

**EXPLORING POLITENESS TACTICS BY JOURNALIST TO
MAINTAIN RELATIONSHIPS IN *THE POST* MOVIE**

THESIS

**By:
M. Akmal Bashoirul Mustafid
NIM 17320175**



**DEPARTMENT OF ENGLISH LITERATURE
FACULTY OF HUMANITIES
UNIVERSITAS ISLAM NEGERI MAULANA MALIK IBRAHIM
MALANG
2024**

**EXPLORING POLITENESS TACTICS BY JOURNALIST TO
MAINTAIN RELATIONSHIPS IN *THE POST* MOVIE**

THESIS

Presented to
Universitas Islam Negeri Maulana Malik Ibrahim Malang in Partial
Fulfillment of the Requirements for the Degree of Sarjana Sastra (S.S.)

By:
M.Akmal Bashoirul Mustafid
NIM 17320175

Advisor:
Mazroatul Ishlahiyah, M.Pd
NIP 199107222023212036



**DEPARTMENT OF ENGLISH LITERATURE
FACULTY OF HUMANITIES
UNIVERSITAS ISLAM NEGERI MAULANA MALIK IBRAHIM
MALANG
2024**

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Malang, May 20, 2024
The researcher,

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M Akmal Bashoirul Mustafid
NIM 17320175

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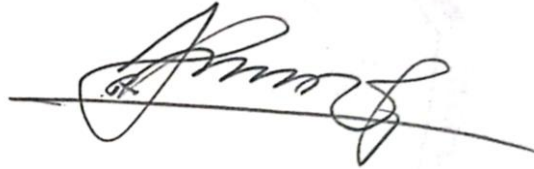
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Malang, June 5, 2024

Approved by

Advisor

Head of English Literature Department,



Mazroatul Ishlahiyah, M.Pd.

Ribut Wahyudi, M.Ed., Ph.D.

NIP 199107222023212036

NIP 198112052011011007

Acknowledge by

Dean,



Dr. M. Faisol, M.Ag.
NIP 197411012003121003

LEGITIMATION SHEET

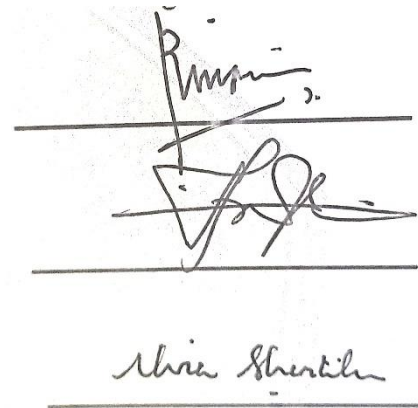
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Malang, June 05, 2024

Board of Examiners


1. Rina Sari, M.Pd (Chair)
NIP 197506102006042002
2. Mazroatul Ishlahiyah, M.Pd (First Examiner)
NIP 199107222023212036
3. Mira Shartika, M.A. (Second Examiner)
NIP 197903082023212008

Signatures



Approved by

Dean of Faculty of Humanities



Dr. M. Faisol, M.Ag.

NIP 197411012003121003

MOTTO

حَيْرُ النَّاسِ أَنْفَعُهُمْ لِلنَّاسِ

‘The best people are those who are most beneficial to humans’

(HR. Ahmad).

“Dungo seng akeh yo le”

Unknown

DEDICATION

I dedicate this thesis to:

My beloved parents, Mr. M Munir Mustafid and Mrs. Indah Nurul Zumaroh, my grandmother, Mrs. Asrika whose love and prayers are endless for me. My beloved aunty, Dewi Ana Maria Ulfa Fita Luka, and my best uncle, Totok Dwi Handoko who has supported me all the time. My close friends who are always with me in the revision period, who always listen to most of my complaints. Thanks for you all.

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I am fully aware that this thesis would not have been completed without the help and support of those closest to me. For my beloved parents, Mr. M. Munir Mustafid and Mrs. Indah Nurul Zumaroh, and my beloved grandmother, Mrs. Asrika, I would like to thank you very much for the inner and outer supports, for all the prayers and encouragement that have always been given to me unceasingly.

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To my close friends, I would like to thank you, especially to all of my hanging out friends, Alfian, Gigih, Nando, Fansha, Rizky, Syahrizal, Putri, Fauzi, Abdul, Mudhoffar, Azhar, Atok, Ayik, Acil, Firman, Kusairi who always help and accompany me in the process of finishing this thesis. I thank you all for realizing the dream of my mom and dad, who want their son to become a scholar.

