

APPROVAL SHEET

This part is to declare that the thesis of Nurul Camalia Mas'ud entitled
“An Analysis of Intercultural Communication Strategies Used Between American
and Chinese Showed in Karate Kid Movie” has been approved by the thesis
advisor, for further approval by the board of examiners.

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STATEMENT OF THESIS AUTORSHIP

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This part is to declare that the thesis I wrote to fulfil the requirement for Sarjana entitled An Analysis of Intercultural Communication Strategies Used Between American and Chinese Showed in Karate Kid Movie is my original work. It does not incorporate any materials written by another person, except which were identified in quotations and bibliography. Hence, I am responsible for the authenticity of my thesis.

Malang,

August, 2014

The Researcher,

Nurul Camalia Mas'ud

MOTTO

O mankind, indeed we have created you from male and female and made you peoples and tribes that you may know one another. Indeed, the most noble of you in the sight of Allah is the most righteous of you. Indeed, Allah is Knowing and Acquainted.

Q.S. Al Hujarat 13



DEDICATION

This thesis is dedicated to:

My lovely father and mother

My family

All of my good friends who have given me support,
ideas and care from the beginning until the end of my thesis writing



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Praise and gratitude always be to Allah SWT. Having lots of mercies upon all of His creatures, He is The Lord of universe who has given graces to the researcher, thus the researcher can finish her Thesis. This Thesis is made in fulfilling the requirement to achieve the degree of Sarjana Sastra (S.S) in English Letters and Language Department/SI at Maulana Malik Ibrahim State Islamic University, Malang. Yet, writing this thesis has given her valuable knowledge and experience. This research would not have been completed without contributions and supports from all. Therefore, she says massive thanks dedicate for her advisor; Galuh Nur Rohmah, M.Pd, M.Ed for her direction, support and her constructive suggestions.

Then, her billion thanks is dedicated to her beloved parents, Abah Mas'ud Subki and Ummi Murniyati Wahed who have been giving desire, support and motivation in finishing her final work. Therefore, she is able to finish her thesis. Sincerely thank you for all her family and her good friends who have been giving me support and smile in finishing my thesis.

Last but not the least, she truly realizes that this thesis still needs constructive criticism and suggestions from the readers in order to make it perfect and hopefully it can be useful, especially for the English Letters and Language students.

Malang, August 2014

The researcher

ABSTRACT

Mas'ud, Nurul Camalia. 2014. An Analysis of Intercultural Communication Strategies Used Between American and Chinese Showed in Karate Kid Movie. Thesis. Linguistics, English Language and Letters Department, Humanities Faculty, Maulana Malik Ibrahim State Islamic University of Malang. Advisor: Hj. Galuh Nur Rohmah, M. Pd, M. Ed

Key words: Culture, Communication, Intercultural Communication/Barardo's Strategies

Intercultural communication is one phenomenon which globalizes the world recently. It might happen in education, health care, economy, social fields. In intercultural communication, the role of culture mostly asks to be considered. It occurs because somehow communication and culture cannot be separated. Thus, this is what makes the researcher did the research. The focus of interest of this study is what strategies of intercultural communication are used between American and Chinese that focus on Karate Kid American movie and what strategies which make a successful intercultural communication/interaction.

The objectives of this research are to describe the strategies of intercultural communication and to identify how those strategies are used by the interlocutors both American and Chinese in the Karate Kid movie 2010. This research was designed by using descriptive qualitative method. First, the data was collected from the movie. Then, the utterances was analysed inductively through the observation done by the researcher herself. The researcher herself is the main instrument in doing observation from the movie by using Barardo's theory and also supported by SPEAKING theory.

The results of this research are: first, the strategies of successful intercultural communication are speak slowly and clearly, ask for clarification, frequently check for understanding, avoid idioms, be careful of jargon, define the basics of business, be specific, choose your medium of communication effectively, provide information via multiple channels, and be patient. Besides, in intercultural communication, the interlocutor must know linguistic and cultural knowledge: or in another word, those two knowledge are mentioned as communicative competence knowledge. People will realize that the interaction is included in intercultural communication by having enough understanding Barardo's principle. By considering the function of Barardo's principle, a person could be a successful interlocutor. People understand with whom they converse, where, and what condition they talk. Secondly, how the strategies of intercultural communication could make a successful interaction could be known from the Barardo's strategy. However, the most frequency Barardo's strategy used as strategy in intercultural communication are speak slowly and clearly and choose the medium interaction effectively strategy.

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مسعود كملية، نورل. 2014. تحليل استخدام الإستراتيجية اتصال بين الأمريكية والسنية في الأفلام "Karate Kid"، في قسم اللغة الإنجليزية وأدبها. كلية العلوم الإنسانية جامعة مولانا مالك إبراهيم الإسلامية الحكومية مالانج.

المشرفة: نور رحمة، الماجستير

اتصال انتركتورال هو ظاهرة عالمية، اتصال انتركتورال يستطيع ان ينفذ في كثير البيئة، كما في العلم الدراسة والصحة والإقتصادية والإجتماعية. في الإتصال انتركتورال تفاهم عن الثقافة حيث المتكلم ان تفاعل هو شئى الموجوب. ان يعرف الثقافة مكان ليعمل التفاعل، هو سيفهم الحسن والقبح عند الفعل. الثقافة والإتصال هو شئين الذى لم يفارق في الحياة الإجتماعية. بسببه الباحثة يجعل هذه البيانات لتحليل. تركيز البحث هو بحث عن استراتيجية ان يستخدم في الاء اتصال انتركتورال بين الاءمركية و السنية في الفلام "كراتي كيد"

اهداف البحث هو تصاور عن الإستراتيجية في الإتصال انتركتورال ويعلم عن الإستراتيجية ان يستخدم للمتكلم الأمريكية والسنية في الأفلام "Karate Kid" في هذا البحث استخدام الباحثة البحث الكيفى. اولها، الباحثة تجمع البيانات عن هذه الأفلام، ثم الباحثة تحير التفاعل بين المتكلم الأمريكية والسنية. الباحثة هي الة الأولى لتعمل التحليل في هذا الأفلام، ليحصل البيانات الباحثة تأخذ الكلمة

عن الإتصال بين الأمريكية والسنية، هذه البحث يأخذ عن بعض من الإتصال بين الأمريكية والسنية.

الباحثة تستخدم بنظرية Barado و Hyme's SPEAKING .

والحاصل عن هذا البحث هو الإستراتيجية في الإتصا انتركولتورال هو تكلم بالبطء والوضوح،

يسئل للمعرفة، تحليل لتفاهم، تجتنب استخدام ايديوم، تحليل ان تستخدم الرمز، تفهم عن اغراض

التكلم، يستخدم اللغة بالوضوح، يختار الوسائل بالمناسبة يعطى الرمز بالحسن، والصبر.



ABSTRACT

Mas'ud, Nurul Camalia. 2014. *An Analysis of Intercultural Communication Strategies Used Between American and Chinese Showed in Karate Kid Movie*. Thesis. Linguistics, English Language and Letters Department, Humanities Faculty, Maulana Malik Ibrahim State Islamic University of Malang. Advisor: Hj. Galuh Nur Rohmah, M. Pd, M. Ed

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The results of this research are: first, the strategies of successful intercultural communication are *speak slowly and clearly, ask for clarification, frequently check for understanding, avoid idioms, be careful of jargon, define the basics of business, be specific, choose your medium of communication effectively, provide information via multiple channels, and be patient*. Besides, in intercultural communication, the interlocutor must know linguistic and cultural knowledge: or in another word, those two knowledge are mentioned as communicative competence knowledge. People will realize that the interaction is included in intercultural communication by having enough understanding Barardo's principle. By considering the function of Barardo's principle, a person could be a successful interlocutor. People understand with whom they converse, where, and what condition they talk. Secondly, how the strategies of intercultural communication could make a successful interaction could be known from the Barardo's strategy. However, the most frequency Barardo's strategy used as strategy in intercultural communication are *speak slowly and clearly and choose the medium interaction effectively strategy*.

