

**GENDER DIFFERENCES IN THE USE OF LINGUISTIC FORM OF  
SUPER TUESDAY 2016**

**THESIS**

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**MAULANA MALIK IBRAHIM STATE ISLAMIC UNIVERSITY**

**MALANG**

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**THESIS**

**Presented to:**

**Maulana Malik Ibrahim State Islamic University, Malang**

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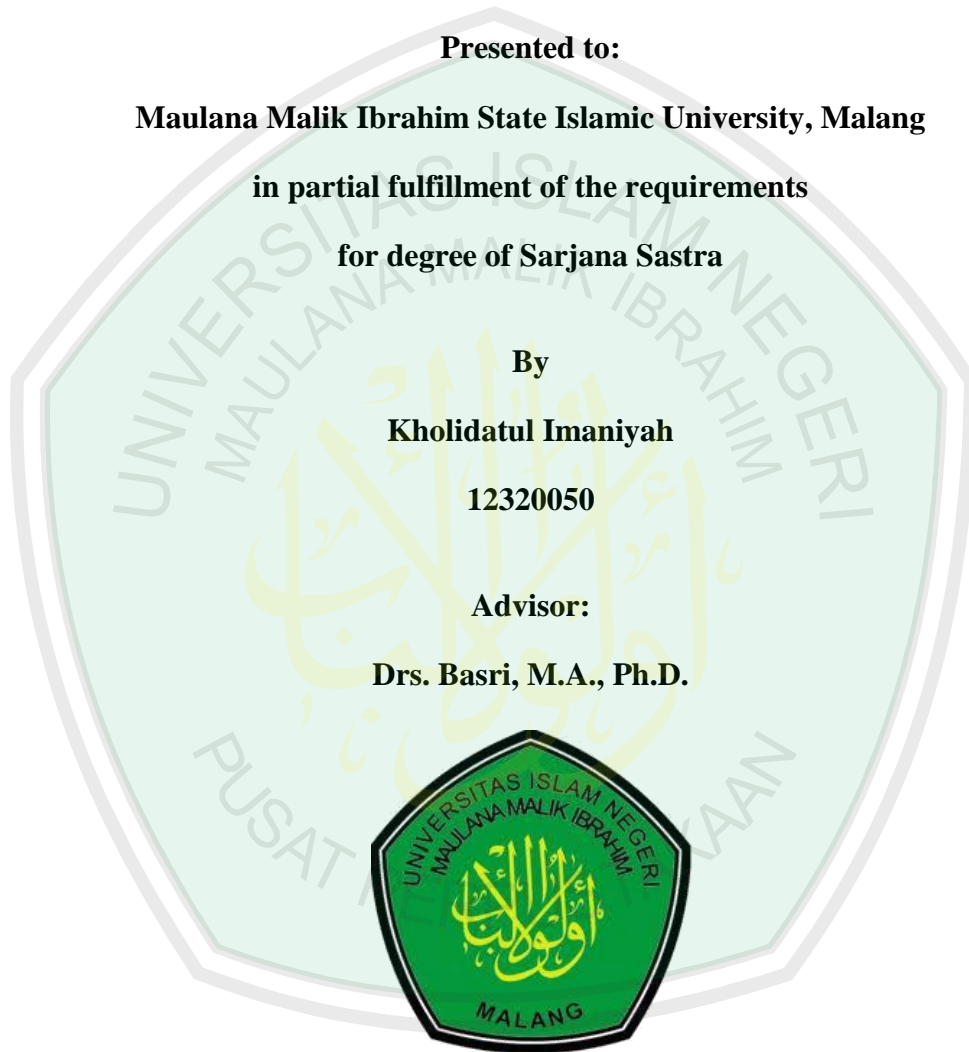
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**MALANG**

**2016**


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This is to certify that the Sarjana's thesis of Kholidatul Imaniyah, entitled "*Gender Differences in the Use of Linguistic Form of Super Tuesday 2016*" 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 Language and Letters Department.

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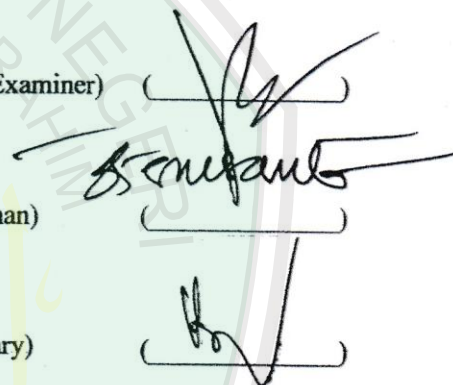
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I declare that the thesis I wrote entitled "*Gender Differences in the Use of Linguistic Form of Super Tuesday 2016*" is truthfully my original work and did not incorporate to any material previously written or published by another author or writer except those indicated in quotations, paraphrasing method and bibliography. Due to this fact, I am the only person responsible for the thesis if there is any objection or claim from others.

Malang, June 2016



  
Kholidatul Imaniyah

**MOTTO**

*"...and women have rights similar to those against them in a just manner..."*

*(Holy Qur'an, 2:228)*



## DEDICATION

This thesis is dedicated to my beloved father, Anisul Muttaqin, my lovely mama, Yasminah Indah Sari and my only sister, Eka Fitriyah Anggaraeni.



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First of all, may all praises be to Allah SWT., the Lord of the universe, who has given me chance, guidance and blessing in finishing this thesis, entitled “Gender Differences in the Use of Linguistic Form of Super Tuesday 2016”. Shalawat and Salam will always be delivered to my Prophet Muhammad SAW, his family, his companion and all his followers, Muslim around the world.

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## ABSTRACT

Imaniyah, Kholidatul. 2016. *Gender Differences in the Use of Linguistic Form of Super Tuesday 2016*. Thesis. English Language and Letters Department. Faculty of Humanities. Maulana Malik Ibrahim State Islamic University Malang. Advisor: Drs. Basri MA., Ph.D  
*Keywords: gender, discourse, linguistic form, speech features*

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This study examines the differences of linguistic form focus on speech features used by different gender. It aims to explore how man and woman used different speech features while delivering speech. Speech features function to make the conversation or speech delivery run successfully and ease addressee (hearer or audience) understanding the topic talking about. However, different gender has led speaker to have different preferences in using speech features. Regarding to this differences, men and women are differently constructed through the way they use language which woman tend to use more speech features compare to man. To realize this research result, the researcher involves Donald Trump's and Hillary Clinton's victorious speech transcripts in Super Tuesday 2016 as the object.

In order to get deep understanding, his study uses descriptive qualitative method by involving Lakoff (1975) theory about speech features to describe and analyze the data. Besides, it also uses statistical design to find the dominant speech features, so that preferences between two genders can be found. The data are utterances; words, phrases, clauses or sentences uttered by the object. After analyzing the data, in using the speech features, both speakers mostly use intensifiers and absent the use of precise colors terms in their speech. However, Trump misses the use of two types of speech features, while Clinton only one type. Thus, the gender differences in using linguistic form, speech features, have their own preferences. Nevertheless, Lakoff theory about that women tend to use speech features is not approved, since Trump often uses intensifiers and hedges.

## ABSTRAK

Imaniyah, Kholidatul. 2016. *Perbedaan Gender Dalam Penggunaan Bentuk Linguistik Dalam Pidato Super Tuesday 2016*. Skripsi. Jurusan Bahasa dan Sastra Inggris. Fakultas Humaniora Universitas Islam Negeri Maulana Malik Ibrahim Malang. Dosen Pembimbing: Drs. Basri MA., Ph.D  
*Kata Kunci: gender, diskursus, bentuk linguistik, fitur wicara*

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Studi kali ini menganalisis tentang perbedaan penggunaan bentuk linguistik khususnya fitur wicara menurut gender. Studi ini juga bertujuan untuk mengetahui bagaimana laki-laki dan wanita menggunakan fitur wicara yang berbeda dalam menyampaikan sebuah pidato. Fitur wicara berfungsi agar sebuah percakapan ataupun pidato yang disampaikan oleh pembicara dapat disampaikan dengan baik dan karenanya *addressee* (pendengar atau penonton) bisa memahami topik yang sedang dibicarakan dengan baik. Namun, perbedaan gender yang ada menyebabkan perbedaan preferensi dalam menggunakan fitur wicara. Dalam perbedaan gender inilah, laki-laki dan wanita telah dikonstruksi untuk menjadi berbeda dilihat dari cara mereka menggunakan bahasa, yang mana wanita cenderung menggunakan fitur wicara lebih sering dari pada laki-laki. Untuk membuktikan perbedaan dalam penggunaan bentuk linguistik ini, peneliti kali ini menggunakan transkrip pidato kemenangan Donald Trump and Hillary Clinton pada momen Super Tuesday 2016 sebagai objek studi ini.

Agar studi ini dapat dimengerti secara mendalam, maka metode deskriptif kualitatif digunakan yang menggabungkan teori Lakoff (1975) tentang fitur wicara sebagai bahan landasan teori untuk mendeskripsikan dan menganalisis data-data. Selain itu, dalam studi kali ini, peneliti juga menggunakan model statistik untuk mengetahui hasil dominan dari penggunaan Fitur wicara oleh objek studi, maka dari itu preferensi dalam penggunaan bentuk linguistik antara kedua gender dapat diketahui. Adapun data-data yang digunakan dalam studi ini merupakan ucapan-ucapan dari pada objek yang terdiri dari kata, frase, klausa, atau kalimat. Setelah menganalisis data-data tersebut, dapat ditulis bahwasanya dalam penggunaan fitur wicara, kedua pembicara (objek studi) lebih cenderung menggunakan salah satu Fitur wicara yakni *intensifiers* (kata penambah) dan absen dalam penggunaan *precise colors terms* (istilah warna) dalam penyampaian pidato mereka. Namun, perbedaannya dari kedua pembicara yakni, Trump tidak menggunakan dua tipe fitur wicara, adapun Clinton hanya absen dalam penggunaan satu tipe fitur wicara. maka dari itu, dapat disimpulkan bahwasanya kedua gender yang tersebut sebelumnya memiliki perbedaan dalam penggunaan bentuk linguistik, fitur wicara, yang menunjukkan preferensi pembicara. Meskipun demikian, teori Lakoff yang mengatakan bahwasanya wanita lebih cenderung dan lebih sering menggunakan fitur wicara tidak terbukti karena adanya Trump yang juga cenderung menggunakan fitur wicara yakni *intensifiers* dan *hedges* dalam penyampaian pidatonya.

## خلاصة

إيمانية، خلدة. ٢٠١٦. أنظر إجابة. ٢٠١٦. الفروق بين الجنسين في استخدام نموذج اللغويات في خطاب الثلاثاء. البحث. اللغة الإنجليزية وآدابها. كلية العلوم الإنسانية. الجامعة الإسلامية الحكومية مولانا مالك إبراهيم مالانج.

المشرف : دكتور. البصري ماجستير

الكلمة الرئيسية : الجنس والخطابات والنماذج اللغويات وملاح خطاب

تهدف هذه الدراسة الى الاختلافات في شكل اللغوي علي ملاح خطاب المستخدمة من قبل مختلف الجنسين. انها تهدف الي استكشاف كيف رجل و امرأة تستخدم ميزات خطاب مختلفة اثناء القائه خطاب. ملاح خطاب تعمل لعجل المحادثة او تسليم خطاب المدى بنجاح وسهولة المرسل (السامع او الجمهور) فهم الموضوع يتحدث عن. ومع ذلك، هناك اختلافات بين الجنسين تؤدي إلى اختلافات في التفضيلات باستخدام وملاح خطاب. في هذه الاختلافات بين الجنسين، الرجال والنساء د هي التي شيدت من الطريقة التي يستخدمون لغة، والتي تميل النساء إلى استخدام ميزة الكلام أكثر من الرجال. لإثبات الفرق في استخدام هذا النموذج اللغوي، وهذه المرة باستخدام الباحث نص خطاب النصر دونالد ترامب وهيلاري كلينتون في لحظة الثلاثاء الكبير في عام ٢٠١٦ ككائن من الدراسة.

من اجل الحصول علي فهم عميق، تستخدم هذه ذلك أ الدراسة يجمع الوصفي النوعي من خلال اشراك اكوف (١٩٧٥) عن ملاح الخطاب كأساس نظري لوصف وتحليل و علاوة على ذلك، في هذه الدراسة، استخدم الباحثون أيضا نموذج إحصائي لمعرفة البيانات. نتائج استخدام السمة الغالبة هو خطاب من قبل كائن من الدراسة، ثم دار كنت تفضيل في استخدام الأشكال اللغوية بين أن يكون معروفا الجنسين. البيانات المستخدمة في هذه الدراسة هي الكلام من وجوه تتكون من الكلمات والعبارات، كلاوس، أو الجملة. بعد تحلل من هذه البيانات، فإنه يمكن أن يكتب أن استخدام ميزات الكلام واللغة (موضوع الدراسة) هم أكثر عرضة لاستخدام واحد من ملاح الخطاب الذي هو مكبرات (كلمات محسن) وغائبة في استخدام المصطلحات الألوان الدقيقة (حيث اللون) في تقديم كلماتهم، ومع ذلك، والفرق من اثنين من المتكلمين وهي ترامب لم تستخدم نوعين من الميزات الكلام، في حين كلينتون غائب فقط في استخدام نوع واحد من ملاح الخطاب. لذا، يمكننا أن نستنتج أن كلا الجنسين ومع الذين سبق هذا التمييز في شكل اللغويات، ميزة الكلام، مما يدل على تفضيلات اللغة. أكثر عرضة من النساء وزيادة تواتر b ذلك، من الناحية النظرية لأكوف والتي تقول استخدام كلمة ميزات لم تثبت وجود كارين ترامب يميلون أيضا إلى استخدام مكبرات ميزة الكلام والجدران في إيصال خطابه.

# **CHAPTER I**

## **INTRODUCTION**

This chapter covers about background of the study, research problems, objectives of the study, significance of the study, scope and limitation, definition of the key terms, and research method.