Although this research has many shortcomings, I will be happy to be given all criticisms and inputs. I hope this research can contribute to linguistics research and can be a reference for future researchers.

Malang, May 20, 2024

M Akmal Bashoirul Mustafid

ABSTRACT

Mustafid, M Akmal Bashoirul (2024) *Exploring Politeness Tactics by Journalist to Maintain Relationships in The Post Movie*. Thesis English Literature Department, Faculty of Humanities, Universitas Islam Negeri Maulana Malik Ibrahim Malang. Advisor: Mazroatul Ishlahiyah, M.Pd.

Keywords: *Politeness Tactics, Interpersonal communication, Journalism, Maintaining Relationships, The Post movie*

Journalism is required to strike a balance between reporting the truth and maintaining relationships with interlocutors. The use of politeness tactics by journalists is one of the factors that has a big influence on journalists' performance in maintaining relationships with sources. This research aimed to analyze what politeness tactics were used and the application of these tactics to maintain relationships. This research used the theories of Brown and Levinson (1987) and Lakoff (1990) to analyze the data. This research used a descriptive qualitative method by analyzing the utterances of the characters in *The Post* movie as the data source. The research showed that positive politeness tactics were the tactics most frequently used by the characters in *The Post* movie with a frequency of 54 times, and the frequency of Negative Politeness tactics were 33 times, Bald on-record Politeness tactics were 19 times, and off-record Politeness tactics were the least frequently used with a frequency of 8 times. The characters in the movie also applied politeness tactics by Lakoff (1990) which were Distance, Deferential, and Camaraderie Politeness Tactics to maintain relationships. The findings of this research had answered the research objectives which showed that journalists used various politeness tactics to maintain relationships with their interlocutors. It is possible to understand better how journalists use politeness tactics to build relationships with sources and audiences, and how politeness tactics can influence the quality of journalism in further research.

ABSTRAK

Mustafid, M Akmal Bashoirul (2024) Mengeksplorasi Taktik Kesantunan oleh Jurnalis untuk Menjaga Hubungan dalam Film *The Post*. Skripsi Program Study Sastra Inggris, Fakultas Humaniora, Universitas Islam Negeri Maulana Malik Ibrahim Malang. Dosen Pembimbing: Mazroatul Ishlahiyah, M.Pd.

Kata Kunci: Taktik Kesopanan, Komunikasi Interpersonal, Jurnalistik, Menjaga Hubungan, Film The Post

Jurnalisme dituntut untuk mencapai keseimbangan antara pemberitaan kebenaran dan menjaga hubungan dengan lawan bicara. Penggunaan taktik kesantunan yang dilakukan jurnalis merupakan salah satu faktor yang berpengaruh besar terhadap kinerja jurnalis dalam menjaga hubungan dengan narasumber. Penelitian ini bertujuan untuk menganalisis taktik kesantunan apa yang digunakan dan penerapan taktik tersebut untuk menjaga hubungan. Penelitian ini menggunakan teori Brown dan Levinson (1987) dan Lakoff (1990) untuk menganalisis data. Penelitian ini menggunakan metode deskriptif kualitatif dengan menganalisis tuturan tokoh film *The Post* sebagai sumber data. Hasil penelitian menunjukkan bahwa taktik kesantunan positif merupakan taktik yang paling sering digunakan oleh karakter dalam film *The Post* dengan frekuensi sebanyak 54 kali. Taktik kesopanan negatif dengan frekuensi sebanyak 33 kali, taktik kesopanan Bald on-record dengan frekuensi sebanyak 19 kali, dan taktik kesopanan Off-record paling sedikit digunakan dengan frekuensi sebanyak 8 kali. Tokoh-tokoh dalam film juga menerapkan taktik kesopanan Lakoff (1990) yaitu Taktik Jarak, Kehormatan, dan Kesopanan Camaraderie dalam menjaga hubungan. Temuan penelitian ini telah menjawab tujuan penelitian yang menunjukkan bahwa jurnalis menggunakan berbagai taktik kesantunan untuk menjaga hubungan dengan lawan bicaranya. Kita dapat memahami lebih baik bagaimana jurnalis menggunakan taktik kesopanan untuk membangun hubungan dengan narasumber dan khalayak, dan bagaimana taktik kesopanan dapat mempengaruhi kualitas jurnalisme dalam penelitian lebih lanjut.