Camalia Mas'ud, Nurul. 2014. *Analisa Penggunaan Strategi Komunikasi Interkultural Antara Orang Amerika dan Cina Dalam Film Karate Kid*. Skripsi. Linguistik. Jurusan Bahasa dan sastra Inggris. Fakultas sastra. Universitas Islam Negeri Maulana Malik Ibrahim Malang. Pembimbing: Hj. Galuh Nur Rohmah, M. Pd, M. Ed.

Komunikasi interkultural adalah suatu fenomena yang mendunia. Komunikasi interkultural dapat terjadi di banyak area, seperti di dunia pendidikan, kesehatan, ekonomi, dan sosial. Dalam komunikasi interkultural, memahami kebudayaan di mana sang interlocutor berinteraksi adalah suatu kewajiban. Dengan mengetahui kebudayaan suatu tempat di mana seseorang berinteraksi, dia akan mengerti apa-apa yang boleh dan tidak pantas dilakukan. Kebudayaan dan komunikasi adalah dua hal yang tak bisa dipisahkan dalam kehidupan sosial. Hal inilah yang menjadi alasan peneliti meneliti komunikasi interkultural sebagai objek penelitian. Fokus penelitian ini adalah membahas tentang strategi yang digunakan dalam komunikasi interkultural. Antara orang Amerika dan Cina dalam film *Karate Kid*; strategi-strategi apa yang digunakan untuk membuat suksesnya komunikasi interkultural.

Tujuan penelitian ini adalah mendeskripsikan strategi-strategi dalam komunikasi interkultural dan untuk mengidentifikasi bagaimana strategi-strategi tersebut digunakan oleh interlocutor Amerika dan Cina dalam film *Karate Kid*. Bentuk penelitian ini menggunakan metode deskriptif kualitatif. Pertama, peneliti mengumpulkan data dari film *Karate Kid*, lalu peneliti memilih interaksi kedua interlocutor antara orang Amerika dan Cina yang berhubungan dengan penggunaan strategi berkomunikasi. Peneliti sendiri adalah alat utama dalam melakukan observasi dalam film ini. Untuk mendapatkan data, peneliti mengambil *utterance* berkomunikasi antara orang Amerika dan Cina. Peneliti menggunakan teori Barardo dan didukung oleh teori Hyme's SPEAKING .

Hasil dari penelitian ini adalah pertama; strategi-strategi dalam komunikasi interkultural adalah berbicara dengan pelan dan jelas, bertanya untuk klarifikasi, mengoreksi pemahaman, menjauhi penggunaan idiom, hati-hati dalam penggunaan jargon, menegaskan keperluan apa dalam berbicara, tidak bertele-tele, memilih media yang cocok, memberikan *channel* yang baik, dan sabar. Selain itu, dalam komunikasi interkultural, interlocutor harus memahami dua pengetahuan untuk suksesnya komunikasi, yaitu ilmu linguistik dan ilmu budaya. Dua ilmu itu disebut juga dengan ilmu kemampuan komunikatif. Masyarakat akan sadar bahwa dalam berinteraksi dibutuhkan strategi Barardo. Manusia akan memahami dengan siapa dia berbicara, di mana dan dalam kondisi apa ia berkomunikasi. Kedua, yaitu: strategi berkomunikasi intercultural dalam film ini adalah banyak ditemukan pada strategi berbicara jelas dan pelan serta pemilihan media komunikasi yang benar.

CHAPTER I

INTRODUCTION

This chapter covers the background of study, research questions, research objectives, significances of the study, scopes of this research, and also the definition of key terms. Besides, the researcher explains the research method. It contains research design, research instrument, data and data sources, data collection, and the last one is data analysis.

1.1 Background of the Study

As a social creature, human needs to build a relationship with others. Therefore, human needs communication in interacting with others and fulfilling their necessity. Communication is an activity that is done by two or more people using language for dynamic and transactional reason in order to share meaning and information in their daily life (Alwood:1985). Moreover, the communication globally happens in modern era. It makes people from different places have a contact. The interaction between people from different country with their differences in one place is called by intercultural communication. (Vatmaningrum:2013, P. 2) says that intercultural communication becomes one of the phenomena that cannot be avoided. Intercultural communication is a kind of interaction between two or more people from different countries who have differences and variations of notion, language, religion, culture, custom and others.

Intercultural communication happens in variety of situations and conditions; those are education, health, and socio economy need (Michael & Kenneth: 1971). In education field, when a person decides to study or do research abroad, the intercultural communications absolutely happen. The interaction and contact of people between many countries with the different cultures, religions, and norms meet each other. For instance, Indonesian people who has a chance to study abroad in Australia or another country, people must have an interaction with other people from that native country and from other students who come from other countries.

In the medical or healthcare field, when a person who has a kind of chronic disease and cannot be solved in his/her country, s/he will be sent to another country to get extraordinary treatments from other country that has a good quality in the healthcare need. Hence, the intercultural communication must happen between the patient, nurse and the doctor. They must understand the strategies of communication which are suitable or unsuitable in some conditions of intercultural communication. On the other word, a person who has a contact with other person who has different culture/ different country, s/he must know the culture and the language of other country.

The last illustration comes from socio economical field; the researcher gives an example from the Karate Kid movie. The movie shows that the two Americans; Dre and his mother, Mrs. Parker, who immigrate to China because of the socio economical reason that is a job vacancy reason. In America, particularly in Droit, they live in very small apartment with low income. Dre's mother is a single parent

and has an obligation to fulfill her needs and also Dre's necessity, it needs much money to fulfill their necessity. Thus, Dre's mother looks for a new job which gives much money than her job in America. Therefore, the researcher says that his mother decides to go to China, it is an astonishing choice. They will follow the dynamic of life. Life is not static. On the other word, they will develop in another country because they will get a new environment by having a contact with other people with differences of culture, regions and differences of languages. This case indicates that intercultural communication happens in every context of human life. Those all three fields show to the readers that intercultural communication is included in many circumstances and the interaction in intercultural communication gives benefits for people in it.

The intercultural communication relationship is mutualism. In fulfilling the mutualism relationship, people must understand the cultural and linguistic knowledge (Deena and Meera: 1993, p.39). In this case, social or cultural experiences and linguistics knowledge are important aspects to make a successful intercultural communication. Cultural experience is a person has to know the culture of the country where s/he lives. For example the custom, style, behavior, and the norms of a country, while linguistics knowledge means people must know the phonological, morphological, and grammatical knowledge in doing intercultural communication. Those two aspects included in the aspects/ elements how to be a successful speaker/interlocutor in intercultural communication.

Intercultural communication is very significant to be studied based on some reasons. Firstly, the topic about intercultural communication is very close to the social view. It means that intercultural communication happens almost around the world and relates to human life. Secondly, by knowing what properties are needed to make successful intercultural communication, people could see other people, other races, other regions, other nations openly. (Deena, Levine & Mara Adelman: 1993, P.39) says people cannot judge *ours* is right and *theirs* is fully wrong. They say that the different country may have different culture in showing respectness and politeness to others. Hence, the researcher argues that people must learn other languages; they also must learn the culture itself.

The object of this research is taken from a movie; entitled is The Karate Kid, therefore, the spoken discourse from movie is scripted into written discourse. The aim of the changing form from spoken into written form is to make the researcher easier in seeing and analyzing the context of the intercultural communication strategies showed in the movie. The focus of the research is the intercultural communication strategies between people with different nations using English (Chinese and Native English) as a means of daily communication. The researcher considers that the intercultural communication from this movie as an object research is very pensively. From linguistics point of view, it is very important for everyone, especially people who has passion in linguistics or sociolinguistics area. It reminds people that even if people are knowing aspects of language (phonological, grammatical, morphological aspects, et al) deeply, those are not guaranteeing us to be a successful speaker in

communication, specifically in intercultural communication. Therefore, people need to know in detail the culture where s/he lives (cultural knowledge). It is also supported by (Barnett: 2012) , he says language and culture is interchangeable. Thus, the researcher concludes, if people would be able to understand the language, people must understand deeply about the culture that country has.

There are some previous researchers that already did their researches about intercultural communication. For verifying this research is significant to be conducted, the researcher shows some previous researches. First is the significance of *cross cultural communication in international business negotiation* which written by Tingkin Zang and Hui Zou (2008), they discuss about the importance of knowing other culture, to make successful negotiation in business necessity, secondly is from Casper Nielsen with his finding about *social media meets cultural communication*. In that study, he investigates about cultural communication, but he is more focuses on media role, he did the research more focus on cultural of media rather than the linguistics features.