### **1.1 Background of Study**

As human being, man and woman absolutely have many differences. They are different from their physical, role, life style, fashion, the way to talk or communicate with others and so does their characteristic in language. The psychical different between them is clearly seen and recognized, while another differences mentioned before are actually constructed by the society. As stated by Maccoby (1988) that he posited between biological “sex” and sociocultural constructs “gender” as a conceptual split. According to his observation that the distinction between gender and sex is illusory since it presupposes that people know a priori which behavior aspects are culturally learned and which are biologically given, when in fact people cannot do so (Cited from Tannen and Kendall, 2001: 561).

Macionis (1987) added that sex generally is a biological concept explaining that human beings are male or female from the moment of conception. Meanwhile, gender refers to the human traits attached to each sex by culture (cited from Rosidi, 2009). Since humans are divided sexually as male and female, gender segregates human beings as feminine and masculine. The difference based on gender mentioned includes the way men and women

talk or communicate with people. Do male speak in a feminine manner or do females speak in a masculine manner? The questions will be interesting to be studied then.

Additionally, male and female uttererly have different style in speaking even if they have the same status and class for example as a student in a university. Male and female students are in the same status, they learn in the same place that is university as the class they have. Nemati and Bayer (2007) strengthened the previous statement as they said, even though men and women belong to the same speech community in social class, they may use different linguistic forms. The linguistic forms used by women and men contrast to some extent in all speech communities. Further exploration on women and men communication, two of the most significant theories on social differences between men and women are “*difference theory*” and “*dominance theory*”. In “*difference theory*” concept, men and women, even those within the same group, live in different or separate cultural worlds and, as a result, they promote different ways of speaking (Uchida, 1992). Further, according to “*dominance theory*”, men and women are believed to inhabit a cultural and linguistic world, where power and status are unequally distributed.

Many researchers have concerned primarily with documenting patterns of language use that are related to gender, that is dealing with discourse and gender. Somehow, there are researchers also have concerned this field as a lens through social and political aspects of gender relations. These two perspectives arose in early research and continue until the late

1990's, as the example is that the interchange between Preisler (1998) and Cameron (1999) (Kendall & Tannen, 2001: 548). Further, the study of gender is always interesting up to this present; such in lately 2014, a research that was done by Hajia Hauwa Salihu (2014) entitled The Sociolinguistics Study of Gender Address Pattern in The Hausa Society.

Due to the fact that discourse and gender study is still continuing and becoming an actual topic to discuss, and that gender has a relation with political aspect, the present researcher was interested in researching on this case. Clearly, the present researcher did a study in case of gender and language that become the fundamental theory while political part shall be the object of this study because she was also interested in analyzing politician in delivering their speech. It focused on the theory of speech features proposed by Robin T Lakoff (1975) and Super Tuesday victorious speech transcripts of Donald Trump and Hilary Clinton as a politician and the candidate of United State of America from both Republican and Democrat parties. This gender and discourse study related to the business of politician member as how they used or practiced language in political matter such campaign.

The present study visibly investigated the differences between man and woman language especially the way how the speakers used speech features in delivering speech. The speech transcripts specifically used Donald Trump and Hillary Clinton victorious speech on Super Tuesday 2016 as the object of study. Additionally, as cited from BBC news, on March, 2<sup>nd</sup> Donald Trump and Hillary Clinton entered Super Tuesday as favorites to win the vast majority of states for their respective parties to be president candidate election



on July 2016. Clearly, Donald Trump won the Republican primaries in Alabama, Georgia, Massachusetts, Tennessee, Virginia, Arkansas and Vermont. While Hillary Clinton (Democrat) won in Alabama, Georgia, Tennessee, Virginia, Arkansas, Texas, Massachusetts, and the South Pacific territory of American Samoa. Furthermore, Hillary Clinton will be the representative of female object in this study, while Donald Trump is for male. The reason to choose both politicians is that because they become the one who are mostly mentioned by people in this present since they won the election from each party. Besides, the two speakers are influential and tremendous people in USA that the way they speech to the supporter might be analyzed and criticized.

Subsequently, the object of the study was analyzed using language gender-based theory, which involved Robin T Lakoff (1975) theory about speech features. Further about Lakoff, her book is one of the pivotal books on discourse and gender that was *Language and Woman's Place*. In 1975, she together with Mary Ritchie Key with her book *Male/Female Language* and Barrie Thorne and Nancy Henley edited volume *Language and Sex: Difference and Dominance*. Concerning with Lakoff old book, the researcher constantly stand to apply her theory on speech features. It was because Lakoff's book and theory has always been applied in language and gender research until this present, such Andrew White (2003). Therefore, the theory was undoubtedly applicable for this current study.

There are ten speech features proposed by Lakoff that later on became the fundamental theory to analyze the data. There are; 1) tag question (e.g. *he*

*is very friendly, isn't he?*), 2) lexical hedges (e.g. *you see, you know, sort of*), 3) hypercorrect grammar (e.g. consistent use of standard verbs), 4) super polite form (e.g. indirect request, euphemism), 5) rising intonation on declaratives (e.g. *it's really good?*), 6) empty adjectives (e.g. *divine, charming, cute*), 7) precise color terms (e.g. *magenta, aquamarine*), 8) intensifiers such as *just* and *so* (e.g. *I like him so much*), 9) avoidance of strong swear words (e.g. *fudge, my goodness*), 10) emphatic stress (e.g. *it was a BRILLIANT performance*) (cited from White, 2003).

Furthermore, each of speech features mentioned above has its own function and purpose in delivering speech for speaker. For example, tag question is used to reflect uncertainty related something which is unknown by the speaker and it encourages them to ask. Lexical hedges show hesitation or uncertainty and to express politeness and indirectness. Hypercorrect grammar indicates someone has a polite behavior since s/he attempts to keep his/her behavior in front of listeners or other participants in order to keep reputation. Super polite forms visibly show politeness in speaking with other people. Meanwhile, Lakoff also identifies rising intonation features with uncertainty. In addition to the function and purpose of ten speech features is exactly explained in the second chapter. Besides, by applying this speech features, the researcher aimed to find the difference on how male and female speaks up in a feminine or masculine manner by finding the most and less speech features used by the objects.

Basically, research on discourse and gender, woman and man language has been conducted by previous researchers. At least, there are three

previous researches mentioned in this present study. First, Chasanah (2015) investigated women's speech features and cultural features in high and low context communication cultures. She analyzed on three woman politicians' speeches using Lakoff's theory on speech features. They were Hillary Clinton, Christine Lagarde, and Hina Rabbani Khar. Then, she found that the three speakers have difference uniqueness in delivering their speech. However, there are two speech features which were not identified in her study; precise of color terms and the absence of humor (Chasanah, 2015).

The second previous research on discourse and gender was taken from journal of Computer-Mediated Communication. They were Huffaker and Calvert (2006) who conducted study on gender, identity and language use among male and female teenage blogs. They examined those objects using disclosure of personal information, sexual identity, emotive, and semantic themes. The results showed that both male and female teenagers presented themselves similarly in their blogs. They often revealed personal information such name or ages. Males more so than females used emoticons, employed an active and resolute style of language and were more likely to present themselves as gay (Huffaker-Calvert, 2006).

The last was a research conducted by Nemati and Bayer (2007) on men and women of Persian and English in the use of linguistic form. They used Lakoff's theory to identify the most natural-like data, 6 English and 8 Persian film-scripts with a family and social theme. There were 9,280 utterances were studied and divided into four major groups: (1) cross gender, same culture, (2) same gender, cross culture; (3) cross gender, cross culture;

and (4) cross culture data. The results of the 21 Chi-squares computed showed that there was no any significant difference between the groups on the use of intensifiers, hedged and tag questions. The findings did not confirm Lakoff's opinion regarding gender-bound language at least in the three areas and the corpus inspected in their research (Nemati-Bayer, 2007).

However, the gap among the previous researches with this present study first of all is the object which is going to use speech transcripts from two different gender speakers. Moreover, Lakoff's theory was used to find out how the two speakers' manner in way of delivering speech based on their gender. The role of gender in term of linguistic form is studied rigorously here.

## **1.2 Research Questions**

The research questions of this study are;

- 1.2.1** What are the differences between Donald Trump and Hillary Clinton in the use of speech features?
- 1.2.2** What are the dominant speech features used by Donald Trump and Hillary Clinton?

## **1.3 Objectives of The Study**

Concerning of those research questions, there are three objectives in this research;

- 1.3.1** To identify and describe the speech features used by Donald Trump and Hillary Clinton in their victorious speech on Super Tuesday.
- 1.3.2** To know the dominant speech features used by the two speakers with different gender in Super Tuesday 2016.

**1.3.3** To increase linguistics insight in term of discourse and gender especially on how male and female use speech features to represent the gender difference in delivering speech.

#### **1.4 Significance of The Study**

The aim of this study was to explore Lakoff's theoretical assumptions about speech feature. If men's language as put by her is assertive, adult, and direct, while women's language is immature, hyper-formal or hyper-polite and non-assertive. Besides that, it explored about gender differences through linguistic form, in this view is speech features that are used by Donald Trump to represent male speech and female was represented by Hillary Clinton.

Theoretically, this study exhibited the differences of speech features used by men and women speaker that is biased by the gender aspects. The researcher believed that, these differences of speech features through gender for the sake of understanding of gender bias from the linguistics form. Practically, the findings of this research could give more insight about the way male and female deliver speech in term of linguistic form used; speech features.

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

The scope in this research was about discourse and gender research which focuses on linguistics form, that is, speech feature used by man and woman. The research was conducted based on the theory of speech features proposed by Lakoff (1975).

Then, the limitation of this study was that the researcher only focused on analyzing two speech transcripts, Donald Trump's and Hillary Clinton's.

Donald Trump's speech contains 1.477 words includes the text of question given during his speech delivery. Meanwhile, Hillary Clinton's speech contains about 1.470 words.

## **1.6 Definition of the Key Terms**

**1.6.1** Donald Trump and Hillary Clinton, the speakers as the object in this study are the most favorite nominee who won from Republican Party and Democrat Party of United State of America in Super Tuesday 2016. Donald Trump represents male and Hillary Clinton is female's representative (cited form bibliography.com)

**1.6.2** Super Tuesday 2016 is the day when states hold their nominating contest every election in the United State of America. In this Super Tuesday 2016, the contest was held in both Democrat and Republican parties to collect polls from American folks in the same time (cited from bbc.com)

## **1.7 Research Method**

This session discusses about the research method applied in the current research. It consists of research design, research instrument, data source, data collection, and data analysis.

### **1.7.1 Research Design**

Several techniques can be applied in conducting a research, which guide and enable the researcher to collect and analyze the data. This study is a non-experimental research because there is no control or treatment as

found in an experimental study, but this study employed the descriptive qualitative as the research design. According to Ary (2002:37):

Qualitative research focuses on understanding social phenomena and providing rich verbal descriptions of setting, situations, and participants. The qualitative research includes a number of different methods, such as ethnography, case study, naturalistic to observation, and focused interview and historical.

Further, qualitative method was applied because the data of this research was a descriptive data and was used to describe all things happen in the process of research without any reduction. Then, it was to interpret the result on differences linguistic form in term of speech features used by Donald Trump and Hillary Clinton. This qualitative method applied Robin T Lakoff (1975) theory on speech features. Henceforth, this research also applied statistical design as the method to tabulate the dominant speech features uttered by Donald Trump and Hillary Clinton during their speech delivery.

### **1.7.2 Research Instrument**

The researcher used observation way of research because the researcher observed the way how the two speakers with different gender uttered the words of all speech sections. The researcher used transcript of each speech text that was gotten from the official site on internet, especially in [www.youtube.com](http://www.youtube.com) and [www.time.com](http://www.time.com) (an official American online news site). This transcript was to ease the researcher in classifying all the utterances in both speakers, besides, video as the other instrument really helped the researcher to answer the last question on how both speakers delivered the speech using speech features.

### 1.7.3 Data Source

The data were gotten from YouTube video and the transcript in the same events, such as political speech. The transcripts had already existed on Google search, in the official sites, that was [www.time.com](http://www.time.com). The two videos on Trump's and Clinton's speech were the primer data. Therefore, to get the utterances, videos were watched and observed in the same time the researcher analyzed both transcripts using the theory provide as mentioned before. Clearly, both speech transcripts were the speech delivered by Trump and Clinton in Super Tuesday, March 2<sup>nd</sup> 2016. It was their victorious speech of their campaign in USA election which brought them to the most favorite nominee from each party, Democrat and Republican. This speech event was considered important, since the two speakers are becoming the most influential people in USA in today American election. The duration of two speeches were about 50 minutes, which consists about 6.050 words includes the text of question given in Donald Trump speech. Meanwhile, Hillary Clinton's speech contains about 1.469 words.

### 1.7.4 Data Collection

The current researcher has done some steps in collecting the data. First of all, the researcher downloaded the videos and speech transcripts as the absolute data from both YouTube and Time.com. Secondly, she continued collecting the data by watching the videos. It aimed to acquire the authentic utterances from both speakers in the speech delivery. In the same time, transcripts were read while researcher was highlighting the



speech features uttered by both objects. Then, the following step the selected utterances were analyzed based on women's speech features' theory proposed by Robin Lakoff (2004).

### **1.7.5 Data Analysis**

First of all, to answer first and second research questions, video was watched in the same time the transcript was also read. After that, the researcher classified every utterance into ten branches, based on the type of speech features. Then, by applying Lakoff's theory (1975), the classification was analyzed to know the purpose and function of using the speech feature. To find the dominant speech feature used by the object, researcher then applied statistical method that result on how often they used speech features.

## CHAPTER II

### REVIEW OF RELATED LITERATURE

This chapter explained about the theory used in this research and references which encouraged this research. In this part, the researcher explained generally about discourse and gender, linguistic form, speech features proposed by Lakoff and brief explanation about the current object.