خلاصة

مستفيد، م أكمل بصايروول (2024) استكشاف تكتيكات الأدب من قبل الصحفيين للحفاظ على العلاقات في فيلم ذي بوست. رسالة ماجستير، قسم الأدب الإنجليزي، كلية العلوم الإنسانية، جامعة مولانا مالك إبراهيم الإسلامية الحكومية، مالانج. المشرف : مزروعة الإصلاحية

.الكلمات المفتاحية: تكتيكات المداراة، التواصل بين الأشخاص، الصحافة، الحفاظ على العلاقات، فيلم ذي بوست الفيلم.

مطلوب من الصحافة تحقيق التوازن بين نقل الحقيقة والحفاظ على العلاقات مع المحاورين. يعد استخدام الصحفيين لأساليب الأدب أحد العوامل التي لها تأثير كبير على أداء الصحفيين في الحفاظ على العلاقات مع المصادر. يهدف هذا البحث إلى تحليل تكتيكات المجاملة المستخدمة، والأنواع المستخدمة بشكل شائع، وتطبيق هذه التكتيكات للحفاظ على العلاقات. يستخدم هذا البحث نظريات براون ليفينسون (1987) ولاكوف (1990) لتحليل البيانات. يستخدم هذا البحث المنهج الوصفي النوعي من خلال تحليل أقوال الشخصيات في فيلم ذي بوست كمصدر للبيانات. أظهر البحث أن تكتيكات المجاملة الإيجابية هي التكتيكات الأكثر استخداماً من قبل الشخصيات في فيلم ذي بوست بتكرار 54 مرة. تكتيكات المداراة السلبية بتكرار 33 مرة، وتكتيكات المداراة الصلعاء بتكرار 19 مرة، وتكتيكات المداراة خارج السجل هي الأقل استخداماً بتكرار 8 مرات. طبقت الشخصيات في الفيلم أيضاً تكتيكات المداراة التي كتبها لاکوف (1990) وهي تكتيكات المسافة والتأجيل والصدقة الحميمة للحفاظ على العلاقات. وقد أجابت نتائج هذا البحث على أهداف البحث التي تبين أن الصحفيين استخدموا أساليب التأداب المختلفة للحفاظ على العلاقات مع محاورهم. من الممكن أن نفهم بشكل أفضل كيف يستخدم الصحفيون تكتيكات المداراة لبناء علاقات مع المصادر والجمهور، وكيف يمكن أن تؤثر تكتيكات المداراة على جودة الصحافة في مزيد من الأبحاث.

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CHAPTER I

INTRODUCTION

The first section of the research explains the background of the study, research question, significance of the study, scope and limitation and definition of the key terms to explain the fundamentals of this research.

A. Background of the Study

In the modern, fast-paced, and interconnected world, Journalism is important in public affairs because it informs, educates, and holds those in positions of power accountable (Shi, 2023). Journalism thrives on the delicate balance between reporting the truth and maintaining relationships with sources and subjects. Politeness tactics are essential tools for journalists. The use of politeness tactics employed by journalists is one of the factors that have a big impact on journalist's performance in maintaining relationships with the sources.

The relationship between politeness tactics and journalism comes from how journalists can minimize Face-threatening acts in interaction with the source. Brown and Levinson (1987) define politeness tactics as a variety of approaches to preserving positive social relationships, In the context of journalism, these tactics are critical for developing and maintaining relationships with sources, as well as conducting interviews and reporting politely and ethically.

Journalists might use Positive Politeness tactics, such as expressing interest in the hearer's hobbies and employing humor, to create rapport with sources and maintain professionalism during interactions. Similarly, Negative Politeness

tactics, such as being submissive and respectful of the other person's autonomy, are useful in journalism for navigating delicate themes while maintaining the interviewee's dignity. Bald on-record is also used when journalists want to convey a matter directly without further ado without caring about the face of the interlocutor because of the urgency of the matter. Off-record tactics used by journalists to convey a matter indirectly to maintain relationships with interlocutors. Overall, using politeness tactics in journalism is critical for building trust, acquiring information, and presenting news responsibly and thoughtfully.

The movie has a substantial social component and reflects the lives of common people. Films give a natural and genuine atmosphere for practicing language (Barza & Memari, 2014). Moreover, movies also show the value of visual approaches in providing crucial insights into human behavior and can be used as study instruments.

This study used *The Post* an American political movie, published in 2017 as an appropriate choice for examining the employment of politeness tactics by journalists because of its depiction of the ethical and moral problems faced by journalists, for example during the publishing of the Pentagon Papers. The film sheds light on the struggle between the government and the media, making it a useful tool for researching how journalists utilize politeness tactics to maintain relationships because it focuses on the Washington Post's decision to publish classified information, as well as the legal and ethical difficulties that occurred, the film serves as a great basis for analyzing journalists' communication tactics in pursuit of truth and transparency while managing conflict.