The last available data comes from Nataliya Linstrom with her study about *intercultural communication in health care* (2008). She declares that knowing other cultures is very importance in health care need; she uses quantitative approach in doing her research in explaining how non Swedish and Swedish interact in health institution use gesture communication with their differences gender and power. This research is completely different from other previous studies because this research is

not only exploring on the specific area, but it is also describing the importance of intercultural communication over all happens in daily life, as in education, social, economy area. In short, the researcher emphasizes to people that human need intercultural communication in their life.

1.2. Research Questions

1. What are the strategies used by interlocutors involving in the intercultural communication?
2. How are the intercultural communication strategies used by the interlocutors to make successful intercultural communication?

1.3. Research Objectives

1. To identify the strategies used by interlocutors (Chinese and American) in communication with their different culture background
2. To identify how the strategies are used by the interlocutors (Chinese and American) in communication with their different culture background to make successful intercultural communication.

1.4. Significances of the Research

The research gives both theoretical and practical contributions. Theoretically, this research can improve the knowledge of sociolinguistics especially in intercultural communication. It can upgrade more understanding about the strategies used in context of intercultural communication. So, this research is expected to give a contribution and information in the field of sociolinguistics. It can be one of the examples or references to others who want to analyze or study about intercultural

communication. For the researcher, it is expected to give a deeper contribution in understanding intercultural communication, whereas practically, the researcher emphasize that everybody in this world must understand that human has enough competence in communication because they have UG (universal grammar). People must apply and approve it into reality that human has a potential UG to make an effective/ successful communication. The Kate Barardo's principle is useful theory for communication needs. It becomes a consideration that must be considered to make an effective communication, indeed in multicultural context. However, by only having linguistics competence is not enough yet to become a successful interlocutor in communication, especially in intercultural communication. Therefore, we need a sufficient understanding about cultural knowledge such what Kate Barardo's explain about the term of *Speak slowly and clearly, ask for clarification, check for understanding, avoid idiom, be careful of jargon, define the basics of business, be specific, choose the medium of communication effectively, Provide information via multiple channels and be patient.*

1.5. Scope of the Study

The researcher focuses on the strategies used in intercultural communication between American (Dre and his mom/Mrs. Parker) and some Chinese in China. The researcher focuses on their communication with Chinese involving what the strategies and how they communicate each other to make a successful communication. For example what kind of the strategies which are the interlocutors conveyed in doing intercultural communication with their different cultural background.

1.6. Definition of Key Terms

- Intercultural communication* : the relationship among some people from different country that may bring differences of cultures for several reasons, for example commercial necessity and education necessity, et al.
- Intercultural communication strategy: the way/ strategy used by speaker to make successful interaction
- Verbal communication* : the interaction between two or more people use language in conveying and receiving the message
- Non verbal communication* : the interaction between two or more people use gesture for giving and receiving the information. Different country may bring different culture; it means the same sign/gesture may bring different meaning. For instance the sign of thumb for Japanese is money, yet for American's perspective; getting a thumb sign from other person is sign of good/ excellent from what people do/did.

Linguistics knowledge : a latent of all people in this world that every human has a capability to communicate to others

Cultural knowledge : knowing only the linguistics knowledge is not sufficient enough to do communication, people need socialize to others in order to get a knowledge what should or should not do when person does a communication.

1.7. Research Method

1.7.1 Research Design

The research is qualitative research. It is called by qualitative research because the research used a social phenomenon as an object. This research discussed about intercultural communication that becomes a phenomenon which happens everywhere. Intercultural communication happens in healthcare, education and also in socio economical field.

The researcher focused on the strategy of intercultural communication between two people/speakers who have different country with their different language and culture. The purpose of this research is to explore about the strategies of intercultural communication between Chinese and American who live in China based on Kate Barardo's principle.

Specifically, this research used ethnographical communication approach since the object of this research used a holistic explanation of social interaction, culture, behavior in society (Creswell: 2012). By using Kate Barardo's theory for intercultural communication, the researcher explored and indicated the strategies used in intercultural communication in detail rather than other theories, such as pragmatic, speech act theory and so on.

1.7.2 Research Instrument

In this research, the researcher used human instrument. It means that the researcher was the main instrument to collect the data and analyze the available data. The essential reason of using human as a main instrument has a purpose because only the human who can analyze, observe and state the data which are relate to social phenomena.

For getting the data, the researcher took from utterances of communication between Chinese and American. Not all utterances in communication that occur in this movie must be analyzed. The researcher only focused on the strategies used in communication between American and Chinese to makes smooth communication with Kate Barardo's' theory.

1.7.3 Data and Data Sources

The researcher took the data from a movie. Entitled *The Karate Kid 2010*. The data of this research was launched in 2010. This movie is an inspiring movie from *The Karate Kid 1984*.

To answer the research questions, what are the strategies used by interlocutors involve in the intercultural communication and how are the intercultural communication strategies used by interlocutors to make a successful intercultural communication, the researcher took the data only focused on the strategy used when Dre and her mom as an American have a conversation/ contact with some Chinese who live in China in their daily life from morning to the night what and how they interact each other.

1.7.4 Data Collection

Firstly, the researcher watched the movie (*The Karate Kid*). While watching the movie, the researcher also collected the strategies are used by two interlocutors (American and Chinese) that may relate to intercultural communication strategies. After that, the researcher scripted the utterances into written form that delivered by both American and Chinese in their daily intercultural communication. The researcher made the communication into written form to make it easier in analyzing the data.

For verifying the validity of the data, the researcher watched again the movie to correct the scripts of intercultural communication strategies that produced by both Chinese and American in the movie. And for the last step,

the researcher coded the utterances that suitable to be investigated that compatible with intercultural communication strategy.

1.7.5 Data Analysis

The researcher focused on analyzing what the Chinese and American strategies doing both verbal and non verbal intercultural communication contextually. First, the researcher displayed the utterances when the actors communicate to Chinese based on Kate Barardo's principle

Secondly, the researcher omitted the data that were not relevant to this research. Thirdly, the researcher analyzed the data based on Kate Barardo's theory. Consequently, the researcher gave conclusion and suggestion or probably a recommendation about what the researcher already did about this research what and how the strategies used of the interlocutors to make a successful intercultural communication.

In analyzing the data, the researcher uses the Kate Barardo's strategy. Those strategies are *Speak slowly and clearly, ask for clarification, check for understanding, avoid idiom, be careful of jargon, define the basics of business, be specific, choose the medium of communication effectively, Provide information via multiple channels and be patient.* The Kate Barardo's theory is very significant to be used for this research because of some considerations. The Kate Barardo's principle is very comprehensive in analyzing the effectiveness doing communication in social phenomena. A

social phenomenon is intercultural communication included in daily life of people around the world, such as in education, health care, and socio economy fields.



CHAPTER II

REVIEW OF THE RELATED LITERATURE

This chapter explains the current literature of this research which focuses on American and Chinese intercultural communication strategy. Firstly, the researcher explores what actually communication is. Secondly, the researcher explains to the narrow one, that is intercultural communication. In intercultural communication, the concept of culture must be understood by person from different culture and behavior who is doing communication. Thirdly, for verifying the analysis of the research, the researcher displays a theory used in this research, that is Barardo's strategies/principles in doing intercultural communication.

2.1 Communication

Lyons cited in Budiasra, et al (2007) says that communication is one structurally activity for conveying people feeling, emotions, and attitude. In short, communication refers to a tool for conveying actual information. People could use communication to express their feeling. Such as in sad, happy, down condition, they could show their emotion in communication. Then, another definition of communication comes from Alwood (1985), he says that communication is an activity that done by two or more people use language for dynamic and transactional reason in order to share meaning and information in their daily life in everywhere. For example in buying and selling a thing/ service process, people use language as a means of communication to have a contact with other people.