#### 2.1 Gender and Discourse

Certainly, the relationship between language and gender has rapidly progressed; some researchers have arrived at analogous termination, even though, this analogous go unacknowledged or unrecognized. As stated by Wray *et al* (1998), in sociolinguistic context, language and gender related to where people use language and that gender influenced the way they talk. To a precise discussion, a social constructivist paradigm has prevailed in gender and discourse research (Tannen and Kendall, 2001).

Research on gender and discourse has developed fast since the pivotal books on language and sex, language and gender published in 1975. Those books were written by Robin T Lakoff "*Language and Woman's Place*", Mary Ritchie Key's "*Male/ Female Language*", Barrie Thorne and Nancy Henley "*Language and Sex: Different and Dominance*". Moreover, in the last decades, scholars have done research focused on talk among women, narrative, language socialization and some numerous journals published on gender and discourse (cited from Tannen and Kendall, 2001).

However, before discussing further about discourse and gender, some people has got misinterpreted and misunderstanding the term between sex and

gender, and the relation among them with language and discourse which researcher is required to explain the noteworthy definition of each term clearly.

### **2.1.1 Sex and Gender Terminology**

The origin word of gender, based on Merriam-Webster dictionary, the word was from the Middle English era was *gendre*, from Anglo-French *genre, gendre*, from Latin *gener-, genus* birth, race, kind, gender. Certain aspect of gender relates to body basically, however to larger concept of gender is defined as cultural construct. Scholars agree that the meaning of gender is culturally mediated, gendered identities are interactionally achieved. Goffman (1976) pioneering work to the fashionable performative approach credited to feminist theorist Judith Butler (1990, 1993) has become the fundamental issues on gender case. It was illustrated from print advertisement that the gendered self is gifted through the display postures that both ritualize subordination and conventionally allied with gender (cited from Tannen and Kendall, 2001: 557).

Further, Alnes (2009) in (Chasanah 2015) stated that gender is something made up by society and influenced by language as a tool to make people understand with idea, it makes sense of gender. Contrary, sex according to both Eckert and McConnell-Ginet (2003) refers to biological categorization based primarily on reproductive potential. Therefore, Holme (2001) sum up that gender is more suitable to differentiate people based on socio-cultural category, while appropriately sex term is used to classify people based on biological characteristic.

In brief, the terminology of sex and gender has evidently different definitions that sex belongs to term which someone has it since she or he was born, however, gender is the label that someone get from the society around her or his during the time growing up.

### **2.1.2 Gender Role and Language**

The explanation about gender has been stated clearly before, that gender refers to society or cultural construction in which male and female are associated to have different behavior include the way to talk. It makes sense that gender has a role in language in society life then. The old-basic concept about gender and language according to Mohammad (2014), is that some studies had agreed females are not talkative based on the context of speaking, while males talk more than female.

Precisely, Teri and Michael Gamble (2001) stated that a method on how male and female express their expected gender role is through language. Further clear statement that males are expected to show assertive behaviors that demonstrated their power and authority, in the other hand; females are likely exhibiting more reactive and responsive behaviors. However, the development of era has brought those former statements changed, that nowadays reality, females are acknowledged or recognized which constructed stereotypes in society about language and gender. People believe that females talk more than males, females are less assertive and direct, they also break the rules of turn-taking less than males do, and they use more standard form than males (Wright, 2002).

On the other hand, gender and discourse has an indirect relationship. Tannen (1994) depicted on Goffman (1997) to assert that discourse and gender are “sex-class linked” rather than sex linked. It means that ways of speaking are not identified with every individual man or woman, but it would rather be identified with the class of woman or the class of man in a given society. It makes sense then, the indirect relationship between gender and discourse brought to a conclusion that individuals may not be aware of the influence of gender on their speaking style (Tannen and Kendall, 2001: 557). As Holmes (2001) perception about linguistic differences in male and female language is an aspect of the differences in society symbolizing the different social position. The limitation of male and female position and their function in community is reflected in language.

In brief, gender takes a role in which male and female are forming their language to talk to other people that concern on the society construction on gender itself. Hence, male and female use language as the media to show their roles in society life.

## **2.2 Linguistic Form**

The previous statements have mentioned the difference of the way male and female talk are influenced by gender as well as shown by the differences in their linguistic. In this current study, linguistic form splits to speech features, male and female character in producing speech. The researcher started this question by presenting the general differences between male and female language and the theory on male and female speech features.

### 2.2.1 General Differences of Male and Female Language

Some former researchers have found many differences between male and female language especially when they are having a conversation to their opposite sex. Lakoff text in *Language and Woman's Place* described as an “attempt to provide diagnostic evidence from language use for one type of inequity that has been claimed to exist in society: that between the roles of men and women”. It resulted girls learn to use “nonforceful style” because unassertiveness in a social norm of womanhood, that denies woman access to power and reinforces social inequality. Zimmerman and West (1975) supported Lakoff findings that male dominance is exhibited through male control of macro-institutions in society. As the prove, according to the result of their study, men interrupted women more than the reserve in thirty one dyadic conversation tape recorder in private residences.

In ethnographic work influenced by Goffman (1967) about the concept of face, Brown found that women tend to use more speech particles to strengthen or weaken an utterance rather than men. They tend to use irony and rhetorical question in criticizing, while male was characterized by the lack of attention to face and the presence of humor (Brown, 1980).

Different approach was done by Maltz and Borker (1982) that they surveyed research on gendered pattern of language, which result women tend to use more minimal responses (e.g *mhm*, *uhuh*, *yeah*) than men. They suggested woman uses those expressions to indicate “I’m listening”,

whereas man uses it to express “I agree”. In the next decade, some scholars did research focused on the relation between gender and discourse. Tannen (1990) hypothesized that gender-related patterns of discourse construct a coherent web motivated by woman and man understanding of social relationship. From this, Tannen found that in conversing to other people women tend to choose linguistic options based on symmetry. In contrast with women, men often did teasing, playfully insulting each other to develop and strengthen ideas.

After all, Keith and Shuttleworth sum up the general differences between male and female language. Woman talk more than man, talks too much. They are more polite, hesitant, and co-operative. Moreover, they also ask more questions, complain and nag but they like to support each other. Contrary, male does more swear, insult each other frequently and give more command. They prefer to talk about sport, women and machines in the same way.

To sum up, male language is identified as more competitive while female language is more cooperative. Male use this language to insist their position, meanwhile female cooperativeness aims to build relationship.

### **2.2.2 Male Language**

The study on male language has reached a milestone in 1997. As mentioned by Tannen and Kendall (2001), this milestone happened since the publication of Johnson and Meinhof’s work about male language edited volume, entitled *Language and Masculinity*. In this text and other studies about man’s discourse, Tannen (1990) identified a pattern that was

found in a wide range of context. It was males, who tend to discursively take up roles of expertise or authority. As reported by Coates (1997) that men are more likely take up the role of expert as they often to take turn giving monologues, meanwhile women avoid this role. This study was based on an extensive corpus of women's and men's friendly talk.

In more general context, Kotthoff (1997) added that "men are more likely to take up expert positions in public sphere". It is proved by the presence of male suspension of turn-taking, assertions of debatable claims in a straightforward manner and lack of subjectivizers, for example the phrase *I think* in television discussion on Austrian TV.

Another finding about male language explained that the tendency male's speech is firm, direct and focused on significant matter. Male also tends to be more active and assertive (Filmer and Haswell, cited from Pearson 1985). Moreover, Kramer as cited from Pearson (1985) demonstrated that males are acknowledged to give more stress in vernacular form with the tendency to confirm domination. For instance, their tendency is in the area of business, politics, baseball, and woman speech.

Based on the features used by male in language are involving some elements. There are shouting, name calling, verbal threats and wagering (Graddol, ). Therefore, male are more dominant and offensive that they interrupt, challenge or dispute for controlling the topics while conversing (Romaine, ).



### 2.2.3 Female Language

As mentioned in the previous sub-chapter, female and male have different features in speaking. Female has some unique features in their language as they commonly use certain to give cavernous impression to the listeners (*cute, fantastic, and sweet*) (Wardough, 2006). One of the famous pioneer works on female language was written by Robin T Lakoff (1975) "*Language and Woman's Place*". In this text, Lakoff observation provided a starting point to explore the complexity of the relationship between gender and discourse (Tannen and Kendall, 2001:549). It clarified that "woman language" has its own linguistic form that weakened or mitigated the force of utterances. Her observation then became the starting point from which to explore the complexity of the relationship between gender and discourse. Hence, O'Barr and Atkins (1980) reported that Lakoff observation on "woman language" was related to the status (social class, occupation, and experience as a witness) rather than the sex of the speaker.

Another findings stated by Coates (1986) that women prefer to talk more about their private lives and speak one topic for longer time when they talk to same sex. Also, they have good turn-taking communication which the speaker might have chance to participate in conversation.

Female, contrary different from male's tendency in speech, that female commonly discuss about social life, books, family, cuisine and social work (Pearson, 1985).

In conclusion, female tends to be more polite rather than man, which supposed them to use standard and polite form while they are talking. However, more explanation about female language characteristic is clearly discussed by Lakoff (1975) theory. In this case, the writer is going to present Lakoff theory on woman speech feature that later on becomes the core theory to analyze the object of this current study.

Another concern to use this kind of theory is because Lakoff theory on speech feature is always applied by some previous studies in the late of this decade. Therefore, Lakoff is explore to differ whether or not male and female always apply or utilize speech features in speaking, especially in delivering speech in public.

### **2.3 Robin T Lakoff Theory on Speech Features**

Robin T Lakoff (1975) is known as the pioneer researcher who worked on language and woman after she published her book "*Language and Woman Place*". She introduced the characteristic of speech feature often used by woman. To make it more precise, Holmes (2001) has provided the exemplification of Lakoff "woman language" characteristics, those are:

- a. Lexical hedges or fillers, (e.g *you know, well, you see*)
- b. Tag question (e.g. *the way prices are rising is horrendous, isn't it?*)
- c. 'Empty' adjective (e.g. *divine*)
- d. Hypercorrect grammar (e.g. consistent in using standard verbs)
- e. Superpolite form (e.g. using euphemism)
- f. Precise colors term (e.g. *magenta*)
- g. Intensifiers (e.g. *just, so*)

- h. Rising intonation on declaratives (e.g. “*What’s for dinner?*” “*Roast beef?*”)
- i. Emphatic stress (e.g. *it was a BRILLIANT performance*)
- j. Avoidance of swear words (e.g. *fudge, my goodness*)

Since this theory is the core of this current study, the researcher then broke down in a detail explanation of each speech features proposed by Lakoff (1975).

### 2.3.1 Lexical Hedges or Fillers

According to Pearson (1985), hedges as speech features emphasized with the purpose to make the word or phrases sound to be more polite. It shows hesitation or uncertainty and indirectness. Moreover, hedging devices explicitly address to lack of confidence which means the speaker is not sure of the sentences uttered about. Using hedges indicates to avoid making over-precise statement.

Coates (1996) in Isni (2014) added, hedging function to show a doubt, indicate the sensitivity of other’s feel, search proper word and thus to avoid behaving like a professional. Examples of word and phrases included in hedges are “*may be*”, “*I guess*”, “*I think*”, “*I suppose*”, “*I am afraid*”, “*you know*”, “*let see*” and etc. here are some example in sentence:

- a. I am afraid I could not come to your party.
- b. I think I have to go.

Sentence *a* shows that the speaker explain her/ his uncertainty whether coming to the party is possible or not. It makes sense that the speaker tries to show her/his uncertainty in polite manner. Meanwhile, *b* exhibits an

indirectness permission to leave the forum. Again, hedges here functions to give more polite way to end the conversation, to keep their conversation smooth until the end of conversing.

### 2.3.2 Tag Question

Tag question is one of sentence pattern function as polite and implicit expression (Chasanah, 2015). It is a kind of polite statement that does not force the agreement on the addressee. It occurs when a declarative statement is followed with question connecting to the similar statement. Another function of tag question as stated by Pearson (1985) is to request information, acquire answer, begin a conversation and facilitate someone to accept a belief. Somehow, Lakoff affirm that tags reflect uncertainty related to unknown thing that later on create and encourage the speaker to ask, or in other word it expresses the speaker's opinion. For example:

- a. Jane is a diligent girl, *isn't she?*
- b. John can speak fluently, *can't he?*

The two sentences present how speakers express their opinion about Jane and John that does not force the listener to agree with, but it is meant to make the listener get involved in the conversation by asking them.

### 2.3.3 'Empty' Adjective

Empty adjective or another term that Lakoff mention is trivializing adjective is associated as an empty talk since women emphasized it by trivial and unnecessary element (Pearson, 1985). However, Lakoff argued that it indicates speaker's approbation and admiring something. Actually there are neutral adjective could be used for both male and female in verbal

communication. Somehow, there is only an adjective which female use it for the certain purpose that has been pointed out before. For example, neutral word (e.g *great*, *terrific*) which means *adorable* and *charming* or *divine*. Woman may use both *great* and *adorable*, whereas man only suggested to use neutral word as men have to remain their reputation. Meanwhile, women tend to use this empty adjective to show their uniqueness in language.

#### **2.3.4 Hypercorrect Grammar**

Lakoff has already stated that women tend to use standard grammar form than men. This hypercorrect grammar uttered by women to indicate a polite behavior in front of their listener to keep their reputation. Furthermore, Pearson (1985) added that women pronounce words correctly and use complete “ing” ending of word. Whereas men mispronounce words a lot and drop the final “g” of word rather than “ing”. According to Trudgill (1972) in Chasanah (2015) stated the reason that women tend to use hypercorrect grammar is concerned in their social status linguistically since they are rated primarily through speech.

#### **2.3.5 Superpolite Form**

Since the social construction existed in society life, people stereotypes women and men that women are expected to behave well and communicate politely, superpolite form is used here. Superpolite forms indicate with indirect request or euphemism. Pearson argued that compound request has tendency to sound more polite, tentative and less demanding. In this case, women are likely to use mitigated request while talking (Lakoff, 1975). For example, women said “would you please close the door?” while men are

more likely to say “close the door”. Women show more polite manner in asking for someone to close door indirectly.