While *The Post* is set in the 1970s, the politeness tactics it portrays remain relevant. Today, the challenge for journalists is to maintain relationships with sources or interlocutors because journalists are a tool of public trust. Examining the use of politeness techniques used by journalists in this film can provide insight into the values of journalism in building relationships and strengthening journalism ethics.

Previous research has examined the use of politeness tactics in various contexts. These studies show that people employ different politeness tactics in preserving “face” by engaging in face-saving actions and guarding against face-threatening actions. This aims to maintain harmony in interactions. The researchers also examined the use of politeness in professional settings, such as the workplace, where it is especially important to maintain hierarchy and create a positive communication environment.

Puspitorini and Hamdani, (2023) conducted research entitled "An Analysis of Politeness Strategies Kit Connor in the Heart Stopper Series". The purpose of this research is to explain the various functions and types of politeness methods used by the characters in the series, namely Kit Connor. The method used in this research is discourse analysis using the ideas of Brown and Levinson's politeness tactics (1987). The data taken in this research are in the form of utterances and words used by Kit Connor in the television series *The Heart Stopper*. The findings in this research show that the politeness tactics used by Kit Connor were 37 utterances, with the details being Bald on-record 18.9% (seven times), positive politeness 54% (twenty times), negative politeness 24.4 % (nine times), and Off-

record 24.4% (one).2.7%. Kit Connor's most frequently used politeness tactic was "offers and promises" which was applied 18.9%, or seven times. In general, he uses these politeness strategies to maintain and develop positive relationships.

Akter (2023) has conducted research on "The effectiveness of polite language in social behavior" and its role in avoiding clashes and maintaining good relationships among individuals. The data taken from this research were male and female graduate students from eight different educational institutions. This research analyzes differences in linguistic behavior between genders. The results of this research show that both male and female students use politeness tactics in conversation to avoid conflict and maintain good relationships. This study draws conclusions about the importance of linguistic politeness in social behavior and cultural and personality representation.

Abdul (2023) conducted research of "a socio-pragmatic analysis of President Braham Salih's political interviews". The data taken in this research focus on speech acts, politeness strategies, and cooperative principles. This research examines the impact of sociocultural factors on presidential speeches and examines the differences between political interviews and everyday conversations. The research results of this study emphasize the importance of politeness in the context of political interviews which is based on sociocultural factors and adapting to speech, as well as the use of politeness strategies and responses to face-threatening acts in that context.

Salsabila et al. (2022) conducted research on "Politeness Maxims as A Positive and Negative Speech Act by The Characters Habibie and Ainun Movie".

The method in this research is a qualitative approach and content analysis. This research found that positive speech acts were used more often than negative speech acts used by the characters in the film "Habibie and Ainun", thus emphasizing the importance of language politeness in fostering positive relationships and reducing conflict. The conclusion underscores the importance of respectful communication to ensure mutual respect between speaker and interlocutor.

Suryani (2022) investigated the politeness strategies used in vlogs on Ranz Kyle's YouTube channel. She discovered 21 data that describe politeness tactics. In this study, vloggers frequently employ the bald-on-record approach, 12 data points were obtained directly (bald on record), 3 using a negative politeness technique, 5 using a positive politeness method, and just 1 using an off-record strategy. According to the study, Ranz Kyle and his interlocutors frequently utilized blatant on-record politeness techniques in scenarios such as mocking, ignoring/rejecting, criticizing, disbelieving, and becoming furious.

Arianti (2022) investigated the employment of positive politeness methods in cross-cultural interviews between Desi Anwar and Dewi Soekarno (Japanese) and Bill Gates (American). Exaggeration, repetition, including both S and H, and compliments are some of the positive politeness methods utilized in the interview with Dewi Soekarno. The study discovered that the interview with Dewi Soekarno had more positive politeness methods than the interview with Bill Gates, which goes against Japanese and American communication norms.

Mulaiawan et al. (2021) conducted research entitled A Politeness Strategies Used by Indonesian Journalists on Racism Issue. This research examines the

politeness strategies employed by Indonesian journalists in reporting on racism, using data from the Jakarta Post newspaper. The study identifies both on-record and off-record strategies and finds that off-record strategies are more commonly used. The researchers conclude that the journalists address the issue of racism in a polite manner and provide valid information. The research method used was a descriptive qualitative approach to analyze five articles.