From those two definitions, the researcher concludes that communication is one of the activities that happen everywhere people stand. It means that communication is globalized around the world. People use communication in everything they do in their daily life. For instance, in fulfilling his/her necessity, people mainly need communication to get a respond from others. It is completely impossible to get his/her necessity without communication. By communication, people could interact to other people who have same and different characteristics. It builds a meaning that by doing communication; people could understand well how to interact to others. It makes people become a good communicator; a flexible person to interact to others. Moreover, by communication, people are easier to share, give, or decline the comment or request with language that he/she used.

In communication, the term of culture is very valuable and debatable. Culture adheres to communication. Edward & Hall cited in Kim (1999) say that culture is communication. Hence, the researcher says culture is cannot be separated to communication. They are two aspects that inseparable. Culture influences the way people how to converse, how to walk, how to eat, how to think and see situation and case, and others. On the other word, culture and communication are two aspects that cannot be separated.

2.1. 1 Culture

Culture is the most important thing in doing communication. It is used for getting the smoothness of communication, specifically in intercultural communication. Lustig & Koester cited in Remington, et al (2005) say that culture is a learned set of shared interpretations about beliefs, values, and norms, which affect the behaviors of a relatively large group of people. It is supported by D.C Locke cited in Kim (1999) says that culture is the body of learned beliefs, traditions, principles, and guides for behavior that are commonly shared among members of particular group of people at a given a point in time. Then, from the two explanations of culture in human daily life, it is taken the one key concept of culture is the word “learned”. Thus, the researcher argues that people need to know the culture of the society before doing communication, purposely in cross or even in intercultural communication. Culture could be understood by two possibility reasons, they are it could be learned and the other one is it could happens because of a habit. The cultures of the society influence the people within the interactions. For example the culture most of Asian people love indirectness in communication. Thus, if they do not like something/someone, they tend to do not say that they do not like that thing/person, they hid their feeling. The directness in the society is valued as impolite way in communication. It is completely different to Western people that love the directness and straight forward in communication. In this point, there is no the false and there is no the right one. People only must know the strategy used communication in area where they stand.

From the experts' thought of culture above, the researcher argues that social habitual in a daily life of people such as norms, values, beliefs, and behavior are interconnecting how people interact to others: how to do communication. For instance, majority of Indonesian are Muslim, how to life, ho to walk, how to talk; and how to communicate to others are influenced by Islam religion values.

After knowing the exploration what actually communication and what the relationship between communication and culture, the researcher enlightens the main issue from this research; that is intercultural communication.

Communication itself is divided into two parts. They are verbal and non verbal communication.

A. Verbal Communication

Verbal communication refers to the way people speak. We cannot assume the way communication is universal because culture influences how the way people do communication. (Deena & Mara:1998., P.40) say that most western people love directness rather than indirectness in communication. Conversely, Eastern people, such as Asian people prefer indirectness rather than directness in verbal communication. For instance when Asian people do not have money, they tend to say excessively long conversation to get a debt/ borrow some money to his/her friend. It is done to cover their shyness and the self esteem. However, the western people tend to do point what they need. If they want to borrow money, they just straight forward say that they need money to his/her friend. In short, there is no the same value in communication. If people would like to be a good communicator, they have to know the culture itself.

B. Non Verbal Communication

Non verbal communication is communication without words. It is like a sign used in communication. Different area might have the same sign in communication, but they bring multiple meanings. Furthermore, people need to study about intercultural communication to make a successful and effective communication. Non verbal communication is important as verbal communication. As the proof of its importance, it is showed that the clash of culture in intercultural communication happens not only because of the misunderstanding of verbal communication, but it also happens because of the lack of non verbal knowledge in communication. For example (Denna & Mara: 1998, P.39) say that Asian people lack of eyes contact used in communication. Hence, American assumes that Asian people have lack of the eyes contact refers to mistrust to other people. Actually the way how they communicate is different, including in usage of eyes contact. Another example is the using of giving a thumb in Japan is different to America, Australia, or even in Europe. For Japanese, thumb means money, whereas for American, Australian, or Europe people, thumb means good. Therefore, the researcher says well understanding of non verbal communication is very crucial to be considered in intercultural communication.

2.2 Intercultural Communication

Edward & Hall cited in Kim (1999) say that intercultural communication is a set of learned guides to behaviors which are generally shared by particular people from different cultures, different countries, and different regions. From that argumentation, the researcher says that a behavior in communication is created by the society itself and how to be the expert in communication with other people who come from different areas who have different regions, notions, or behaviors, people have to study that culture, because culture is something that can be studied. Hence, every one might be a good interlocutor in communication.

Lyons cited in Budiasra, et al (2007) says that the information exchange happens in communication, such as in intercultural communication. One of the functions of intercultural communication is used for interchanging meaning/information in form of message from one country into another country for a purpose. For example the economy purpose which is shown in this Karate Kid movie. The messages could be sounds, gestures, facial expressions; here, in communication need what are namely interlocutors (hearer and speaker or reader and writer, or even readers and the writer). In short, the researcher says communication is very clearly showing the disparity of linguist and non linguist user. Whether or not person who is great in communication is clearly seen from how the way he/she communicates. Even in communication to a stranger when he asks information. It is supported by Barnett & Lee, (2002) define intercultural communication as the, "...exchange of information about culture between two groups of people with significantly different cultures.

The researcher uses the Kate Barardo's strategy. Those strategies are *Speak slowly and clearly, ask for clarification, check for understanding, avoid idiom, be careful of jargon, define the basics of business, be specific, choose the medium of communication effectively, Provide information via multiple channels and be patient*. The Kate Barardo's theory is very significant to be used for this research because of some considerations. The Kate Barardo's principle is very comprehensive in analyzing the effectiveness doing communication in social phenomena. A social phenomenon is intercultural communication included in daily life of people around the world, such as in education, health care, and socio economy fields. In addition, the researcher takes Kate Barardo's principle to make it easier in classifying the communication between American and Chinese who are living in China. It is used because this theory is very appropriate to approach the social phenomena that interconnects to culture. It could display the data in detail rather than other theories.

2.3. Kate Barardo's Strategy in Intercultural Communication

This theory is called by 10 strategies of Barardo. There are 10 strategies in doing communication, especially:

2.3.1 Speak slowly and clearly

In doing communication, people must focus on clearly enunciating and slowing down the speech. Even if people pressured for time, don't rush through your communication.

2.3.2 Ask for clarification

If a person as the listener are not 100% sure that s/he has understood what others say, he/she politely ask for clarification. Do not pretend to be understood if you are not understood.

2.3.3 Frequently check for understanding

Check both that the listener has understood what the speaker has been said. Besides, a person practice reflective listening to check your own understanding (e.g. 'So what I hear you saying is...') and use open-ended questions to check other people's understanding. Ask, 'what's your understanding of this process?' instead of 'is that clear?'

2.3.4 Avoid idioms

Different area might have different behavior, custom, and values, also in the idiom usage. Therefore, people have to consider the usage of idiom to avoid miscommunication.

2.3.5 Be careful of jargon

Watch the use of TLAs (Three Letter Abbreviations) and other organizational language that may not be understood by others. If you use them, provide in parentheses a description of what these are so others can learn to use the same language you do.

2.3.6 Define the basics of business

In international business contexts terms such as: 'success', 'doneness', 'meetings', 'punctuality', etc. may mean different things to different people. Spend

time early in your communication defining what these mean to you and others.

Invest in building a shared vocabulary.

2.3.7 Be specific

Spell out your expectations and deadlines clearly. Instead of, ‘Please get back to me shortly.

2.3.8 Choose your medium of communication effectively

Carefully choose your form of communication (phone or video conference, email, instant message, etc.). Be mindful not to ‘overuse’ email. While useful, there are times when the medium is likely to be ineffective. When a message is complex and complicated or there is tension or conflict that needs to be resolved, switch to another medium.

2.3.9 Provide information via multiple channels

Follow phone calls with emails that summarize what’s been said. When possible, provide presentations, agendas, etc. in advance so those working in their non-native language can get familiar with materials.

2.3.10 Be patient.

Cross-cultural communication takes more time. If not at all times, certainly initially you cannot expect your communication to occur with the same speed and ease as when you are communicating with someone.

For verifying this research is significant to be conducted, the researcher shows some previous researches. First is the significance of *cross cultural communication in international business negotiation* which written by Tingkin Zang and Hui zou (2008), they discuss about the importance of knowing other

culture, to make successful negotiation in business necessity, secondly is from Casper Nielsen with his finding about *social media meets cultural communication*. In that study, he investigates about cultural communication, but he is more focuses on media role, he does the research more focus on cultural of media rather than the linguistics features.