### **2.3.6 Precise Colors Term**

According to Lakoff, woman language appears in all levels of grammar in English, which woman are consent to use more vocabularies in naming colors. For example, “*puce*”, “*chartreuse*”, “*magenta*”, “*ecru*”, “*teal*”, “*azure*” and so on.

### **2.3.7 Intensifier**

Intensifier, such as *so*, *just*, *too*, *very*, *such*, *awfully* and *quite* are often uttered by woman to strengthen their expression compare to man (Pearson, 1985, Chasanah, 2015). Women emphasize to use intensifier often because they want to show a strong feeling about something talking about to the hearer (Lakoff, 1975). Further, she added, intensifier usage as boosting devices reflects the speaker’s addressee may stay unconvinced, therefore extra reassurance is needed.

### **2.3.8 Rising Intonation**

Rising intonation is one of the various pattern of using intonation in male and female, which surprising and politeness are applied more on women (Wardough, 1998). Certainly, in verbal communication, falling tone expresses an affirmation whereas rising intonation shows the suspicion or expectation. Lakoff, then; argues that woman uses rising intonation on declarative statement in answering question, and to show uncertainty. Chasanah (2015) add, women tend to use rising intonation to answer interrogative sentence that indicate women express their politeness, vacillation, softness, and no

confidence. As the example, “What’s for dinner?” “Roast beef?” and “oh... about 5 kilometers?”.

### **2.3.9 Emphatic Stress**

Holmes (2001) categorized emphatic stress into boosting devices with the intention to strengthen an assertion. In this case, women tend to use this kind of features rather than men. For example, “it was a BRILLIANT performance”. Brilliant as the emphatic stress is considered as the uniqueness of women language which from this word, women is actually trying to build a good relationship through language use in conversation or delivering speech.

### **2.3.10 Avoidance of Swear Word**

Avoiding swear words in speaking or conversing are more likely done by women rather than men. It happens because women are associated with promiscuous women and ‘loose’ morals. Meanwhile, men emphasize using this swear word or vernacular form because they carry macho connotation of masculinity and toughness. This feature is also influenced by society construction on gender differences, between men and women, between being polite or behave well, that women have to be in the last categories mentioned. Therefore, it makes sense if women used swear word in a conversing; they would show an impolite behavior.

## **2.4 Research Object Elucidation**

This part is written under the purpose of giving deeper explanation and information about the object of the study. It aimed for the researcher herself and reader knowledge about the object being discussed therefore easy understanding would be able to be comprehended.

### 2.4.1 Super Tuesday 2016

In this discussion, the researcher meant to write the definition about Super Tuesday 2016 in order to give reader comprehensive understanding about the current object. Super Tuesday, in 2016 is scheduled for March, is the day when states (one territory) hold their nominating contest every election. Actually, it is the unofficial term or name for a Tuesday during the presidential primary election when the largest states hold nominating contest. The states here are Alabama, Arkansas, Georgia, Massachusetts, Oklahoma, Tennessee, Texas, Vermont and Virginia. Those countries held contest for both Republican and Democrat, while Republican in Alaska held caucuses, Democrat was in Colorado and American Samoa. This event is meant to collect the polls from American folks in order to give their votes in presidential election. All voting occurs throughout the day, however polls will close at different times. For instance, in Alabama, Georgia, Vermont and Virginia close the poll at 7 p.m. Massachusetts, Tennessee and Oklahoma close their poll at 8 p.m. Meanwhile, most Texas polls close at 8 p.m. but a few of the state's western region close an hour later.

Historically, Super Tuesday existed based on the original concept in 1988 for two significant reasons: the consolidation of voters and organization of campaigns. Specifically, Southern Democrat wanted to highlight the electoral significance of their region by grouping states on a single day of voting. However, the arrangement has helped the party primaries less parochial by forcing the candidates to do campaigns in nationwide way.



Further information about Super Tuesday, it actually has a nickname that is “SEC primary”. It is an ode to the Southeastern Conference, an athletic conference which includes universities of Southern states holding their contest on Tuesday. Besides, in Super Tuesday, there are 661 Republican delegates were allocated and 865 delegates for Democrat. Those delegates distributed under the party rules, which Super Tuesday states will divide up their delegates in some way. Some states close to directly proportional to voter result, in contrary, other states have a “winner-take-most” allocation structure or minimum vote threshold for scoring the delegates. Significantly, what makes this Super Tuesday is more special and different from other primary days is that its event activity. Only in this Super Tuesday event, many delegates are grouped at once and single candidate has much of a chance to declare a sense of certainty about his or her position.

Focusing on the best nominee in Super Tuesday 2016, Donald Trump and Hillary Clinton have been chosen, that both of them have declared their winning through their speech. To make it clearer, the next discussion will be about the bibliography of Trump and Clinton and so do their speech context explanation. It is written for the sake of reader understanding, to make this research be more acceptable and reasonable to read.

#### **2.4.2 Hillary Clinton Bibliography and Her Victorious Speech**

Hillary Diane Rodham Clinton or well-known as Hillary Clinton was born on October 26<sup>th</sup>, 1947 in Chicago, Illinois. She earned her law degree from Yale University and married her fellow law school graduate, Bill

Clinton, in 1975. Hillary Clinton is one of the important people in United State of America since she served as first lady from 1993 to 2001. Then, she was also chosen as a U.S senator from 2001 to 2009. When Clinton was becoming senator, in early 2007, she announced her plans to be the first female president of U.S. During the Democratic primaries in 2008, Senator Clinton conceded the nomination when Barack Obama held a majority of the delegate vote and became the best nominee. However, after Obama won the U.S presidential election, he appointed Hillary Clinton as the secretary of state. Clinton was confirmed as a part of Obama cabinet in January 2009 and served up to 2013.

In the spring of 2015, she officially announced her plans to run for U.S presidency. On April 12<sup>th</sup>, Clinton's campaign chair person John D. Podesta announced that the former secretary of U.S was entering the race to secure Democratic presidential nomination for the 2016 president election, through via email. Likewise, in March 2016, Super Tuesday has announced that Clinton won to be the best nominee after carrying Senator Sanders.

Since Clinton won as the best nominee, she celebrated this winning through her victorious speech. In this sense, Clinton delivered the speech to her supporter in Florida. She exactly talked about how to break down the barriers to rise America together, especially the Democrat supporter who already had voted her. The point of breaking down the barriers here, was that from many aspect that the American should realize and do it together. She encouraged all the Americans to give more attention on how they invest their workers by not cheating the employees, exploit consumers, polluting

environment or ripping off the taxpayers. She also talked about the problem being faced by American nowadays which the contribution of every individual is required. Ever since, she talked about human rights, which included woman's right, lesbian, gay, bisexual and transgender (LBGT) right, and everyone's right toward their glorious country. In more serious problem, Clinton delivered her plans about work since the economy case arisen. Overall, she talked how to break the barriers down that already hallowed America during this time.

#### **2.4.3 Donald Trump Bibliography and His Victorious Speech**

Donald John Trump, a real estate developer, who was born June 14<sup>th</sup>, 1946 in Queens, New York, is renowned as business leader and reality television star who involved in profitable building project in Manhattan especially in 1971. As a builder and real estate developer, he specialized this profession in constructing and operating middle-income apartments in Queens, State island and Brooklyn. In his education background, Trump entered Fordham University and two years later transferred to the Wharton School of Finance at the University of Pennsylvania, from which he graduated in 1968 with a degree in economics.

Further about his career, Trump's decision to make a career in real estate development seems to have been influenced by his father strongly. His father was also a great business man who successfully fabricated his own economy hitch. In 1980, Trump opened the Grand Hyatt. Due to this opening, Trump was becoming the city's best known and most controversial developer. Moreover, he started his career in another area which he got the

advantage of his high-profile persona. It was him who was starring in the NBC reality series “The Apprentice” which became a hit quickly in 2004.

On June 16<sup>th</sup>, 2015, Donald Trump announced his run for president on the Republican ticket for the 2016 election, after the first Republican debate became the party’s front-runner. However, after he announced his candidacy, Trump became a controversial candidate since he made much conspicuousness during his campaigns. One of the examples was that Trump who set off another media maelstrom with comment he made at the Christian-oriented Family Leadership Summit in Iowa. He was calling out Senator and one-time Republican presidential nominee John McCain’s reputation as a military hero. As he stated “He’s not a war hero. He’s a war hero because he was captured. I like people who weren’t captured”. His statement was referring to McCain who have been detained during the Vietnam War. Due to his act, military veteran groups and advocates have denounced Trump’s statement.

Nevertheless, he was still becoming the best nominee in Republican Party that later he delivered his victorious speech in Florida to his supporter, attended also by some press and media. As Clinton delivered his speech by stating some problems and plans of American future, Trump did so. He was mainly talking about the economic case as he is a businessman. He told the folk (listeners/ audiences) about the economy problem faced by America nowadays. His statement strongly emphasized on how the people make America great again with his plans. Lowering taxes, creating new jobs were two of his main plan to make America great again. He was also talking

about his long way to run for presidential election since his profession was dominantly being a businessman rather than a politician.

Due to their victorious speeches, which talk about American future for their political speech, the writer really interested in analyzing how both speakers delivered their speech focusing on the speech feature they used. As they both have different sex and in the same time having different gender which was constructed by the American itself. Therefore, because the core center point of their speeches was that how to make America better and greater, but in different language style they used, is interesting to be analyzed. Besides, these two speeches' novelty also made the writer to do research as it is a reasonable motive to write.

## **CHAPTER III**

### **FINDINGS AND DISCUSSION**

In this chapter, the researcher presents the data contained women's speech features based on Lakoff's theory. It consists of two parts, findings and discussions in detail explanation.

#### **3.1 Findings**

In this current part, the researcher provided findings of the data analysis based on the certain object, Donald Trump's and Hillary Clinton's speech transcripts. These findings were aimed to make the researcher and reader easier in knowing the definite speech features used by both male and female speakers represented by the object. Since this study was including to a qualitative study, the researcher got involve to interpret the meaning and the purpose of speech features usage from her own understanding, beside the fundamental theory proposed by Lakoff was also definitely applied.

These findings were then presented based on the kinds of speech features as the sub-chapter, followed by the comparison and result between two speech-transcripts from both male and female speakers consisted of speech features. The researcher decided to classify the data directly to ease the analysis and make it more understandable in loaded and simple method. Certainly, the researcher has found about 62 data from Trump speech transcripts (question and answer session were not included), meanwhile 51 data from Clinton's. Researcher, in this study, only presented some of the data which is considered as the representative of the whole data.

These are the findings from Trump's and Clinton's speech features in their speech delivery;

### 3.1.1 Lexical Hedges or Fillers

First of all, the researcher wrote some utterances from Trump which consists of lexical hedges or fillers. As stated in the previous chapter that Lakoff decided hedging as one of characteristic of women's speech features. Holmes also said that women used up to three times as many hedges used as men. However, this current study tried to find and prove Lakoff theory. Here are Trump's utterances consist of hedges;

#### Datum 1

- a. *I know* how hard he worked actually
- b. *I know* it was a very tough night for Marco Rubio.
- c. *I know* that a lot of groups, a lot of the special interests and a lot of the lobbyists.

In sentence *a*, *b* and *c*, Trump used hedge through the phrase 'I know' to show his uncertainty in uttering the sentences. As Lakoff stated that while speaker is using hedges; uncertainty and lack of confidence are exposed. Trump as in *a* stated his uncertainty, whether or not he knew the hard work done by his competitor in Republican party, Ted Cruz. He showed his lack of confidence saying Ted has done his hard work since he did not get involve intensively much in Ted political business. Besides, he used it to express his politeness in respecting Ted's effort for his election.

Furthermore, in *b* and *c*, Trump stated 'I know' to show his uncertain opinion about tough night in Marco Rubio since he did not explain about the tough night in detail condition. Since there is no any clear definition and description about tough night, Trump attempt to use hedges to stand

his own opinion that audience may be believe in his statement or not. In the same case, in sentence *c*, Trump did not mention the specific number of groups, interests and lobbyists in his speech therefore he uttered ‘I know’ that exhibit his uncertainty of his own opinion.

**Datum 2**

- a.* And, ***you know***, I watched Hillary’s speech and she’s talking about wages have been poor ....
- b.* And ***you know***, I have thousands of employees all over the country

Another hedges used by Trump was the phrase ‘you know’. It again showed his uncertainty in uttering sentence as in *a* and *b* as well as he attempt to solve the trouble. As Fishman (cited from Cameron, 1990) stated that speaker use ‘you know’ to make sure whether the audience is listening or not. ‘You know’ is considered to be seemingly an explicit respond when it occurs directly before or after pauses in speech. Trump used this hedge to make the audiences get into his speech delivery since they are listening and responding Trump speech, that implicitly he was lack in confident until he uttered this ‘you know’.

As shown in datum 2, part *a*, Trump used ‘you know’ as the pause before he stated that he had already watched Hillary’s speech. Besides, he also wanted to inform the audiences that the statement after he stated ‘you know’ was important information since it was about Hillary speech, making sure the audience was listening. In the same utterance of ‘you know’, part *b* showed how Trump was in lack of confident to mention that he has a thousand employees all over the country, which after this sentence he repeated the sentence of having thousand employees about three times.



Therefore, the hedge ‘you know’ here in two sentences showed his lack of confident.

### **Datum 3**

- a. ***I mean***, our nation is in serious trouble...
- b. And frankly, ***I think*** that’s fine. As far as I’m concerned, it’s fine.
- c. And ***I think***, honestly, we’ve done something that almost nobody thought could be done and I’m very proud of it.