Suyono and Andriyanti (2021) conducted a study on Negative Politeness Strategies in *What Would You Do?* TV Show. They investigate the forms and determinants of negative politeness methods employed by participants on the YouTube channel of the TV show "What Would You Do?" between late 2018 and 2019. The study used a descriptive qualitative method. The study set included 106 utterances with negative politeness tactics from 39 videos. Questions and Hedges was the most commonly used strategy, with 40 instances. Payoffs were the most influential element in the selection of these strategies, accounting for 84 times. The study also looked at the elements that influence the application of these methods, such as circumstances, social distance, social power, and the rank of imposition. The findings indicate that individuals utilized these methods to avoid upsetting others and maintain social relationships.

Probosini (2020) investigated the usage of politeness tactics in the movie *The Devil Wears Prada*. This study aims to explain the politeness methods used by the main characters in *The Devil Wears Prada* film. It was discovered that 135 politeness methods existed. It was: Bald on Record (47), Positive Politeness (49), Negative Politeness (19), and Off Record (20). According to the data, positive

politeness tactics are the most common, indicating the importance of demonstrating respect and establishing healthy relationships at work.

Supriyanto (2017) did research entitled "An Analysis of Politeness Strategies Used by Claire Peterson in the Boy Next Door Movie". The purpose of this research is to describe the types and functions of politeness methods utilized by Claire Peterson in the film *The Boy Next Door*. This study falls under discourse analysis and is based on Brown and Levinson's idea of politeness tactics. The data source is a movie script of the film *The Boy Next Door*, which is in the form of words and sentences. According to the analysis, Claire Peterson utilized politeness tactics in 37 utterances. In particular, she employs the approach of bald on record seven times, or 18.9%, positive politeness twenty times, or 54%, negative politeness nine times, or 24.4%, and off record once, or 2.7%. Claire Peterson's most frequently employed politeness approach is "offer and promise," which is a positive politeness tactic. This approach is employed seven times, or 18.9%. In general, she employs politeness tactics to maintain and develop positive relationships with others in her daily life.

From the previous studies above, this research builds on Mulaiawan et al. (2021) entitled *Politeness Strategies Used by Indonesian Journalists on Racism Issue*. However, what sets this research apart is the focus of the analysis. This study will analyze the politeness strategies that journalists dominantly apply and the journalist's performance to maintain relationships.

Despite the rich depiction of journalistic practices in the film *The Post*, there has been little research focusing on politeness tactics used specifically by

journalists. This study aims to fill this gap by systematically exploring the use of politeness strategies by journalists, using *The Post* movie and the implications of the application of politeness tactics for maintaining professional relationships. The researcher utilized Brown and Levinson's (1987) politeness tactics theory to investigate how journalists in the post movie use politeness tactics to maintaining relationship. With the following the research questions It aims to explore the numerous politeness tactics used by journalists in *The Post* movie. The research examines how the characters in *The Post* movie use politeness tactics in their utterances.

B. Research Questions

Based on the background of the study above, the research identifies the problem by following the research questions as follows:

- 1 What are the types of politeness tactics employed by journalists in *The Post* movie?
- 2 How do journalists in *The Post* movie use politeness tactics to maintain relationships with the interlocutors?

C. Significance of the Study

This study provides practical contribution, It can be used as a resource for students of linguistics who are interested in understanding politeness tactics and how they apply in real life. In addition, this research can inform journalists about the communication methods they employ to ensure smooth interactions, especially

when maintaining relationships with clients using politeness tactics. It contributes to developing ethical journalism and successful communication tactics.

D. Scope and Limitation

This study belongs to the umbrella of pragmatic studies in the linguistic field. Thus, the researcher focuses on the utterances in the film "The Post" which includes the Politeness tactics used by the journalists, and examines the implications that occur when they apply these politeness tactics and their performance in achieving their aims.

E. Definition of Key Term

To avoid misunderstanding, there are some terms that are important in this thesis, explained as follows.

Politeness tactics are the specific linguistic and communicative techniques individuals employ to mitigate potential face-threatening acts and maintain positive interactions. These strategies include various linguistic devices such as indirectness, hedging, politeness markers, and positive politeness expressions. Individuals use different politeness strategies to manage face, which refers to an individual's public self-image and the desire to have it affirmed and respected. Politeness strategies are context-dependent and can vary based on cultural norms, power dynamics, and the social relationship between the interlocutors.