The last available data comes from Nataliya Linstrom with her study about *intercultural communication in health care* (2008). She declares that knowing other cultures is very importance in health care need; she uses quantitative approach in doing her research in explaining how non Swedish and Swedish interact in health institution use gesture communication with their differences gender and power. This research is completely different from other previous studies because of two essential reasons. First, this research is not only exploring on the specific area, but it is also describing the importance of intercultural communication over all happens in daily life. In education side, social side, economy side, we need intercultural communication. Whereas the second reason is this research shows to the world that everyone could become a successful communicator with simple theory from Kate Barardo's principle. They are *speak slowly and clearly, ask for clarification, check for understanding, avoid idiom, be careful of jargon, define the basics of business, be specific, choose the medium of communication effectively, be patient.*

CHAPTER III

ANALYSIS AND DISCUSSIONS

This chapter presents the data analysis from two research questions; those are 1) What are the strategies spoken by interlocutors involved in strategy of intercultural communication? And 2) How are the strategies of intercultural communication used by interlocutors helping them to make successful intercultural communication. The data are analyzed based on Grice principle. The involvement of Barardo's strategies are to explore the data more comprehensively in approaching social and culture phenomena, specifically in intercultural communication research.

3.1 Data Analysis

Datum 1:

Guide : Mrs. Packer?

Mrs. Parker : Hi. Hmm it's Parker

Guide : oh apologized, Mrs. Parker (Shaking hands), welcome to Beijing, okay. This is your rental agreement in English. So the landlady is Mrs. Wong, her English is not good. But if something goes wrong you go to Mr. Han, his English is very good. Okay welcomes to Beijing

Mrs. Parker : hmm so, I see you tomorrow.

Mrs. Parker : okay...sure, thank you, wait wait (running after her)

Analysis

The interaction above could be seen as intercultural communication based on two essential reasons. They are the participants and the setting. Related to the participant, in this interaction, the participants of intercultural communication must come from different countries and they have diverse cultural backgrounds, languages, and different regions. The interaction happens between American and Chinese people. They are Dre's mother as American and the Chinese as a guide; they come from different countries. Then, in terms of setting, the dialogue happens in China's airport when Dre and her mother just slightly arrive in China. The function of setting is showing people the difference of occurrence every action.

In the beginning of the dialogue, the guide makes a mistake in pronouncing Dre's mother's name. Parker becomes Packer. Dre's mother as American tends to be direct and straight forward; she directly makes right her name by saying "Hi. Hmm it's Parker". She does not have intention to hurt the guide's feeling. There is no intention to mock the guide's pronunciation. The researcher analyzes that for Americans; it is better to correct or make a right the wrong directly rather than hide it. Thus, to make a successful intercultural communication, the guide asks sorry for her mistake. He says "*oh apologized, Mrs. Parker (Shaking hands), welcome to Beijing.....*" that is included in the strategy of making a successful interaction. The strategies are asking for clarification and frequently check for understanding.

Related to the research question how the strategies communication makes a successful interaction are showed by the guide asks clarification how to pronounce Mrs. Parker's name correctly. In addition the guide asks apology for her mistake. Besides, there is a positive respond from Mrs. Parker. She is not angry but she checks for understanding the guide pronunciation and smile because the guide could pronounce well. Those occurrence shows to the movie watchers that the interaction could be signified as successful of intercultural communication.

Datum 2:

Dre : Ehmm excuse me hmmm the maintenance man?

Security staff : there is no respond (he does not understand)

Dre : Mr. Han?

Security staff : (point to the left) and using Chinese language

Dre : thanks...

Security staff : (nodding)

Analysis

This interaction happens between Chinese security staff and Dre as American new immigrant. What the reason which makes Dre has a contact with the Chinese security staff because Dre might think that the best way in *asking question* is to the security staff and another possibility is Dre might think that security staff ; as a civil profession, he must know English well. Dre choose some strategies in the

interaction. They are speak clearly and slow, then he uses medium of communication effectively (face to face communication)

This dialogue shows the successful intercultural communication from Dre strategy of questioning. He says “excuse me” to ask a question is used for giving polite impression and successful intercultural communication. Dre asks a maintenance house by using English, whereas the security staff looks like does not understand English. It is showed by security staff’s reaction. He just keeps silence, nothing responds. Fortunately, Dre has good communicative competence knowledge, specifically in pragmatic knowledge. The question’s strategy by shortening (he talks slowly and clearly) the question is used by Dre with saying “*Mr. Han?*”, he might assumes that the security staff will understand the question well rather than Dre asks him by visualizing the maintenance man work, such as like repairing a car or something in front of the security staff. Then, the security staff answers Dre’s question by using non verbal language to point to Mr. Han’s house. Non verbal language use represents that dialogue is the interaction of intercultural communication. The researcher says a person who does not understand what other interlocutor says in intercultural communication tends to use non verbal language, like what happen in this interaction. He points his finger to the left means the maintenance man’s house is in left side. It is enough understood by Dre. In this dialogue, the security staff probably understands the meaning of Dre thanks expression. However, he probably does not know how to respond that. He only keeps nodding; nodding means yes. Other strategy that used by Dre is he uses direct/face to face communication in asking the maintenance

man's house. This way is easier to get information of road or street rather than using phone or others.

Datum 3

Dre : *nichaw ma minza?* How that 'sound?

Meiling: almost like a Chinese

Dre : yeah, I am fluent. And I don't know about that guy was walking about? I thought you sounded great

Meying: thank you

Dre : so, you are practicing for anything? Like a show?

Meiying: yes, I have an audition next month. For the Beijing Academy of Music

Analysis

There are two strateys of intercultural communication from the datum 4. They are the language and the setting (China). In the dialogue, Dre opens the interaction by using Chinese language. Thus, the researcher says people will consider that the dialogue is an interaction between person from different country due people know that Dre is American. There is no other reason why he uses Chinese unless he has a conversation with a Chinese.

How the language strategy of intercultural communication makes a successful intercultural communication is showed when the teacher exits from the violin room for a while to have a phone, Dre enters the room and tries to talk by using Chinese *nichaw ma minza?*. He talks by using Chinese slow but clear.

For that, Meying gives a positive respond to him by saying almost like a Chinese. Hence, it is clearly enough to show that Meying has good cultural knowledge. Even though Dre says completely correct in using Chinese pronunciation, the utterance almost like a Chinese is used to motivate Dre in learning Chinese language and culture as new immigrant in China”. Or in another word, Meying does not mocking at him. It is done to make Dre feels comfortable live in China. Indeed, the researcher considers why Dre talks by using Chinese language because he has an intention to make a close relationship to Meying. He wants Meying being his good friend. And another probability is Dre wants to entertain Meying since she gets a strict comment from her teacher. Furthermore, he tries hardly to utter Chinese sentences correctly(speak slowly and clearly).

Datum 4:

Dre : I got this. And this is for you. I downloaded this. It has a very cool violins stuff and I thought maybe you could play along and it's not like Bach. And but thought maybe you'd like it and some Bach, I think you will love it

Meying: xie xie

Pauses

Meying: it's the story about Goddess and a boy she loves. I love this story.

Her mother does not approve of him. So, she cuts a wide river in the sky to separate them forever. But once a year all the birds in the

sky felt sad for them and they form a bridge. So the two of them
maybe together for a single night

Dre : I will be there at your audition if you come to my tournament

Meying: okay, I will be there

Dre : *pinky swear!*

Meying: (confused)

Dre : see, you wrap your hands like this “I swear will be at your
tournament no matter what happens.

Meying: and I promise to cheer bigger than anyone else when you win

Analysis

This dialogue happens between Dre and Meying. They have a promise to meet each other in a Chinese festival. The researcher finds that there are several interesting strategies to be analyzed. Those are language use of Chinese slowly and clearly and the use of jargon. First, the strategy of intercultural communication is showed in the language used. Meying says thank you by using Chinese language (xie xie) to Dre. xie xie is a Chinese expression of thank you. Furthermore, the researcher says that Meying teaches Dre a Chinese culture implicitly by switching the English into Chinese simply.