Furthermore, Trump also uttered hedges through the phrase ‘I mean’ and ‘I think’ in his speech. He uttered as in datum 3 (*a*, *b* and *c*) to show his self-confidence was in lack condition since he was not sure of his own utterances. Part *a* exhibited that Trump did not really concern about the serious trouble of America therefore he was uttering ‘I mean’ to represent his impreciseness opinion. Then, these hedges exhibited his hesitation about his own utterances as presented in *b* and *c*. In *b*, Trump did not directly utter his opinion about ‘fine’ since the following sentence was ‘as far as I’m concerned’ which means that he was not sure of his statement therefore avoid making over-precise statement. In part *c*, Trump hesitating about his opinion by uttering ‘I think’ which meant his opinion was not the only one truthful about what he and his people have done so far for his country. As he only mentioned ‘done something’, but did not point out the definite things which have been done.

After analyzing Trump speech, next data presentation would be Clinton speech features, in which until the last categories of speech features, Trump data would be display at the first time followed by Clinton’s speech analysis. Here are Clinton’s hedges in her speech delivery;

#### Datum 4

- a. *You know* all across our country today they, Democrats, voted to break down barriers so we can all rise together.
- b. *You know* whether we like it or not, we're all in this together, my friends, and we all have to do our part
- c. *You know* yesterday I was at the Old South Meeting House in Boston

....

It is known that women tend to use hedges or fillers in their speech, so did the best nominee of Democrat party of United State of America, Clinton. She used hedges during her speech delivery in Super Tuesday 2016. As presented in datum 4 (*a*, *b* and *c*), Clinton used hedges 'you know' to invite her audience get involve in her speech since she used this phrase before she start her sentence to utter. It makes sense that Clinton tried to make sure the audiences whether they understand or just listen to what was being said by Clinton. Then, Clinton seemed to use this kind of hedge phrase as the way to inform audiences about the topic she was going to talk. Moreover, when people interactively consider 'you know' hedge, means that they are concentrated in long turns at talk. In this case, speaker is unsuccessfully attempting to carry on a conversation (Fishman, cited from Cameron, 1990). Contrary, Clinton's purpose was not to make any audiences involvement in her speech, instead she attempt her listener to listen on her speech clearly.

Since, she was not confident of her own statement as in *b*, hedge 'you know' was an appropriate utterance to be stated. She did not really convince about her invitation to all people gathering in doing their own role in case they should break the barriers she mentioned almost in all parts of her speech.

**Datum 5**

- a. *I know* you've worked your hearts out.
- b. *I know* too many Americans have lost faith in our future.

Clinton used another hedges phrases such in datum 5, *a* and *b*, that clearly showed her uncertainty of her statement. In *a*, Clinton stated 'I know' since she did not precisely know the work effort of how 'you' which mean her audiences in the certain time they support Clinton. Besides, this hedge was used by Clinton to give her appreciation to the audiences since they were her supporters. In other word, it was used to show her politeness in giving the sincere thank to her audiences on their support. However, in *b* utterance, Clinton was not really sure of how many Americans have lost their faith for America future, since she did not mention the exact amount of the Americans who lost their faiths.

**Datum 6**

- a. And *we know* we've got work to do
- b. *We know* there are many other Flints out there

The other hedge used by Clinton was 'we know' which carries meaning as same as another hedges, uncertainty and lack of confident. As shown in datum 6, sentence *a* and *b* presented how Clinton did not really convince about her statement since she use the pronoun 'we'. This pronoun created a supposition that Clinton tried to make the same opinion with her audiences since she was not confident about her own statement. As in *b*, she invited the audience to have the same opinion with her own about Flints condition, so that the Flints she means did not only take the precise judgment from Clinton because she showed her politeness in uttering words including giving the opinion.

### 3.1.2 Tag Question

In tag question, the researcher did not find any of utterances consist tag question in Trump speech script, since he mostly talked in very simple way and emphasizing his statement by repeating the sentences. However, in Clinton's, researcher found one datum about the use of tag question.

Here is;

#### **Datum 7**

*By now we all know what happened in Flint, Michigan, don't we?*

Tag question is a kind of syntactical devise which express uncertainty (Lakoff, 1973). Since, women speech is considered as a peculiar, tag question is becoming the one rule that women will use in more conversational situation. Tag question is different from a yes-no question that needs an answer from her addressee that was her audiences.

Therefore, Clinton used this tag question to make a polite question to her audiences that she has made her speech smoothen since the audiences engage in the speech being delivered. She tried to create a communicative speech with her audience by inviting them thinking together about the condition and in Michigan in the same time through tag question.

### 3.1.3 'Empty' Adjective

Empty adjective in this context is divided into neutral word and the words commonly used by women. In Trump speech, the researcher found some neutral adjective word such 'great' during Trump speech delivery, as follows;

#### **Datum 8**

- a. It's really been *great*
- b. We're going to make America *great* again, folks. We're going to make it *great* again.

- c. Make America **great** again is going to be much better than making America whole again.
- d. It's so **great** to be in Florida. It's so **great** to be at Mar-A-Lago with friends and the press and the media and everybody.
- e. The Virginia one was just a **great** win because it's a place...
- f. Recent articles came out talking about how **great** a company we built,...
- g. I have **great** respect for China, but their leaders are too smart for our leaders...
- h. We have **great, great** power.

Empty adjective is commonly used by women rather than men. The various empty adjective uttered by women showed that women have more vocabularies stock compare to men. Therefore, in Trump speech as displayed in datum 8 (a up to h), the only empty adjective he used was 'great'. Since great is considered as the neutral word to say very good meaning, Trump preferred to use this word rather than adorable and another vocabularies commonly used by women. In fact, when men used the empty adjective just like what women do, Lakoff stated that, it will only damage his reputation. Thus, all the entire speech text analyzed by researcher, Trump did not mention any other kind of empty adjective.

Meanwhile, Clinton also uttered some empty adjectives in both neutral words and words commonly used by women without any risks. It is because when women's words (see chapter II) is uttered, she may be suggesting different thing about her personality. It is also to emphasize her view of the subject matter by choosing the neutral words and women words. The following data showed that how Clinton used the empty adjective on her speech delivery;

### Datum 9

- a. I am so *delighted* to be here with you in Florida.
- b. I'm *grateful* to all of you who voted for me, to the volunteers and organizers
- c. But, that work, that work is not to make America *great* again. America never stopped being *great*.
- d. "I believe what we need in America today is more *love* and kindness."
- e. Every child in America should have a *great* school and a *great* teacher no matter what zip code they live in.

In datum 9, it is clearly represented how Clinton used the empty adjective more various compare to Trump's. As the proof, sentence *a*, *b* and *d* show that the word 'delighted' carried meaning happy which neutrally used by either male or female speaker. Further, sentence *b* consisted the adjective 'grateful' are commonly used by female, since the literal meaning is expressing thank, which male are only use 'I thank you' to express it. In sentence *d*, again Clinton used the word 'love' as the adjective to express her affection, whereas grammatically 'love' is a kind of verb, instead. However, the grammatical change has shown that women are more likely using various words rather than men. According to Lakoff (1975), empty adjective is used to convey feeling or emotional reaction that indicated the speaker expressed a complex feeling. To show this kind of emotional and complex feeling, some various adjective words were uttered by Clinton, such expressing her happiness as she has won the best nominee and together in Florida with her supporter to celebrate it together with them (datum 9; *a*).

#### 3.1.4 Hypercorrect Grammar

The next speech features found by researcher in both Trump and Clinton speech transcripts was the use of hypercorrect grammar. In this

case, researcher focused on how the speaker used parallel sentences, determiners and quantifier, since most of both speakers' utterances related to grammatical structure was about those main points. These below data were found in Trump speech script;

**Datum 10**

- a. He spent *a lot of* money
- b. I know that *a lot of* groups, *a lot of* the special interests and *a lot of* the lobbyists
- c. But we're going to spend *a lot of* time in Florida.
- d. You have *a lot of* cameras here tonight
- e. I'll tell you what, it takes *a lot of* courage to run for president
- f. I've done *a lot of* things but this is *something* I've never done
- g. so *many of* whom are here tonight, really urging us on
- h. *all over* the world but for purposes of tonight, we'll just say *all over* the country

Datum 10 has presented how Trump used some quantifier during his speech, but rarely uttered the parallel sentences. He also always repeated some sentence that he already mentioned before. It aimed to make a stress and emphasize his statement to the audiences. Besides, in Trump's speech script and video, the current researcher did not find any utterance of 'ain't' which Lakoff categorize it as hypercorrect grammar since there is no vulgar or coarse words. So Trump also used kind of a hypercorrect grammar, in this case the use of standard verb and quantifier constantly has showed his politeness to his supporter (audience) in order to keep his reputation.

However, women have more polite behavior seen from the hypercorrect grammar used in speech represented by Clinton. She did not only keep uttering her sentences by including quantifier, but also parallel sentence were firmly uttered by her. As shown in datum 11 below;

### Datum 11

- a. I congratulate Senator Sanders on his strong ***showing and campaigning***
- b. ***We're going to*** work for every vote ***and we will*** need all of you to keep volunteering, contributing
- c. Instead of building walls we're going to ***break down*** barriers ***and build*** ladders of opportunity and empowerment
- d. many of those with ***the most wealth and the most power*** in this country today seem to have forgotten that basic truth about America
- e. ***if you cheat your employees***, exploit consumers, pollute our environment or rip off the taxpayers, ***we're going to hold you accountable.***
- f. But, ***if you do the right thing, if you invest in your workers***, and in America's future then ***we'll stand with you***
- g. Jobs that provide ***dignity and a bright future***
- h. Every child in America should have ***a great school and a great teacher*** no matter what zip code they live in
- i. Like many of you I find ***strength and purpose*** in the values I learned from my family and my faith.
- j. It comes from a young janitor in Arkansas who ***stopped buying junk food and putting off getting a haircut*** so he could contribute to it.

The use of these parallel sentences in Clinton speech exhibited how she really concerned with her sentences she uttered. It makes sense that she kept her behavior in talking to the audiences and that she really kept her reputation too. Moreover, her polite way of delivering speech in front of the audiences was also factored by the subordinate position of women (English and America) who are concerned in their social status linguistically through women speech.

Furthermore, as in sentence *e* and *f*, Clinton has successfully uttered all *if clauses* very clearly. Compare to Trump speech, Clinton's utterances were very systematically structured. It proves that women have more concern on how they behave through their speaking style. Clinton was not only concerning about the use of parallel sentences or *if clause*, but also she apprehended the use of quantifier. Datum 12 presented how Clinton



was clearly uttered and constantly used the English grammatical in case of quantifier.

### **Datum 12**

- a. I'm grateful to ***all of*** you who voted for me,
- b. ***many of*** a lifetime who traveled to all the states to tell people about the candidate they knew.
- c. we will need ***all of*** you to keep volunteering, contributing, doing everything you can – talking to your friends and neighbors. Because this country belongs to ***all of*** us, not just those at the top.

Those utterances occurred during her speech to the audiences. Datum 12 (*a*, *b*, and *c*) showed Clinton's utterances which consisted of quantifier and determiners, that she meant to use it as her way standing on her consistence, or in other word showing her assertiveness. The three data above are just the representative of another quantifier and determiner data that actually Clinton always concerned intensively; as Lakoff also stated that woman tend to use hypercorrect grammar rather than men. Therefore, Lakoff statement here is approved.

### **3.1.5 Superpolite Form**

The next speech feature proposed by Lakoff is the use of superpolite form which actually not only women speaker who affect using this form. Man speaker also uttered the superpolite form to respect his audiences, as Trump practiced it in his speech, here are the data;

### **Datum 13**

- a. Chris, ***thank you very much. I appreciate it.***
- b. ***I want to congratulation*** Ted on the winning of Texas.
- c. So ***it's just an amazing honor*** to have you with me tonight
- d. I would like to — look, ***I just want to end by thanking everybody...***
- e. ***Thank you very much*** everybody. ***Thank you. Thank you very much. Thank you.***

In datum 13 part *a* showed that Trump utter the phrase ‘thank you’ and ‘appreciate’ to express his gratitude feeling and to convey any respect to the master of ceremony Chris, since Trump was given any chance speaking in front of his supporter. In the same concern, part *d* exhibited how Trump used superpolite by expressing his thankful or grateful to everybody who was coming to see Trump Super Tuesday winning speech. They were the press, the media, the people in Mar-A-Lago and his friends.

Meanwhile, in part *b* the sentence ‘I want to congratulation’ carried an honor and respect meaning. In which, Trump uttered this to show how he appreciate Ted’s work on his winning in certain place. This form gave a sense that Trump was not only the one who must be appreciated on his major winning in Republican Party, but the other should be too.

Furthermore, he used the form as shown in part *c* to show how deep his happiness or again his grateful to speak in front of his follower, supporter or the press. It makes sense then to say that Trump really confess and recognized his audience by uttering how honored he is, to be with all people in that certain time. Nevertheless, Lakoff stated that women tend to use more superpolite form since the stereotypes about women are expected to behave well and communicate politely. In fact, Trump also applied this superpolite form in his speech delivery.

As stated before that woman tends to use superpolite form, Clinton has proved this in his way of speaking, as shown in datum 14 below;

### **Datum 14**

- a. Thank you* all so much
- b. I congratulate Senator Sanders* on his strong showing and campaigning
- c. We saved the auto industry thanks to President Obama*
- d. Thank you* all so very much. *Thank you.*

Datum 14 displayed Clinton's utterances of how she used superpolite during her speech delivery. As in *a*, Clinton expressed her gratefulness to her audiences who already come to her winning celebration in Florida, and to all people who already organized the agenda. Meanwhile, in sentence *b*, Clinton positively appreciated her competitor of Democrat Party, Senator Sanders for his campaigns during the convention election.

In part *c*, Clinton said 'thanks' for Mr. President Barack Obama to express her respect on his hard work to save the auto industry. Her utterance exhibited that she wanted to tell the audience about how Obama has done his work on industry, besides it attempted to any appreciation for Obama presidential duty in economy predicament. It was also factored her position as the secretary of USA in time of President Obama presidential was going. Superpolite form of saying 'thank you' to the audiences was also uttered in the end of her speech. In part *d*, Clinton expressed her thankful to all of the people who had listened to her speech.