Journalism is important because it exposes people to the truth, and people need to know things, according to Coach Currie (Adams, 2022) Journalism refers

to a journalist's work, which includes news, opinions, and reports, among other things. It is the investigation and reporting of current world events, such as fashion trends, political or general topics, and events, for a big audience.

The Post is a 2017 American historical drama film directed by Steven Spielberg. The movie portrays the true story of the publication of the Pentagon Papers by The Washington Post in the 1970s. It highlights the struggles and ethical dilemmas faced by journalists Katharine Graham and Ben Bradlee as they navigate the decision to expose classified government documents. *The Post* explores themes of freedom of the press, journalistic integrity, and the power dynamics between the media and political institutions. The film received critical acclaim for its performances, direction, and timely depiction of the importance of a free and independent press in holding those in power accountable.

CHAPTER II

REVIEW OF RELATED LITERATURE

This chapter presents the literature review of the research. It outlines the concept of pragmatics, politeness theory, politeness tactics, journalism and maintaining professional relationships and a brief review of *The Post* movie.

A. Pragmatics

Pragmatics is a discipline of linguistics that focuses on the relationship between language forms and the people who use them (Yule, 1996). The language phenomena which are discussed in pragmatics mostly deal with the use of language by its user. According to Yule (1996), Pragmatics focuses on four areas. Firstly, pragmatics is the study of the speaker's words and the hearer's endeavor to comprehend them. Pragmatics is the study of how to interpret a speaker's words in a given context. In this case, the context following the speaker's words must be comprehended by both the hearer and the speaker. Then, pragmatics focuses on interpreting the speaker's intended meaning of his words. After that, pragmatics focuses on how speakers and listeners communicate intimately.

In general, Pragmatics analyzes how language is used in interaction and how it functions to build and maintain social relationships. This is very useful for understanding the intricacies of politeness, such as indirectness, formality, and the use of language to soften potentially face-threatening acts. This is related to the journalism concept of the importance of maintaining relationships with audiences and sources. Pragmatics can help to provide an overview of how journalists use

language to manage relationships, be respectful and considerate with their interlocutors. The concepts in pragmatics above are very important for analyzing how journalists use language to maintain relationships with their audiences and sources.

In conclusion, Pragmatics plays a vital role in journalism by guiding journalists in their language use to maintain relationships and communicate effectively. The study of pragmatics in journalism is therefore essential for understanding the nuances of communication in the media and its impact on public discourse.

B. Politeness Theory

Brown and Levinson developed the concept of Politeness in 1978, and it remains one of the most influential frameworks for studying politeness in communication. Politeness is an important concept in interpersonal relationships; it determines how we convey respect, thoughtfulness, and social awareness (Ribino, 2023). The main concept for politeness theory by Brown and Levinson is based on the concept of Face by Goffman that defined the idea of face as "an image of self-delineated in terms of approved social attributes, albeit an image that others may share," referring to the individual's public identity (Goffman, 1955). Goffman's said people in talks seek for stability in their relationships, which includes keeping one's face and respecting the other person's face. Face-threatening act are speech acts in which the speaker threatens the other person's face, either positively or negatively.

Politeness tactics are used to mitigate face-threatening acts (FTAs), which are actions that threaten the positive face of the speaker or the negative face of the hearer. Positive face refers to the desire to be liked, approved of, and respected, while negative face refers to the desire to be free from imposition, interference, and obligation. Furthermore, FTA puts an interlocutor's face at risk. Brown and Levinson claimed that when confronted with the demand for FTA, a person should either blatantly and effectively execute FTA or seek to reduce FTA's influence on the listener's positive and negative faces. Politeness is a crucial part of maintaining effective communication in the social setting. The prerequisites for human collaboration and the creation of social order are the premise and foundation of Politeness (Brown & Levinson, 1987).

Brown and Levinson (1987) also said that Politeness reflects three social characteristics that the speaker will consider when interacting with one another. There are three categories: Power, Social distance and Level of imposition. Power encompasses both the speaker's and the listener's social rank. Social distance is defined as a factor that indicates the degree of mutual touch between the two parties and the rank of imposition determines the degree of disruption as stipulated in the FTA (Brown and Levinson, 1987).

C. Politeness Tactics

The notion of politeness theory that established by Penelope Brown and Levinson (1987), provides a useful framework for studying how people deal with face-threatening situations while maintaining friendly social relationships.

Politeness theory stresses the strategic use of language and behavior to limit potential dangers to one's face, or public self-image and social status.