Interconnected to the term of language used of xie xie slowly and clearly, it could be used as successful intercultural communication due Dre understand that as thanks expression in China. Thus, there is no misunderstanding, the

interaction goes smoothly: it means the dialogue is involved in successful communication.

Secondly, in this situation, the use of jargon strategy is seen clearly. In their negotiation to present to the Kung fu tournament, Dre asks Meying to tie her little finger with his little finger as what American do in making a promise (the jargon promise of American style). However, Meying does not understand what does pinky swears means. The researcher analyzes why Dre invites Meying to tie her finger and his finger is to introduce his culture about the importance of fulfilling a promise in American culture. Or another reason is Meying promise to attend to his tournament will motivate him to practice Kung fu diligently. Furthermore, he asks Meying to do pinky swears.

How the strategy of intercultural communication is applied to make a successful communication is displayed by Dre's respond when Meying does not understand a meaning of pinky swears. Dre directly explains to Meying what the meanings of pinky swear. Pinky swears means a non verbal language which is used by teenager American in making a promise. The researcher analyzes Dre use pinky swears is used to emphasize the strength of fulfilling the promise. If one of the interlocutors breaks the promise, there is no mercy for that. The researcher finds that pinky swears is the simplest and best way to make a promise. There is no enough time to make a promise letter or so on. After they make a promise, Dre goes to meet his mother and Mr. Han in the front of puppet performance stage.

Datum 5

Dre : what's up Mr. Han?

Mr. Han : did I say come in?

Dre : hmm I think you did. I mean.. (Exit from the house)

Dre : Mr. Han can I please come in?

Mr. Han : yes

Analysis

This intercultural communication could be seen by considering one of the cultural relativity terms; that is respect way or it could be called considering the business/need. The respect way is showed when Mr. Han asks Dre to exit from the house, and Dre goes directly exit the house and ask permission to enter to the house in order to practice Kung fu. The researcher analyzes that either in America or China, the privacy value is very valuable. The researcher finds that Dre probably assumes that Asian people is not really care about privacy, he might thinks that he does not need permission to enter the house to practice Kung Fu as usual. That is totally wrong. Hence, Mr. Han as a teacher teaches Dre how to respect other by teaching him from the smallest thing, such as how to respect other by asking permission, but it is very significant thing to avoid miscommunication in intercultural communication . It is also supported by Mr. Han wisdom word in another occasion; he tells to the movie watcher that Kung fu lives in everyday people do. Such respect, politeness, stays strong, concentrate and so on.

Dre's reaction in responding Mr. Han comment is considered as a way or strategy to respect teacher and to get his business in practicing kung fu consistently. Dre thinks that he and Mr. Han have a close relationship and he also thinks that there is no strict regulation to enter Mr. Han's house due both Mr. Han and Dre himself already know that the Dre's attendance in his house is practicing Kung Fu. In fact, Dre is still need asking permission to enter his teacher house. There is a difference culture between Chinese and American culture that have to obedient by Dre as a person who lives in China. Everyone who lives in one place, he/she has to obedient the rule in it. Then finally, in order to make a successful intercultural communication, Dre exits from Mr. Han house and asks Mr. Han to enter the house.

Datum 6

Dre : so, why don't we take the Shiroko?

Mr. Han : I don't drive the Shiroko

Dre : Do you have a license?

Mr. Han : yes

Dre : so you have a license and a car, and we are in the train.

Mr. Han : Please speak quite

Dre : I am just saying. Seems like could've saved lots of money.
Don't you think?

Mr. Han : do you always ask these many questions?

Dre : I am sorry... So what we are learning today?

Analysis

The dialogue happens in the train when they go journey to the Kung fu Mountain leaning center; a place where Mr. Han practice Kung fu when he was child. The distance from Mr. Han house is far enough. It needs several times to go to there. Actually, it could use by train or car to the mountain. But, Mr. Han prefers to go there by a train. It makes Dre is shocked; why they do not use a car. The researcher finds two strategies of intercultural communication which are showed in the interaction above; there are proofs of intercultural communication strateys; from the setting and participant (Hyme's SPEAKING Principle). The setting happens in a train in China and the participants come from Chinese and American. Besides, there is a questioning strategy that difference between American and Chinese culture. For instance, in America, a person who likes questioning, it commons happen. That is usual. It indicates that he/she has enthusiasm to get in touch to others. In contrast, the questioning habit in China, it is included in unusual culture. In Chinese context, It is could be seen as impolite person if person too much in having questions. Asian person tends to be passive in his/her environment, for example in the class room. Chinese people tend to be silent to keep gap or reluctant to others. Thus, to make a successful intercultural communication, Mr. Han says to Dre *stop to question all the time*. The researcher supposes why Dre is shocked and still asks about a car because he would like to erase the past memory of Mr. Han's family that is not completely happened because of Mr. Han's mistake and other possibility is Dre

loves to use a car because that is faster than a train. It is suitable for American anthem, that is time is money

The strategy of intercultural communication which is used to make a successful intercultural communication is could be seen from the way Dre refers to do not ask many questions again to Mr. Han. The researcher says that is included in simple way but meaningful. Again, Dre has good communicative competence in pragmatic knowledge. He says sorry and being silent person without asking question at all. Besides, the researcher adds that the Maxim theory could be used in this context that is “appropriateness” when the appropriate time for person could asks any question, when he/she has to be silent person without asking lots of questions.

Datum 7:

Dre : it is the place you learnt kung fu?

Mr. Han : yes everything about me was born from here, I was born here.
Shaodre, you can leave it your bag pack and skateboard here,

Dre : so where we going?

Mr. Han : we journey to the top of mountain, drink from the dragon well.

Dre dragon well. It's probably closer than it is than looking at it.

Right?

Mr. Han : silent

Dre : are we there yet?

Mr. Han : soon

- Dre : how do you say water in Chinese?
- Mr. Han : shuei
- Dre : I need some shuei, I am really thirsty,I am thirsty,
- Mr. Han : water on the top of mountain

Analysis

The strategy of intercultural communication above might be seen from the way of the in Dre's questioning strategy . The interlocutors are Dre as American student and Mr. Han as Chinese Kung fu teacher. Their dialogue happens in the journey hiking to the water dragon well. Thus, the researcher easily says that the dialogue must be involved in intercultural communication. Kung fu as traditional Chinese culture must be known and taught by Chinese person; he is Mr. Han, whereas the Kung fu learner is Dre as American immigrant. Both of them are the interlocutors in this interaction. Next, in questioning culture, people know that majority of American students like to question to their teacher in their class, they are active in class and they believe a silence or passive student in the class, they do not give attention to their teacher or lecturer. Thus, there is no question or respond from the passive student, whereas Chinese students tend to be not active/silent in their class, like what most Asian students do. The researcher analyzes why Chinese students to be silence in class because they are shy or probably they are a kind of reluctant person who keeps space to a person who has higher status. It is different with a culture of American that has a desire to ask what he/she does not know yet. It's like what Dre expresses in this dialogue. From the first journey,

Dre asks lots of questions. However in the middle of journey, he is tired and thirsty. Hence, he asks to Mr. Han water uses Chinese (shui). He has a strategy to switch the water into shui. Because he thought that by using Chinese, Mr. Han will bring him water. But he does not. He does not get water at all. The reaction of Mr. Han is just keep silence. He does not give Dre water in order to teach him honesty, patient, and struggle.

The similarity of Dre and Mr. Han respond in this occasion is their silence. Silence which they used is for making successful intercultural communication. Dre silence means there is no expectation anymore to get water from Mr. Han answer; Mr. Han answers Dre by using non verbal language. He just keeps silence. Their silences are named by communication without words. They have well understood of cultural knowledge when the linguistics knowledge is not being used in communication. Thus, the researcher says that both cultural and linguistic knowledge are very importance in doing communication, specifically in interaction from interlocutors who come from different area. In short, the successful intercultural communication above is solved by their silence; Mr. Han gives a clue that he cannot give Dre water, while Dre understands that clue by his silence respond. They are has good pragmatic knowledge understanding.

Datum 8:

Mei ling : Dre? (shocked)

Dre : is your dad home?