#### **3.1.6 Precise Colors Term**

In delivering political speech, it is seldom to find the use of precise colors term since the topic of political speech is rarely discussing about color. People are more likely talking about colors in a conversation event, whereas, the current research object was a speech transcript and it was a campaign speech which mostly related to the case of politic, economic or

education. Thus, the researcher did not find any use of precise colors term in both speech transcripts.

### 3.1.7 Intensifiers

Further findings on speech features used by two speakers were the use of intensifiers, which both of them often mentioned intensifiers words during the speech delivery. First of all is Trump's, he used the word *so* in his speech many times, as display in datum 15 below;

#### Datum 15

- a. she's been there for *so* long
- b. It's *so* great to be in Florida. It's *so* great to be at Mar-A-Lago with friends and the press and the media and everybody.
- c. Doral and Mar-A-Lago and *so* many other places
- d. It's been amazing to have *so* many wonderful employees, *so* many of whom are here tonight
- e. And it's been just *so* beautiful to watch this company grow and to watch it grow *so* strongly.

Datum 15 has showed clearly that Trump has repeated the word 'so' for many time in his speech. Those sentences consisted the word 'so' declared that Trump wanted to emphasize his utterances. As Lakoof stated that the word 'so' as boosting devise reflected the speaker that the listener or addressee may remain unconvinced and thus supply extra reassurance. As in *a*, the word 'so' followed by word 'long' explained that Clinton has passed the time over the limit to make America great. He emphasized how long period that Clinton has passed to make America greater.

Besides emphasizing the utterances, Trump used this word 'so' to show his very strong feeling about something. Such as in part *b* and *e*. Part *b*, 'so great' showed how great his feeling was standing in Mar-A-Lago with all his followers. Still in the same discussion, part *e* exhibited his happy or grateful feeling about the growing of his success company through his

saying ‘so beautiful’ and ‘so strongly’. Meanwhile, part *c* and *d* explained that Trump used word ‘so’ to insist on the amount number of places that he could not mention and his employees who attended in time of his winning celebrating.

Somehow, the use of word ‘so’ was also use by Trump to sum up his previous utterances, such as in datum 16;

**Datum 16**

- a.* and **so** I congratulate Ted Cruz on that win.
- b.* **So** I just want to say that this was an exciting evening.
- c.* **So** we’re going to lower taxes.
- d.* **So** we’re going to work very, very, very hard

Part *a* was his utterance’s conclusion about his knowing that Ted Cruz has done his hard work therefore he congratulated Ted immediately. The next datum (*b* up to *d*) has the same function as stated in *a*, that the word ‘so’ is to conclude his utterances therefore his addressee would understand his main purpose or aim saying the previous sentences. Part *b* demonstrated how Trump concluded that evening when he delivered his victorious speech was exciting. Clearly, such in *c* he stated to lower the taxes indeed, as his final action to the case of middle class taxes problem. Whereas, in *d*, he summarized his statement about American tremendous power making America great by working very hard as the current politician did not do so.

Another boosting devices used by Trump in emphasizing his utterances was represented through the word ‘too’, ‘really’, ‘very’ and ‘just’. The current researcher found those words uttered rarely compared to word ‘so’ by Trump and therefore those words are classified and included in one datum.

**Datum 17**

- a. Thank you *very* much.
- b. I know it was a *very* tough night for Marco Rubio.
- c. The Virginia one was *just* a great win because it's a place that is *just* spectacular and a place that we have big investments in, as we have in Florida.
- d. So it's *just* an amazing honor to have you with me tonight.
- e. It's *really* been — it's *really* been great.
- f. It *really* helped and *really* probably was the predominant factor in making our country into a country that we all love so much...
- g. I have great respect for China, but their leaders are *too* smart for our leaders.
- h. Our leaders don't have a clue and the trade deficits at \$400 billion and \$500 are *too* much.

The writer has certainly divided these boosting devices which are including to intensifiers particularly into a detail analyzing based on the word used for intensifying. First, the word 'very' in sentence *a* and *b* brought the meaning of stressing the utterances in order to express a deep feeling of thankful to the master of ceremony and his audiences as he was given a chance to speech (datum 17; *a*). Further, Trump also emphasized his emotion of appreciating Ted's effort through the word 'very tough'.

Part *c* and *d*, the use of word 'just' here means that intensify his statement about that Virginia was the only one great country with great wins, and spectacular since there are much investment in that country. The word 'just' addressed to the meaning of 'only', no other country which was spectacular and great as Virginia as Trump stated by using the 'just'. He also stated as in part *d*, 'just' attended to the meaning of his pleasure feeling to be honored. In this statement, it is true to say that Trump tried to persuade the audience's attention since he strengthen his honored expression by only addressing his attendance with his audience in that Super Tuesday night celebration winning.

Meanwhile, using word ‘really’ seems to be a way of backing out of committing oneself strongly to an opinion. Somehow, in part *e* and *f*, Trump uttered ‘really’ to persuade the audience to take his statement seriously. For the specific instance, datum 17 part *f* truly explained that Trump talked about his plan in lowering the taxes substantially for the middle class which became a crucial problem American confronted. Thus he emphasized this statement by saying ‘really’ to make the audience pay more attention or take his statement personally and seriously. The last intensifier used by Trump was the word of ‘too’. He mentioned this word about twice. However, ‘too’ carries a negative meaning. ‘too smart’ in datum 17 part *g* showed that American leaders could not confront the problem of trade deficit which China’s leaders have destroyed and chilled out them.

Overall intensifiers used by Trump essentially brought the meaning of emphasizing the utterances so that the addressee in this case was the audience of Trump, would be persuaded and therefore gave more attention seriously on his statements.

#### **Datum 18**

- a. Thank you all *so* much.
- b. I am *so* delighted.
- c. Let me leave you with a story that has inspired *so* many of us.

After analyzing Trump speech, the researcher then analyzed Clinton speech which also content intensifiers. Datum 18 has presented Clinton utterances which the certain intensifiers ‘so’ were immediately found. Lakoff has stated before that women tend to use intensifier because they want to show their strong feeling about something, therefore the hearers will give more attention on the conversation going on.

In part *a*, Clinton emphasized her thankfulness to the audience since she uttered the word ‘so’ followed by ‘much’ that make her utterance became more essential. Further, in *b*, Clinton her emotion that she was very happy to be in Florida celebrating her win on Super Tuesday 2016 from Democrat Party. She stated that utterance by strengthening the word ‘delighted’ which was started with an intensifier ‘so’ before. Meanwhile, she also used ‘so’ that was followed by ‘many of us’ to state a large number she could not mention the definite one about the ‘us’, the people who will have been inspired by Clinton story. It was to persuade her audiences in getting involved to make America greater and breaking down all the barriers as she mentioned in the previous utterances.

However, Clinton also used intensifier ‘so’ to conclude or summarize her previous statement. It is shown in datum 19;

**Datum 19**

- a.* ... Democrat, voted to break down barriers *so* we can all rise together.
- b.* ...build ladders of opportunity and empowerment *so* every American can live up to his or her potential, ...
- c.* I’m just interested in making things right. *So* let there be no doubt, if you cheat your employees, ...

Part *a*, Clinton made a termination that if the people who voted Democrat led by her wanted to break down the barriers, then the people should rise together to reach it. As well as in *a*, part *b* pointed out that Clinton wanted to state each American can live up to their potential as long as America could open opportunities and empowerment. Furthermore, Clinton summed up her statement that should believe in her as she stated she was going to solve the things (America’s problem) right (datum 19; *c*).



**Datum 20**

- a.* Because this country belongs to all of us, not **just** those at the top.
- b.* Not **just** the people who look one way, worship one way, or even think one way.
- c.* And we can break down the barriers for families who've seen **too** many black children harassed, ...
- d.* Thank you all so **very** much. Thank you.
- e.* ...but it has to be more **quite** so hard.

Another intensifiers used by Clinton was through the words 'just', 'quite', 'too' and 'very'. Those words were used to address the hearers with reference to emphasizing the statement. In *a* and *b*, she meant to emphasize the country belongs to everyone since breaking down the barriers was not only involving the people at the top (the one who has a high position in the country government). Additionally, the following supporter sentence also has the same meaning.

It is true that the word 'too' gives a negative meaning. Nevertheless, Clinton uttered this word that indicated she wanted to withdraw her audiences about the crucial problem about black children with its predicament being confronted. She wanted her audience to pay more attention seriously towards her speech about black children. Meanwhile, the last part showed how Clinton exaggerated her thankful in the end of her speech toward the audiences therefore they were respected by Clinton as the speaker who has been given any chance.

**3.1.8 Rising Intonation on Declaratives**

Rising intonation are commonly used by women in order to express the suspicion or expectation. Further explanation on the use of rising intonation, women tend to use it to declare a statement which indicates their willingness to show politeness, softness, vacillation, and no confidences in

doing something (cited from Chasanah: 2015). However, the researcher found the rising intonation while they speaker both declare about their main plan and purpose if they would be the president for American future.

**Datum 21**

*We're going to make America great again, folks.*

Datum 21 above explicitly explain that Trump declare his opinion about making America great again after the presidential of Barack Obama. He uttered that sentence repeatedly after he discuss about some crucial issue in America. It means that Trump has tried to use the rising intonation in order to make sure the audiences about his future plan on America. Meanwhile Clinton also used this kind of feature since she wanted to show her upcoming main plan for America.

**Datum 22**

*We all need to work together to break down the barriers ....  
And together we can break down the barriers ....*

The utterances showed that Clinton main plan for American was that breaking down all the barriers therefore the prospect life of America can be reach together. Since that sentence was her main concern for America, Clinton raised her intonation in order to know her audiences agreement on making America better by breaking the barriers. Nevertheless, rising intonation is commonly happened in a conversation, therefore the intonation, speed and volume when people are speaking could be visibly analyzed.

### 3.1.9 Emphatic Stress

In this branch, the researcher found some emphatic stress which caused the audiences emphatic responds on his/ her opinion. By using this stressing, the speaker means to emphasize her utterances or strengthening the meaning of the utterances. Both Trump and Clinton used this type of speech features.

#### Datum 23

- a. This has been an *amazing* evening.
- b. This has been an *amazing* period in my life.

The datum displayed was indicating that Trump emphasized and in the same time strengthening the meaning of ‘evening’. As this ‘evening’ was the special one because it was the time when Trump and all his supporters came together to celebrate his victory to be the best nominee from Republican Party, he expressed it through the word ‘amazing’ (datum 23; *a*). Meanwhile, the second utterance (datum 23; *b*) indicated that Trump told the audience that by his victory and that all people were coming to celebrate was his best period of life. Therefore, he expressed his happiness through the word ‘amazing’ too. Further about Trump utterances which content of emphatic stress, besides using intensifiers, Trump also used some adverb of manner that implicitly represented his strengthened-sentence. Thus, he stressed his utterances by utilizing the boosting devices that was emphatic stress.

Additionally, the current researcher also found some utterances content the empathic stress in Clinton speech transcript. Datum 24 below has displayed Clinton’s utterances with the use of emphatic stress;

**Datum 24**

*“... that is why I believe **deeply** that if we resist the forces trying to drive us apart we can come together to make this country work for everyone”*

As stated before, the use of adverb of manner also gives the sense emphatic stress. Such the sentence showed above, Clinton expressed her much belief about the together work applied, so that America could provide the job demand for the entire nation.

**3.1.10 Avoidance of Swear Words**

The last speech feature proposed by Lakoff is the presence or the avoidance of swear words. Since the object of this research is speech transcript of Donald Trump and Hillary Clinton on their various speech delivery in Super Tuesday 2016, the presence of swear word was not available. Their speeches were presented in front of their supporter, of course they –as the candidate of president- should choose the appropriate word that supposed them to be well-mannered. However, in different case such as conversation, men are more likely uttering swear word rather than women. Therefore, it was probably impossible for them to utters a swear word in their speech, instead uttering avoiding swear word in order to make the speech delivery smooth and acceptable.

**3.2 Discussions**

After the researcher found some data from the objects, she then recently stepped forward to the second elucidation that would be the discussion of those findings in order to answer the research questions presented in the previous chapter. In this part, the researcher was not only going to discuss about the result of findings based on her own interpretation and analysis. However, she analyzed those findings based on the theory proposed by Lakoff (1975) about

speech features, and proved whether the theory has answered the research questions or not.

As stated before that, according to Lakoff (1975) the ten speech features are; lexical hedges or fillers, tag question, ‘empty’ adjective, hypercorrect grammar, superpolite form, precise colors term, intensifiers, rising intonation on declaratives, emphatic stress, and avoidance of swear words. Those speech features according to Lakoff, which based on her research (*Language and Women Place*), are often used by women compare to men. Women tend to use those speech features as they are concerned to have more uniqueness in their language style, either from their vocabularies, grammar used or even their intonation in speaking. However, this current research was going to explore and prove, is it the only women who used those speech features as stated by Lakoff, or are men speaking with no speech features. Therefore, in this discussion the researcher divided the discussion into two sub-discussions to make her and reader easier in knowing, understanding, and comprehending the answer of this current research on gender and discourse, especially in Super Tuesday 2016 speech delivered by Donald Trump and Hilary Clinton.

### **3.2.1 Speech Features Differences between Trump and Clinton**

It is true that if men and women have different speech style include the presence of speech features while they are conversing or even delivering speech in front of public. They have their own differences to show their identity in a society life through language and its linguistic aspect, as stated by Holmes (2001) that the linguistic differences in male and female language is an aspect of the differences in society symbolizing the different social position.

However, in this research, Trump and Clinton are in the same position as they were chosen as the best nominee from Republican Party and Democrat Party, but they both still have differences in using speech features during their victorious speech delivery in Super Tuesday 2016. This findings is interesting then as the two objects who have different sex and in the same time different gender, but having the same position in politic side, being the best nominee from party, Trump and Clinton were different in using speech features.