1. Brown and Levinson's Theory of Politeness

The politeness strategies of Brown and Levinson in (Brown & Levinson, 1987) could be divided into four main strategies: Positive politeness, Negative Politeness, bald-on-record and off-record politeness Tactics.

a. Positive Tactics

Positive politeness is constructive politeness, and it is most common in groups of friends or situations where people from comparable social backgrounds are reasonably acquainted. It generally strives to reduce the gap between them by demonstrating friendliness and a strong desire to follow the presentation (lower FTA), i.e. this method seeks to reduce the audience's risk. Because the specific face that the FTA broke is not always fixed, Compared to negative politeness, positive politeness is less courteous. Good manners, according to Brown and Levinson (1978), are demonstrated when a correction partially satisfies a desire or when some of the redresses are in line with the addressee's wants. According to (Brown & Levinson, 1987), the aspect of insincerity is offset by exaggerated statements of agreement or interest that seem to seek to enhance one's reputation.

Additionally, Watts (2003) lists fifteen positive politeness strategies from Brown and Levinson. These tactics include **Noticing or attending to the listener's interests or needs** like *"I know you love coffee, so I got you this special blend"*. Using **exaggeration** to show interest or agreement like *"That was the best*

presentation ever! You did an amazing job!" and **Increasing curiosity** by rendering stories or topics more interesting, like *"You won't believe what happened at the meeting today!"*. After that, using **in-group identity** markers like familiar terms to show closeness for example *"Hey buddy, how's it going?"*.

Seek agreement on safe topics to avoid negative things like "Isn't this weather suitable for walking?". then by avoiding disagreement, namely by slowly avoiding direct contradiction, for example, "I understand what you mean, but maybe we can also reconsider". Build common ground through shared interests or experiences such as "We both love climbing, so let's plan a trip together." Using humor to put the listener at ease such as "It looks like you brought sunshine with you!" and showing knowledge and concern for the listener such as "I remembered you preferred tea, so I made a pot for you" are also effective tactics.

Additionally, **offering or promising to do something for the listener** like *"I will help you with your project if you need any assistance"*. Being **optimistic** that the listener wants the same as the speaker (*I'm sure you'll love this new movie as much as I did*) and **including both parties in activities** by using "We" like *"We should work on this together"* can foster a sense of collaboration. **Providing or asking for reasons** to ensure mutual understanding (*Can you tell me why you chose this option? I'm curious*), highlighting mutual benefits through **reciprocal exchange** like *"If you help me with this, I'll help you with your task"* and **giving gifts** like *"Here's a small gift to thank you for your help."* to show appreciation are further ways to demonstrate positive politeness and strengthen interpersonal relationships.

b. Negative Tactics

According to Brown and Levinson (1987), Negative politeness is a corrective action directed at the negative face of the addressee, who requires unrestricted freedom of action and consideration from the addresser and distinguishes between negative and positive politeness. The heart of each compartment is negative politeness, just as the heart of “families” and “joking” is positive politeness. In addition, Brown and Levinson (1987) said that the negative politeness outputs in all forms are used in general for social “*distancing*”. Therefore, they are likely to be used whenever a speaker or a sender wants to put a social brake on the course of interaction. Here are several types of negative politeness tactics include **hedging**, where speakers use qualifiers, modal verbs, or expressions of doubt to soften their statements. **Indirect requests** are another tactic, using gentle phrases or hints to indicate a desire without making direct demands, thereby reducing pressure on the listener. **Apologizing**, especially when the speaker acknowledges taking up the listener's time or resources, demonstrating consideration for the listener's negative face. Using **polite forms and honorifics**, such as titles or formal speech, shows respect and reduces the risk of appearing disrespectful, especially in professional work environments.

Offering choices helps maintain the listener's sense of autonomy by providing options in a non-coercive manner. **Avoiding imposition** involves minimizing or acknowledging the speaker's demands, using phrases like “*If it's not too much trouble*” or “*Only if you have time*” to show consideration for the listener's circumstances. Lastly, using **politeness markers** such as “*excuse me,*” “*please,*”

and *"thank you"* demonstrates respect and mindfulness of the listener's feelings, helping to soften requests or remarks and express gratitude.

c. Bald on-record Tactics

According to Brown and Levinson (1987), bald on record strategy is a direct way of saying things, without any minimization to the imposition, in a direct, clear, unambiguous and concise way. There are different kinds of bald-on-record usage in different circumstances. It is because the speaker can have different motives for their wants to do the FTA with minimum efficiency. The motives fall into two classes; one is where the face threat is not minimized and therefore ignored or irrelevant, and the other is where in doing the FTA bald on record, the speaker minimizes face threats by implication.