Father : (come to the front of Dre)

Dre : Sir, my name is Dre Parker, my actions have brought dishonor to your family, your daughter has been a great friend to me and from her, and I have learned that a true friend is a person who makes your life better. But if you give me a second chance, I promise that I will be the best friend your daughter has ever had. *(He writes to an apologize letter with Chinese language and speaks in front of Meying father and Meying)*

M father : (talk to her daughter by using Chinese language and shortened by Meying to Dre. The meaning is

Meying : my daughter told that she made a promise to be at your tournament. In our family, we do not break our promise.

Dre : xie xie (hand sign)

Analysis

This interaction is included in intercultural communication based on several reasons. They are respect strategy by using Chinese language slow but clear, choose face to face medium in doing communication and non verbal language use of thanks expression. Related to the term of respect way, it is showed in the way Dre asks forgiveness from Meying's father. He goes to Meying's father house for begging forgiveness what Dre did in previous days that makes Meying was late went to the violin tournament. The researcher analyzes that actually Dre could ask forgiveness from phone, letter, or others. However, in this opportunity, the researcher estimates that asking forgiveness is politely done

directly face to face. It might happen because Dre ask help for Mr. Han opinion or probably he has good cultural knowledge to ask Meying father's mercy by attending to his house, but he asks Mr. Han to translate it into Chinese. This respect strategy is used for persuading Meying's father to give Dre a mercy and give him a chance to become Meying's friend. The best point that Dre does is he uses Chinese language in asking a mercy for his mistake though he reads the Chinese text. It is included in hard struggle from him. Hence, it makes Meying's father lets him becomes his daughter's friend and permits Meying in attending to Dre Kung fu tournament.

The strategy of intercultural communication which is showed in this interaction is showed from Dre struggle in asking forgiveness and mercy strategy by using Chinese. The researcher finds it is the best way to persuade Meying's father to give Dre a mercy. First, by Dre action, it is showed to him that Dre is a good boy, while about strategy of using Chinese language; it is strength the intention of Dre to ask a mercy and regrets of Dre's mistake in the previous days. This strategy is seen which makes a successful intercultural communication because Dre gets the purpose what he wants from Meying's father.

Concerning with non verbal language slow and clear, Dre gives a symbol thank you by tying his hands as Chinese does if they say thank you (xie xie). The researcher analyzes to Dre's action message; something hidden from the non verbal thank you sign use. The thanks sign he used for appreciating Meying positive respond for his mercy to forgive Dre. Then, another possibility reason why Dre uses the Chinese non verbal thanks is in exaggerating his happy feeling

and it is also to describe that Dre is already understand the Chinese culture to Meying's father.

The successful interaction in this conversation is showed when Dre gives a Chinese thanks expression to Meying's father by uniting his hands in front of him. It happens in the end of dialogue and it could be involved as successful intercultural communication by displaying Meying father's nodding respond as a sign/symbol to accept Dre becomes one of Meying's friend.

Datum 9

Doctor : he is done, I am sorry you should not continue, you have brought honor to your family (use Chinese)

Mr. Han : doctor says you did great

Dre : do you think that I could have won?

Mr. Han : win or lost does not matter Xiao Dre,

Dre : you know that was not what I mean

Mr. Han : yes. I think you had a good chance

Dre : so, let's do the fiery cup thing

Mr. Han : you don't need to fight anymore; you have proven everything you need to prove,

Dre : what? That can I get beat up easy and then quit? That's not balance. That's not real Kung Fu.

Dre : You said that when life knocks you down, you could choose whether or not to get backup, well, I am trying to get back up, and why wont you help me?

Mr. Han : because I cannot watch you get hurt anymore.

Dre : please Mr. Han please...

Mr. Han : just tell e Xiao dre? Why? Why you need to back out there so badly?

Dre : because I am still scared. No matter what happens, tonight when I leave, I don't want to be scared anymore.

Analysis

The researcher finds the intercultural communication is seen from the strategy of Mr. Han respond. Here, Mr. Han respond to Dre is he forces himself to speak lie to Dre. He translates wrongly to Dre what actually doctor says about Dre's condition. The lie here as a business intention from Mr. Han to support Dre. The doctor says that Dre is getting hard injury and he suggests to Dre to do not continue the Kung Fu tournament. In contrast, Mr. Han says to Dre that Dre did the Kung fu was very amazing. The researcher analyzes that a lie from Mr. Han is made for entertaining Dre. In this case, Dre gets very hard injury. Thus, Mr. Han does not force Dre to continue the tournament. If Mr. Han does not praising Dre what he already did in the Kung fu tournament, the researcher might assume that Dre will be sorrow and sad. It might be as a reason why Mr. Han translates what doctor says wrongly; he wants Dre does not regret what already happens into him.

The cultural relativity is showed in this occurrence. The researcher says that the lie strategy is properly used in China to make someone happy. On the contrary, in American value, straight forward (to do point) strategy is always done

in America culture. They do not like talking running the bush. Thus, the researcher finds lie way in Asian culture sometimes is used for positive purpose, as what Mr. Han did.

How the dialogue above shows the struggle to make a successful intercultural communication is showed when Dre asks Mr. Han to support him to follow the Kung fu tournament again. He tries so hard in asking Mr. Han a permission to let him continue the tournament. Finally, Mr. Han agrees to what Dre ask. Then, it makes Mr. Han helps him by healing Dre's injury with Chang fa (Chinese traditional healing). The way of Dre asking for Mr. Han help honestly, it makes Mr. Han's heart melts.

3. 2. Discussion

After analyzing the data, the researcher says several significant things from the data: in seeing the intercultural communication, it is easily for people for using Barardo's principle to approach the interaction; is the contact included in intercultural communication or not. The Barardo's principle in intercultural communication is used for analyzing the data in detail. The elements of Barardo principle are *speak slowly and clearly, ask for clarification, frequently check for understanding, avoid idioms, be careful of jargon, define the basics of business, be specific, choose your medium of communication effectively, provide information via multiple channels, be patient*. By having well knowledge of Barardo's principle, people will easily make a smooth/successful intercultural communication.

Talking about the object of this research, it comes from a movie. This movie is one of the American movies that taken in China context. This movie is taken as a subject research for seeing one of the language phenomena that exist now on. This research includes in sociolinguistics research which relates to the term of *language, social, and culture*. Thus, the researcher analyzes the data linguistically and she interconnects to the American and Chinese culture. Indeed, sometimes people could not separate between language and culture. They are interchangeable. Therefore, it is very interesting to be analyzed.

Then, the researcher finds that the most significant thing that clearly shows the dialogue is included in intercultural communication could be analyzed from Barardo's principle based on the strategy speak slowly and clearly and choose the medium interaction effectively. Besides, there is a supporting idea, that is Hyme's SPEAKING principle. People will easily recognize the interaction is intercultural communication comes from participant/ interlocutor and the setting of communication. People will faster consider that the dialogue or the interaction from the person; who is he/she. It is clearly showed from the physical of the person or the dialect of the person when he/she utters a sentence by using English. An Asian people will be seen rather awkward in conversing with others by using English, specifically Chinese, Taiwanese and Japanese. One of the reasons is they are rather difficult in pronunciation the consonant L and R.

In short, studying intercultural communication is important with the purpose of knowing what strategies that could be applied or should not be applied in intercultural communication in order to make a successful communication. By

having well understanding the knowledge of intercultural communication; they are cultural and linguistic knowledge, people could identify how the language should be used in having contact with a person from different cultural background.



CHAPTER IV

CONCLUSIONS AND SUGGESTION

This chapter presents conclusion and suggestion. Conclusion is taken based on the analysis of the data while suggestion is given for readers who are interested in this topic.

A. Conclusion

From the result above, it can be concluded that the most strategies used by people to make a successful intercultural communication is having good knowledge of linguistics and cultural knowledge. Besides, The Barardo's principles are very appropriate to make a successful intercultural communication. The strategies are *speak slowly and clearly, ask for clarification, check for understanding, avoid idiom, be careful of jargon, define the basics of business, be specific, choose the medium of communication effectively, be patient*. However, the most frequency Barardo's strategy used in intercultural communication could be seen from *the strategy speak slowly and clearly and choose the medium interaction effectively*. Besides, there is a supporting idea, which is Hyme's SPEAKING principle. People will easily recognize the interaction is intercultural communication comes from *participant/ interlocutor and the setting of communication*.