It was found from ten speech features as proposed by Lakoff, Trump uttered sentences which tag question, precise colors terms and using swear words were not used during his speech delivery. In addition, Clinton as female speaker was only avoiding two types of speech features, those were; the use of precise colors term and avoiding using swear word. Meanwhile, the other speech features were sometime and even often used by both of them toward their speech smooth and persuasively accepted by his audiences or supporter of Republican Party. The presence of those speech features showed his identity as a male since the speech of male and female can be differed from the use of linguistic form.

They did not even once uttered a swear word and a precise color term during delivering speech. First, avoiding swears words in this current event done by Trump and Clinton was the absolute thing to do. Even if Lakoff stated that using swear words, which indicate an impolite behavior, are more likely done by men rather than women, because women are associated with promiscuous women and 'loose' morals. Meanwhile, men emphasize using swear word or vernacular form because they carry macho connotation of

masculinity and toughness. However, either Trump or Clinton did not even once uttered swear words. It was because their speeches were victorious speeches that mostly talk about the current and certain problem faced by America in the same time talking about the future plans to make America better and greater. It makes senses then, if the two speakers did not use a swear word as they have to be superpolite and respect the audiences to behave. The way they behave as the candidate of the most influential person in America to be, are absolutely seen and valued by the entire nation.

Second, the absence of using precise color term in delivering a victorious speech that more likely talk about politic case, education, or even economy was definitely done by Clinton and Trump. Moreover, the use of precise colors terms are commonly occurs in a daily conversation or related thing to color. These precise colors terms are often uttered by women than men because women are considered to have more vocabularies. Yet, Clinton as female speaker again did not use this type of speech feature. Both speakers thus missed uttering terms of precise colors as for Lakoff theory that women tend to use more precise colors terms while men tend to use swear word were not proved in this current research. In which, both types; using swear word and precise colors terms commonly only occur in an informal speaking, such conversing with friend not public speaking, indeed.

Further discussion about speech features in speech, Trump as mentioned before did not use a tag question in his speech. Tag question in a speech indicates speaker politeness. It is because when the presence of tag question in delivering speech means the speaker seemingly to give a polite statement that

does not force the agreement on the addressee. Somehow, Clinton also uttered a tag question only once in her speech. Therefore, what Lakoff stated that women tend to use tag question to show their politeness in asking people's agreement on her opinion, it was truly applied by Clinton.

To sum up this first sub-discussion part, the researcher stands to conclude that both men and women were using speech features that firstly stated by Lakoff, women tend to use those speech features, somehow, Trump in this research was the representative of men, also used those speech features. However, the sameness between Clinton (women) and Trump (men) speeches were the absence of swear word and precise colors terms for both. Contrary, Trump did not utter tag question, while Clinton did.

### **3.2.2 Dominant Speech features used by Trump and Clinton**

In this part, the researcher wrote her significant findings on what speech feature was mostly uttered by Clinton and Trump that led her to find whether or not male and female use different speech features, whether or not male and female biased on their gender. Moreover, by this discussion, the researcher has tried to explain the way both speakers from male and female in feminine or masculine way from her own analysis based on Lakoff theory about speech features.

In Trump speech, he often uttered sentences which intensifiers and hedges were mostly used. The researcher found about 26 utterances has intensifiers, which a sentence sometime carried one or more intensifiers. Intensifiers indicate a strong feeling about something the speakers talk about to the addressee. Lakoff stated that the, compare to men, women tend to use more



intensifiers. However, in this current research, the researcher found that Donald Trump used intensifiers than Clinton. This fact has drawn a conclusion that Trump often intensifies his statement during his speech to show his deep feeling and emotion in uttering the sentences. By using intensifiers and repeating sentences which contain intensifiers made his speech became very persuading therefore the audience attention focused on him as well. His audience as the addressee gave more attention as Trump always made his statement strongly accepted through his emphasizing by the presence of intensifiers.

There were 9 utterances contained hedges or fillers. The previous chapter has explained that the function and purpose of uttering hedges was to avoid making over precise statement and emphasizing the utterances therefore the purpose of it was also to make the word sound more polite. However, while using hedges for utterance also shows the lack of confident, of the speaker him/herself. The researcher then conclude that Trump often used hedges because he was often emphasized his utterances, but in the same time he was not really confident to state his opinion, as he was not purely a politician who was elected to be the best nominee from Republican Party. Trump, if we see from his bibliography, he was never been a politician, but a success business men. Therefore, the political speech he delivered in Super Tuesday 2016 was not fully made him able to state American problems in very confident way.

In the meantime, Clinton tended to be more systematic as she really concerned on her utterances by using hypercorrect grammar. As the proof, there were 11 utterances which definitely structured grammatically compare to

Trump utterances. The hypercorrect grammar use in her current speech particularly focused on the use of parallel sentences and her consistency in using parallel sentences. It showed that she was very careful in uttering sentences since she tended to speak in hypercorrect grammar. This hypercorrect grammar uttered by Clinton to indicate a polite behavior in front of her supporter as the audience to keep her reputation. It makes sense that Clinton really kept her reputation, because her bibliography in her politic career has shown how long she has been a politician in America. Therefore, to keep her prestigious image in America as a politician was shown through the use of hypercorrect grammar in her speech.

Nevertheless, Clinton also used intensifier often during her speech as well as Trump. There were 16 utterances found in the transcript which indicated that Clinton emphasized the utterances and showed her strong feeling about it by using intensifiers. Both Clinton and Trump often used intensifiers in their speech because their speeches were a persuasive speech. In persuasive speech, of course emphasizing utterances was exceptionally required to persuade and made the audiences sure of their audiences therefore they would give more attention in listening and agreeing the statement delivered by speakers.

Over all utterances, Trump and Clinton have the same dominant speech features used, that was intensifiers. However, another speech utterance were also used in order to make their speech smooth and acceptable, identically, the addressee may give more attention to the speech delivery done by Clinton and Trump. Therefore, for those dominant number of speech features used by two

speakers, it can be assumed that speaking in feminine or masculine manner is a preference. In which, Trump who is a man preferred to use more intensifiers, while Clinton was doing so.



## CHAPTER IV

### CONCLUSION AND SUGGESTION

This chapter discussed the conclusion of the findings on speech features used by two speakers who have different sex as well as gender. It also presents the suggestion for the following research on discourse and gender, especially in the use of linguistic features.

#### 4.1 Conclusion

A linguistic form is a language form used by speaker as the device to make the conversation or speech smooth and run successfully. One of linguistic form that has been deeply discussed in this research is speech features. Speech features, according to Robin T Lakoff (1975), includes the use of hedges or fillers, tag question, empty adjective, hypercorrect grammar, superpolite form, precise colors terms, intensifiers, rising intonation on declaratives, emphatic stress, and avoidance of swear words. Those speech features are often used by woman speaker. However, this current research found a different result which men actually tend to use some of the speech features mentioned.

Based on the findings in the previous chapter, Donald Trump and Hillary Clinton, who were becoming the best nominee from Republican and Democrat Party, used some of the speech features. However, both Trump and Clinton did not use precise colors terms during their speech. It was because the topic that they were delivering in front of the public has no any related case or objects that talk about colors. Using precise colors terms are mostly

done by women as they are indicated to have more vocabularies than men. Then, precise colors terms are commonly uttered in a daily conversation, than public speaking such Super Tuesday 2016.

Furthermore, based on the findings and discussion, male and female have different preferences in using speech features. In saying so, men and women has their own speaking style and characteristics, which involves speech features. As the data findings showed that, in fact, Trump also uttered hedges and intensifiers -that commonly used by women- for many times. The most used type of speech features by both speakers were intensifiers which indicated as boosting devices reflecting the speaker's addressee may stay unconvinced, therefore extra reassurance was needed.

In other word, there is a different preference in using speech features between man and woman. Therefore, the theory that was proposed by Lakoff about two of 10 speech features which women mostly tend to use those features was not approved in this research. The use of intensifiers and hedges was performed by Trump as man in this object. Trump uttered 9 sentences contained hedges while Clinton was only 6 sentences. Then 26 utterances with intensifiers in Trump speech, contrary; Clinton only uttered 16 sentences with intensifiers.

#### **4.2 Suggestion**

After analyzing the data, the researcher aware that her research still has weakness that needs especially the reader constructive criticism for the sake of better research improvement on discourse and gender. Further, the

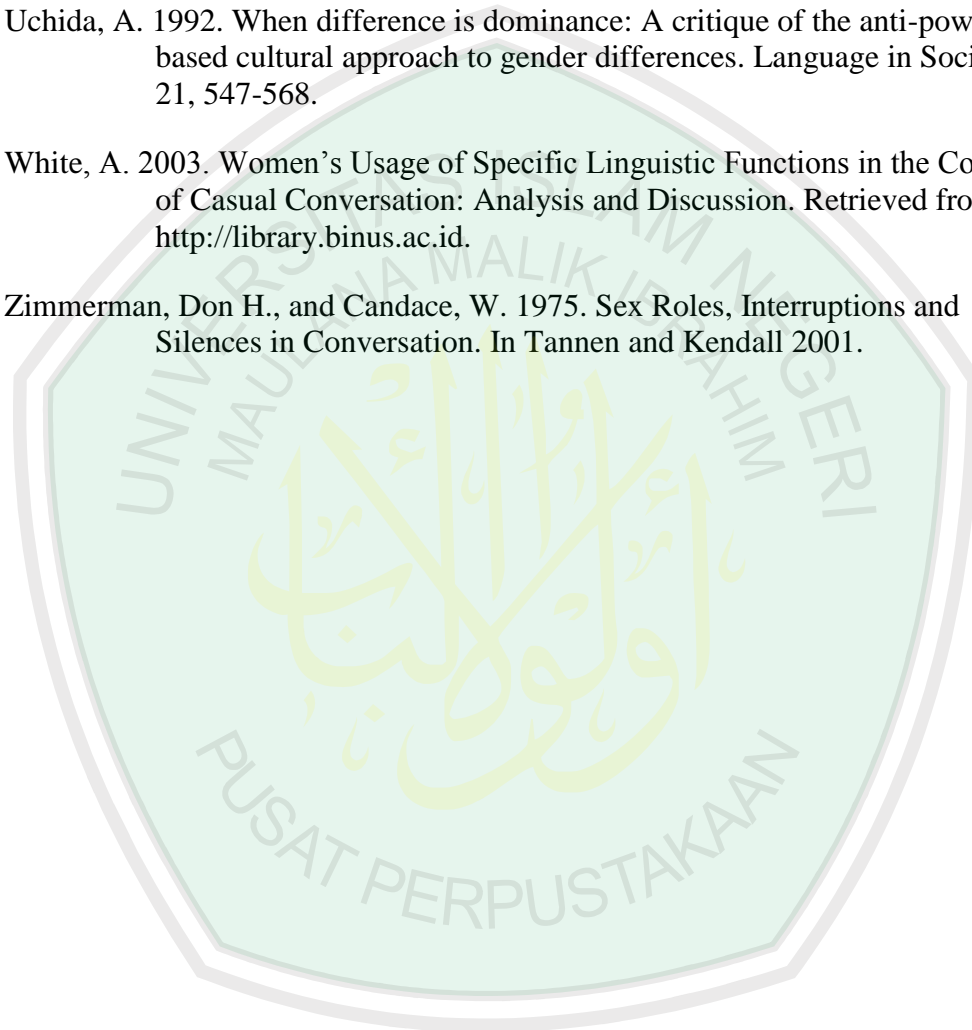
researcher would give some suggestion that may improve the study on discourse and gender.

First, this study was only examining the differences of speech features used by speaker with different gender exactly in speech delivery. Thus, the researcher suggests the next researcher, who is interested in studying discourse and gender, to elaborate more in other points, such structure of speech delivered by different gender. Second, the current researcher only used men and women speech, in contrary, as the study gender on gender development which is known as the “third” gender, transgender. Therefore, analyzing discourse or language on different three genders using Lakoff theory is still applicable, so that it can enrich references in this certain topic.

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# APPENDIX



## Data Tabulation

### a. Hillary Clinton's Speech Features during his speech delivery in Super Tuesday 2016

#### Abbreviation:

Code.	Abbreviation	Stand For	Code.	Abbreviation	Stand For
a.	Hdg :	Hedges or Fillers	f.	PCT :	Precise Colors Term
b.	TQ :	Tag Question	g.	Int :	Intensifiers
c.	E Adj :	Empty Adjective	h.	RI :	Rising Intonation
d.	HG :	Hypercorrect Grammar	i.	ES :	Emphatic Stress
e.	SF :	Superpolite Form	j.	ASW :	Avoidance od Swear Word

No	Utterances	Speech Feature									
		Hdg	TQ	E Adj	HG	SF	PC T	Int	RI	ES	AS W
1	<u>Thank you</u> all <u>so</u> much.					√		√			
2	<u>You know</u> all across the country today..	√									
3	Democrats, voted to break down barriers <u>so</u> we can all rise together.							√			
4	I am <u>so delighted</u> to be here with you in Florida.			√				√			
5	<u>I congratulate Senator Sanders</u> on his strong showing and campaigning				√	√					





29	...but wonder why it has to be <u>quite so</u> hard.								√			
30	<u>so</u> he could contribute to it								√			
31	<u>By now</u> we all know what happened in Flint, Michigan, don't we		√									
32	<u>We know</u> there are many other Flints out there.	√										
33	You can join us <u>too</u>								√			
34	and let me leave you with a story that has inspired <u>so many of</u> us.					√			√			
35	But we've come <u>too</u> far in this country to let us turn back								√			
36	We now have insured 90 percent of Americans <u>thanks to President Obama</u>							√				
37	<u>Thank you</u> all <u>so very</u> much. <u>Thank you.</u>							√		√	√	

**b. Donald Trump's Speech Features during his speech delivery in Super Tuesday 2016**

**Abbreviation:**

<b>Code.</b>	<b>Abbreviation</b>	<b>Stand For</b>	<b>Code.</b>	<b>Abbreviation</b>	<b>Stand For</b>
a.	Hdg :	Hedges or Fillers	f.	PCT :	Precise Colors Term
b.	TQ :	Tag Question	g.	Int :	Intensifiers
c.	E Adj :	Empty Adjective	h.	RI :	Rising Intonation
d.	HG :	Hypercorrect Grammar	i.	ES :	Emphatic Stress
e.	SF :	Superpolite Form	j.	ASW :	Avoidance od Swear Word

<b>No</b>	<b>Utterances</b>	<b>Speech Feature</b>									
		<b>Hdg</b>	<b>TQ</b>	<b>E Ad j</b>	<b>H G</b>	<b>SF</b>	<b>PC T</b>	<b>Int</b>	<b>RI</b>	<b>ES</b>	<b>AS W</b>
1	<u>Thank you</u> all so much. I <u>appreciate</u> it.					√		√			
2	This has been <u>an amazing evening</u>									√	
3	It's <u>really</u> been — it's <u>really</u> been <u>great</u>			√				√			







	what they're doing												
30	<u>So</u> we're going to work <u>very, very</u> hard.							√					
31	I'm <u>so</u> honored by this evening.					√							
32	I never saw <u>so</u> many cameras in my life							√					
33	...,which is <u>really</u> being depleted rapidly, depleted.							√					
34	<u>So</u> it's <u>just an amazing honor to have you with me tonight</u>					√		√					
35	<u>So</u> anyway, I would like to — look, I <u>just</u> want to end <u>by thanking everybody</u>					√		√					
36	This has been <u>an amazing period</u> in my life										√		
37	My wife <u>just</u> called and Ivanka, as <u>you know</u> , is going to be having a baby <u>very</u> soon	√						√					
38	And <u>I think</u> , honestly, we've done something that almost nobody thought could be done and I'm <u>very</u> proud of it	√						√					
39	And I <u>just</u> want to leave you with this							√					
40	<u>Thank you very</u> much everybody. <u>Thank you.</u>					√		√					

## Hillary Clinton's Super Tuesday Victory Speech

CLINTON: Thank you all so much. What a Super Tuesday.

