. Based on Searle’s theory, six type of commissive speech act have been found in this analyzing. There are guarantee, promise, offer, refuse, threat, and volunteer. It is found 14 data that guarantee speech acts is found 3 data, offer speech acts is found 2 data, promise speech acts is found 3 data, refuse speech acts is found 2 data, threat speech acts is found 3 data, and volunteer speech acts is found data.

Searle in Schiffirin argues that there four kinds of conditions, those are the propositionary Conditions, the Preparatory Conditions the Sincerity Conditions, and the Essential Conditions. There are some utterances that are inappropriate, those are in the Propositionary Conditions data 1, 7, and 10. The Preparatory Conditions data 1, 7, 9, and 10. The Sincerity Conditions data 7 and 10. The Essential Conditions data 1, 7, 10, 13, and 14.

Generally, the finding shows the types of commissive speech act which are mostly produced by the characters in “Death of a Salesman” is guarantee,

promise, and threat whereas the felicity condition mostly used by the characters in “Death of a Salesman” are fulfilled.

#### **4.2. Suggestion**

For those who are interested in studying commissive speech act, this study may contribute an example of the analysis on commissive speech act. However this study still far from perfection since it actually discusses only a small part of the whole aspects that a linguistics study can cover. Beside related to the contribution of the study to linguistics, it could be the reference in the teaching and learning of linguistics.

Finally, the researcher hopes that this study can be useful for the researcher himself. For the next researcher is suggested to conducts further research in the types of commissive speech act such as pledge, agree, vowing, and concern; the next researcher is suggested to conducts further research the function of the types of commissive speech act.



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## APPENDIXES

Table: The Characteristics of the Characters

Name	Characteristics
Willy Loman	An aging salesman.
Linda Loman	Willy Loman's wife
Biff Loman	The Lomans' older son
Happy Loman	The Lomans' younger son
Uncle Ben	Willy's older brother
Charley	A long-time acquaintance of the Lomans
Bernard	Charley's son
The Woman	Willy's former lover
Howard Wagner	Willy's current boss
Jenny	Charley's secretary
Stanley	A waiter
Miss Forsythe	Young prostitute
Letta	Young prostitute

Table: Commissive Speech Acts

No	Data	Guarantee	Offer	Promise	Refuse	Threat	Volunteer
1	I bet you forgot how bashful you used to be	✓					
2	I bet he'd back you	✓					
3	Betcha He threw his arm around you	✓					

4	Should I get you an aspirin?		✓				
5	Can I make you some eggs?		✓				
6	I'll go with you, Biff. We'll be together yet, I swear			✓			
7	Someday I'll have my own business, and I'll never have to leave home anymore			✓			
8	No, I'm carrying the helmet.			✓			
9	I didn't say a word				✓		
10	I don't want your goddam job!				✓		
11	If he doesn't buckle					✓	

	down he'll flunk math!						
12	You'll never get out of the jungle that way.					✓	
13	May you rot in hell if you leave this house!					✓	
14	I'll make you sandwich						✓

Table: Felicity Condition

No	Data	Felicity Conditions	Fulfilled/ Inappropriate
1	I bet you forgot how bashful you used to be	The Propositionary Conditions	Inappropriate
		The Preparatory Conditions	Inappropriate
		The Sincery Conditions	Fulfilled
		The Essential Conditions	Inappropriate
2	I bet he'd back you	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincery Conditions	Fulfilled
		The Essential Conditions	Fulfilled
3	Betcha He threw his arm around you	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincery Conditions	Fulfilled

		The Essential Conditions	Fulfilled
4	Should I get you an aspirin?	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincerity Conditions	Fulfilled
		The Essential Conditions	Fulfilled
5	Can I make you some eggs?	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincerity Conditions	Fulfilled
		The Essential Conditions	Fulfilled
6	I'll go with you, Biff. We'll be together yet, I swear	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincerity Conditions	Fulfilled
		The Essential Conditions	Fulfilled
7	Someday I'll have my own business, and I'll never have to leave home anymore	The Propositionary Conditions	Inappropriate & Fulfilled
		The Preparatory Conditions	Inappropriate & Fulfilled
		The Sincerity Conditions	Inappropriate & Fulfilled
		The Essential Conditions	Inappropriate & Fulfilled
8	No, I'm carrying the helmet.	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincerity Conditions	Fulfilled
		The Essential Conditions	Fulfilled
9	I didn't say a word	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Inappropriate
		The Sincerity Conditions	Fulfilled
		The Essential Conditions	Fulfilled
10	I don't want your goddam job!	The Propositionary Conditions	Inappropriate
		The Preparatory Conditions	Inappropriate
		The Sincerity Conditions	Inappropriate



		The Essential Conditions	Inappropriate
11	If he doesn't buckle down he'll flunk math!	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincery Conditions	Fulfilled
		The Essential Conditions	Fulfilled
12	You'll never get out of the jungle that way.	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincery Conditions	Fulfilled
		The Essential Conditions	Fulfilled
13	May you rot in hell if you leave this house!	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincery Conditions	Fulfilled
		The Essential Conditions	Inappropriate
14	I'll make you sandwich	The Propositionary Conditions	Fulfilled
		The Preparatory Conditions	Fulfilled
		The Sincery Conditions	Fulfilled
		The Essential Conditions	Inappropriate