Then, how the intercultural communication of Barardo's strategies are used in interaction between two interlocutors who have different cultural background are showed in several circumstances. Such as miscommunication in using sign/symbol , false in pronouncing Chinese/English language, different used of custom in daily life, the differences of using directness and indirectness way in communication.

Last but not the least, the researcher states that studying intercultural communication is important to know the importance of intercultural communication due intercultural communication globalizes the world. In education, health care, business, politics, and other areas. Since then, people are aware of intercultural communication strategies to be used in intercultural communication as a strategy in having contact to other people with their different cultural background in order to conscious to use it in the right time, place, moment, and context.

SUGGESTION

The researcher suggests people could analyze and investigate other intercultural communication from other point of view, such as science and technology view, ethnography, politic and other researches in order to extend the knowledge of intercultural communication.

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LIST OF APPENDIXES

Appendix 1: List of the data

Appendix 2: Curriculum Vitae

Appendix 3: Consultation Schedule



APPENDIX

LIST OF THE DATA

Datum 1:

Guide : Mrs. Packer?

Mrs. Parker : Hi. Hmm it's Parker

Guide : oh apologized, Mrs. Parker (Shaking hands), welcome to Beijing, okay. This is your rental agreement in English. So the landlady is Mrs. Wong, her English is not good. But if something goes wrong you go to Mr. Han, his English is very good. Okay welcomes to Beijing

Mrs. Parker : hmm so, I see you tomorrow.

Mrs. Parker : okay...sure, thank you, wait wait (running after her)

Datum 2:

Dre : Ehmm excuse me hmmm the maintenance man?

Security staff : there is no respond (he does not understand)

Dre : Mr. Han?

Security staff : (point to the left) and using Chinese language

Dre : thanks...

Security staff : (nodding)

Datum 3

Dre : *nichaw ma minza?* How that 'sound'?

Meying: almost like a Chinese

Dre : yeah, I am fluent. And I don't know about that guy was walking about? I thought you sounded great

Meying: thank you

Dre : so, you are practicing for anything? Like a show?

Meiying: yes, I have an audition next month. For the Beijing Academy of Music

Datum 4:

Dre : I got this. And this is for you. I downloaded this. It has a very cool violins stuff and I thought maybe you could play along and it's not like Bach. And but thought maybe you'd like it and some Bach, I think you will love it

Meying: xie xie

Pauses

Meying: it's the story about Goddess and a boy she loves. I love this story. Her mother does not approve of him. So, she cuts a wide river in the sky to separate them forever. But once a year all the birds in the sky felt sad for them and they form a bridge. So the two of them maybe together for a single night

Dre : I will be there at your audition if you come to my tournament

Meying: okay, I will be there

Dre : *pinky swear!*

Meying: (confused)

Dre : see, you wrap your hands like this “I swear will be at your tournament no matter what happens.

Meying: and I promise to cheer bigger than anyone else when you win

Datum 5

Dre : what’s up Mr. Han?

Mr. Han : did I say come in?

Dre : hmm I think you did. I mean.. (Exit from the house)

Dre : Mr. Han can I please come in?

Mr. Han : yes

Datum 6

Dre : so, why don’t we take the Shiroko?

Mr. Han : I don’t drive the Shiroko

Dre : Do you have a license?

Mr. Han : yes

Dre : so you have a license and a car, and we are in the train.

Mr. Han : Please speak quite

Dre : I am just saying. Seems like could’ve saved lots of money.

Don’t you think?

Mr. Han : do you always ask these many questions?

Dre : I am sorry... So what we are learning today?

Datum 7:

Dre : it is the place you learnt kung fu?

Mr. Han : yes everything about me was born from here, I was born here.

Shaodre, you can leave it your bag pack and skateboard here,

Dre : so where we going?

Mr. Han : we journey to the top of mountain, drink from the dragon well.

Dre dragon well. It's probably closer than it is than looking at it.

Right?

Mr. Han : silent

Dre : are we there yet?

Mr. Han : soon

Dre : how do you say water in Chinese?

Mr. Han : shuei

Dre : I need some shuei, I am really thirsty,I am thirsty,

Mr. Han : water on the top of mountain

Datum 8:

Mei ling : Dre? (shocked)

Dre : is your dad home?

Father : (come to the front of Dre)

Dre : Sir, my name is Dre Parker, my actions have brought dishonor to your family, your daughter has been a great friend to me and from her, and I have learned that a true friend is a person who makes your life better. But if you give me a second chance, I promise that I will be the best friend your daughter has ever had. *(He writes to*

*an apologize letter with Chinese language and speaks in front of
Meying father and Meying)*

Meying father: (talk to her daughter by using Chinese language and shortened by
Meying to Dre. The meaning is

Meying : my daughter told that she made a promise to be at your
tournament. In our family, we do not break our promise.

Dre : xie xie (hand sign)

Datum 9

Doctor : he is done, I am sorry you should not continue, you have brought
honor to your family (use Chinese)

Mr. Han : doctor says you did great

Dre : do you think that I could have won?

Mr. Han : win or lost does not matter Xiao Dre,

Dre : you know that was not what I mean

Mr. Han : yes. I think you had a good chance

Dre : so, let's do the fiery cup thing

Mr. Han : you don't need to fight anymore; you have proven everything you
need to prove,

Dre : what? That can I get beat up easy and then quit? That's not
balance. That's not real Kung Fu.

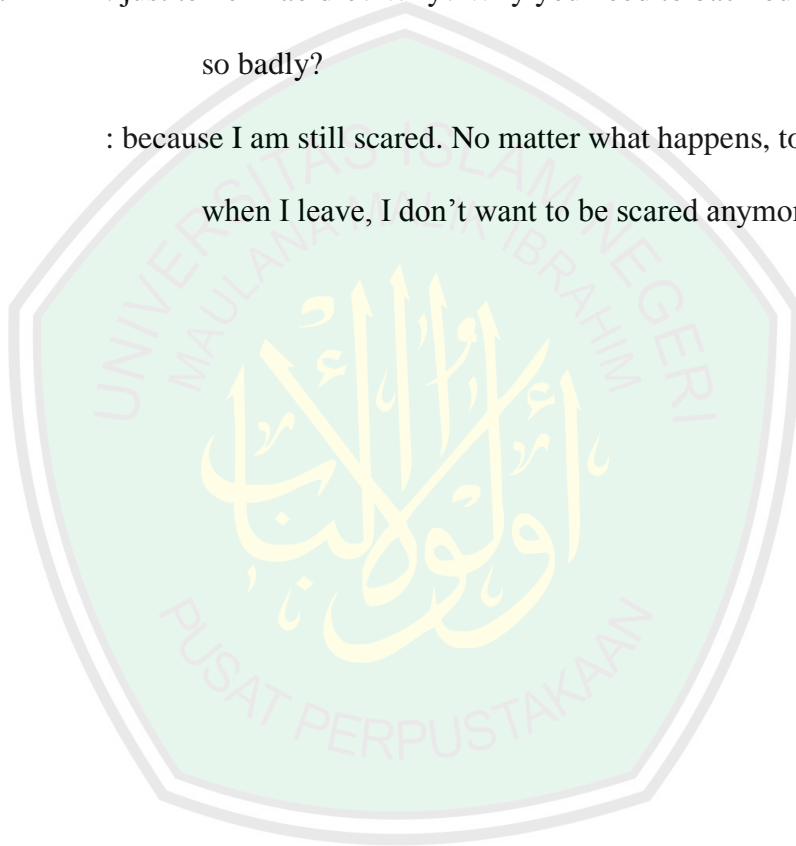
Dre : You said that when life knocks you down, you could choose whether or not to get backup, well, I am trying to get back up, and why wont you help me?

Mr. Han : because I cannot watch you get hurt anymore.

Dre : please Mr. Han please...

Mr. Han : just tell e Xiao dre? Why? Why you need to back out there so badly?

Dre : because I am still scared. No matter what happens, tonight when I leave, I don't want to be scared anymore.



CURRICULUM VITAE

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APPENDIX

CONSULTATION SCHEDULE

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