You know all across our country today they, Democrats, voted to break down barriers so we can all rise together.

I am so delighted to be here with you in Florida.

I congratulate Senator Sanders on his strong showing and campaigning and I'm grateful to all of you who voted for me, to the volunteers and organizers. I know you've worked your hearts out. And to all my friends, many of a lifetime who traveled to all the states to tell people about the candidate they knew. And to the hundreds of thousands of people who went to Hillary Clinton dot com to give what they could, most less than \$100.

Now this campaign moves forward to the Crescent City, the Motor City and beyond. We're going to work for every vote and we will need all of you to keep volunteering, contributing, doing everything you can – talking to your friends and neighbors. Because this country belongs to all of us, not just those at the top.

Not just the people who look one way, worship one way, or even think one way. America prospers when we all prosper. America is strong when we're all strong.

And we know we've got work to do. But, that work, that work is not to make America great again. America never stopped being great. We need ...

We have to make America whole. We have to fill in what's been hollowed out.

We have to make strong the broken places, re-stitch the bonds of trust and respect across our country.

Now it might be unusual, as I've said before, for a presidential candidate to say this, but I'm going to keep saying it, "I believe what we need in America today is more love and kindness."

Because you know what? It works. Instead of building walls we're going to break down barriers and build ...

... build ladders of opportunity and empowerment so every American can live up to his or her potential, because then and only then can America live up to its full potential too.

Now it's clear tonight that the stakes in this election have never been higher. And the rhetoric we're hearing on the other side has never been lower.

Trying to divide America between us and them is wrong, and we're not going to let it work.

You know whether we like it or not, we're all in this together, my friends, and we all have to do our part. But unfortunately, too many of those with the most wealth and the most power in this country today seem to have forgotten that basic truth about America. You know yesterday I was at the Old South Meeting House in Boston where nearly two and a half centuries ago American patriots organized the original Tea Party.

And I had to wonder what they would make of corporations that seem to have absolutely no loyalty to the country that they love so much. What would they say about student loan companies that overcharge young people struggling to get out of debt. Even young men and women serving our country in the military, or corporations that shift their headquarters overseas to avoid paying their fair share of taxes like Johnson Controls, an auto parts company from Wisconsin that all of us, we taxpayers, helped to bail out with the auto rescue back in 2008. Now they're turning their back on America.

Now I'm not interested in condemning whole categories of people or businesses. I'm just interested in making things right. So let there be no doubt, if you cheat your employees, exploit consumers, pollute our environment or rip off the taxpayers, we're going to hold you accountable.

But, if you do the right thing, if you invest in your workers, and in America's future then we'll stand with you. We all need to work together to break down the barriers holding back our families and our country. Because the middle class needs a raise.

And more good jobs. Jobs that pay enough for a family to live on. Even put a little away for retirement. Jobs that provide dignity and a bright future. That's why we have to invest in manufacturing and infrastructure and small business and clean energy – enough clean energy to power every home in America.

Don't let anybody tell you we can't make things in America anymore, because we can, we are, and we will. And together we can break down the barriers that face working class families across America, especially in struggling rust belt communities and small, Appalachian town that have been hollowed out by lost jobs and lost hope. Families who for generations kept our lights on and our factories running. Together we can break down barriers for our kids so they get the education they need and deserve.

Every child in America should have a great school and a great teacher no matter what zip code they live in. Together we can break down barriers for women and finally guarantee equal pay for equal work.

And we can break down barriers for families who've seen too many black children harassed, humiliated, and even killed. WE can break down barriers for voters in North Carolina who've been systematically disenfranchised and dis(inaudible).

We can break down barriers for hard-working immigrants everywhere who are too often exploited and intimidated. We have to defend all our rights – workers' rights, and women's rights, civil rights and voting rights, LGBT rights and rights for people with disabilities. And that starts by standing with President Obama when he nominates a strong, progressive justice.

I know too many Americans have lost faith in our future. We hear it in the voices of parents who don't know how they're going to give their kids the opportunities they deserve. We see it in the eyes of working men and women who don't expect to come easy but wonder why it has to be quite so hard.

Like many of you I find strength and purpose in the values I learned from my family and my faith. They gave me simple words to live by, an old Methodist saying. Do all the good you can, for all the people you can, for as long as you can, and that is why

... that is why I believe deeply that if we resist the forces trying to drive us apart we can come together to make this country work for everyone. The struggling, the striving, and the successful, if we all do our part we can restore our common faith in our common future. That's the spirit powering this campaign. It comes from a young janitor in Arkansas who stopped buying junk food and putting off getting a haircut so he could contribute to it. It comes from the disabled combat veteran from Nebraska who sent in \$10. In 70 years of his life he had never donated to a political campaign until now.

You can join us too. Please go to Hillary Clinton dot com, make a donation, text "join" to 47246, and let me leave you with a story that has inspired so many of us. By now we all know what happened in Flint, Michigan, don't we. Our city's children were poisoned by toxic water because their governor wanted to save a little money. But there's another story in Flint.

It's the story of a community that's been knocked down but refused to be knocked out. It is hundreds of union plumbers coming from across the country to install new water fixtures. It's students raising funds for water deliveries and showing up to distribute supplies. It's the United Auto Workers and General Motors donating millions of dollars to help.

And when I visited Flint a few weeks ago I went to the House of Prayer Missionary Baptist Church. The congregation locked arms and sang, "We've come too far from we started from." They're not about to quit now. We know there are many other Flints out there.

Communities that are hurting and need help. But we've come too far in this country to let us turn back.

We're gonna build on the progress that we've made. We saved the auto industry thanks to President Obama, now we gotta create new jobs and industries of the future.

We now have insured 90 percent of Americans thanks to President Obama and now we've got to finish the job and get to 100 percent. We have come too far to stop now. We've got to keep going. Keep working. Keep breaking down those barriers and imagine what we can build together when each and every American has a chance to live up to his or her own God-given potential.

Thank you all so very much. Thank you.



## Donald Trump's Super Tuesday Victory Speech

Chris, thank you very much. I appreciate it.

This has been an amazing evening. Already, we've won five major states and it looks like we could win six or seven or eight or nine.

(APPLAUSE)

It's really been — it's really been great.

I want to congratulate Ted on the winning of Texas. He worked hard on he — I know how hard he worked actually, and so I congratulate Ted Cruz on that win. That was an excellent win.

We're going to make America great again, folks. We're going to make it great again.

And, you know, I watched Hillary's speech and she's talking about wages have been poor and everything's poor and everything's doing badly, but we're going to make it — she's been there for so long. I mean, if she hasn't straightened it out by now, she's not going to straighten it out in the next four years. It's just going to become worse and worse. She wants to make America whole again and I'm trying to figure out what is that all about. Make America great again is going to be much better than making America whole again.

So I just want to say that this was an exciting evening. It's so great to be in Florida. It's so great to be at Mar-A-Lago with friends and the press and the media and everybody.

(APPLAUSE)

I know it was a very tough night for Marco Rubio. He had a tough night but he worked hard. He spent a lot of money. He is a lightweight, as I've said many times before. But you know what? We're going to go to Florida, we're going to spend so much time in Florida. We've got about a 20-point lead. I know that a lot of groups, a lot of the special interests and a lot of the lobbyists and the people that want to have their little senator do exactly as they want, they're going to put \$20 million or \$25 million into it over the next two weeks, from what just came over the wires. And frankly, I think that's fine. As far as I'm concerned, it's fine. And if he wins, they'll have totally controlled — total control. But he's not going anywhere anyway, but we'll see what happens. But we're going to spend a lot of time in Florida.

The Virginia one was just a great win because it's a place that is just spectacular and a place that we have big investments in, as we have in Florida. Remember, we have thousands of employees in Florida, all along Miami, Doral and Mar-A-Lago and so many other places. And it's been an amazing place to invest. It's been amazing to have so many wonderful employees, so many of whom are here tonight, really urging us on.

And you know, I have thousands of employees all over the country, actually, all over the world but for purposes of tonight, we'll just say all over the country. And it's been just so beautiful to watch this company grow and to watch it grow so strongly.

Recent articles came out talking about how great a company we built, and now we want to put that same ability into doing something for our nation. I mean, our nation is in serious trouble. We're being chilled on trade, absolutely destroyed. China is just taking advantage of us. I have nothing against China. I have great respect for China, but their leaders are too smart for our leaders. Our leaders don't have a clue and the trade deficits at \$400 billion and \$500 are too much. No country can sustain that kind of trade deficit. It won't be that way for

long. We have the greatest business leaders in the world on my team already and, believe me, we're going to redo those trade deals and it's going to be a thing of beauty.

You look at countries like Mexico, where they're killing us on the border, absolutely destroying us on the border. They're destroying us in terms of economic development. Companies like Carrier Air Conditioner just moving into Mexico. Ford, moving into Mexico. Nabisco, closing up shop in Chicago and moving into Mexico. We have to stop it, folks. I know how to stop it. We're going to create jobs. We're going to create jobs like you've never seen.

We're going to lower taxes. I have a plan that Larry Kudlow and somany others think is the best plan they've seen. We're going to lower taxes substantially for the middle class. The middle class has been forgotten in our country. It really helped and really probably was the predominant factor in making our country into a country that we all love somuch and we're all soproud of, but we've forgotten the middle class. Sowe're going to lower taxes.

We're lowering taxes on business. You look at all the companies that are moving out. When you see Pfizer moving to Ireland and you see somany other companies, constantly now they're leaving. They used to move from New York to Florida, or they'd move from New Jersey to someplace else, Chris. But now they're moving from here — (LAUGHTER) — not that many people are leaving New Jersey. But Chris understands the problem, fully understands. Now they're leaving from places that they used to move to into other parts of the world. We can't let that happen.

We've lost our manufacturing jobs. We've lost our manufacturing. Millions and millions of jobs, thousands and thousands and thousands of plants, manufacturing plants, warehouses. I mean, we are losing somuch. We can't let it happen.

I tell the story often about a friend of mine who is in the excavation business and he always orders Caterpillar. And recently, he ordered Komatsu tractors from Japan because they've cut the yen. They've devalued the yen to such an extent that it was virtually impossible for Caterpillar to compete. And I don't want that to happen. That's not going to happen. They shouldn't be allowed to do it.

We have tremendous power over everybody because we are really the source. We have great, great power. The problem is we have politicians who truly, truly don't know what they're doing. Sowe're going to work very, very hard.

I'm sohonored by this evening. If you would've told me on June 16th, when I was with my wife, Melania, and we came down the escalator in Trump Tower and it looked, literally, well, a little bit like this. You have a lot of cameras here tonight.

(APPLAUSE)

It looked, literally, like the Academy Awards. I never saw somany cameras in my life. And it takes courage to run. I'll tell you what, it takes a lot of courage to run for president. I've never done this before. I've been a job-producer. I've done a lot of things but this is something I've never done, but I felt we had to do it. When you look at the incompetence of the Iran deal, where we give \$150 billion, we get absolutely nothing. When you look at all of the problems our country has and you look at our military, which is really being depleted rapidly, depleted. We're going to make our military bigger and better and stronger than ever before, and nobody, nobody, nobody is going to mess with us, folks, nobody.

(APPLAUSE)

Soit's just an amazing honor to have you with me tonight. And if you want, press, I think we told you before we'd be okay if you want to ask a few questions.

Yes, go ahead.

..... (questions and answer)

You know, we're having a celebration.

So anyway, I would like to — look, I just want to end by thanking everybody. This has been an amazing period in my life. My wife just called and Ivanka, as you know, is going to be having a baby very soon and she's a special person and it's going to be great and we look forward to that. She's back in New York. She wanted to be here. They all wanted to be here but they're with Ivanka now and that could be, certainly, within the next week. But this this has been an amazing period of time. It's been amazing for me, even from an educational standpoint. And I think, honestly, we've done something that almost nobody thought could be done and I'm very proud of it.

And I just want to leave you with this. I am a unifier. I would love to see the Republican Party and everybody get together and unify. And when we unify, there's nobody, nobody that's going to beat us.

Thank you very much everybody. Thank you.

(APPLAUSE)

Thank you very much. Thank you.