Brown and Levinson (1987) provide the example of a bald on-record tactics and suggest that the use of bald on-record direct imperatives is evident. Imperatives are often smoothed with hedges or traditional signs of politeness.

Using **direct requests**, such as saying *"Please pass me the salt"* is one of these tactics. *"I think we should move forward with Plan A"* is an example of an **assertive remark**. It is the kind of statement that is made clearly and plainly, without hesitation or apologies. Providing clear instructions is what it means **to give orders or directives**, particularly when one is in a position of authority or needs to act quickly, as in *"Close the door, please"*. The act of communicating absolute certainty in one's skills, knowledge or judgment, for example *"I am positive that we can meet the deadline"* is referred to as **confidence**. Saying *"I'm sorry, but I*

disagree with your assessment of the situation" is an example of how to **express disagreement** honestly and clearly without using euphemisms.

Offering a correction involves pointing out errors or inaccuracies directly, especially when factual accuracy is very important, such as *"Actually, the meeting is scheduled for 2pm, not 3pm"*. **Making a suggestion** means giving a clear and confident recommendation or idea without hedging, for example, *"I suggest we implement a new marketing strategy"*. Finally, **expressing appreciation** involves directly and sincerely expressing thanks for the listener's help, support or efforts, without diminishing the speaker's appreciation, such as saying, *"Thank you for your hard work on this project"*.

d. Off-record Tactics

According to Brown and Levinson (1987), Off-record tactics is the actor leaves it up to the addressee to decide how the act is to be interpreted. Off-record tactics is defined as a communicative act performed in such a way that a clear communicative aim cannot be assigned. In the other hand, Off record tactics are indirect communication strategies where speakers convey their needs, opinions, or directives in a way that allows the listener to interpret the intended meaning, providing plausible deniability for the speaker.

Furthermore, Brown and Levinson (1987) give several tactics include **hinting** such as **suggesting** *"It's a bit chilly in here"* and understating, like saying, *"I guess it wouldn't be too bad to stay a little longer"*. **Overstating** involves exaggeration, such as, *"I could eat a horse right now"* while using **metaphors** conveys messages figuratively like *"He's a real bulldozer when it comes to*

negotiations", **Rhetorical questions** such as *"Who wouldn't want a little extra time off?"* imply obvious answers. **Ambiguity** allows for multiple interpretations, exemplified by *"I might be able to help with that"*. **Euphemisms** like saying *"He's no longer with us"* instead of *"He died,"* soften sensitive topics.

Giving hints such as *"It would be great if someone could water the plants"* and **underplaying the speaker's role** like *"It just so happened that I was in the area"* are also common. use of irony (Oh great, there's still another meeting) and sarcasm (Well, you know how tax season is) to send an indirect message. Be vague for example with *"I'll see what I can do"* and be indirectly relevant like *"By the way about birthdays, do you have any plans this weekend?"* avoid direct statements. Using third-party references such as *"John said how helpful it would be to get this done by Friday,"* and shifting responsibility such as *"It would be nice if management could provide more support"* also convey indirect messages.

2. Lakoff's Theory of Politeness

Robin T, Lakoff, a renowned sociolinguistic researcher, has made significant contributions to the understanding of politeness tactics in language. In his work, he discusses the three main tactics of politeness in social contexts: Distance, Respect, and friendly politeness. This tactic is important for navigating social interactions and maintaining relationships with interlocutors. The researcher will explore theoretical concepts as a basis for journalists to maintain relationships with their interlocutors.

a. Distance Politeness

A key component of Distance politeness is establishing psychological distance between the speaker and the listener. This tactic used by humans which is similar with animal habits. Animals mark their physical boundaries with signs to warn off intruders such as "this is my territory, do not enter". Similarly, with humans, signs are also often used to establish boundaries. The main purpose is to show respect for one another, show equality and refrain from making demands on the listener.

The concept of Distance politeness by Lakoff is based on the idea that formality and indirectness safeguard the listener's autonomy and face (Goffman, 1967) while avoiding personal matters. It is especially common in hierarchical or professional interactions where distance is crucial.

b. Deferential Politeness

Deferential politeness can be used to avoid the danger of conflict. Conflict can be avoided if the speaker assumes that whatever is said and meant in the conversation is up to the person. Therefore, this tactic can be used to maintain relationships by respecting the other person.

This tactic involves being respectful and deferential to the listener. This tactic is characterized by the use of greetings, polite forms, in-group identity (Brown & Levinson, 1987) and recognition of the listener's higher status or expertise.

The concept is based on the principle of recognizing and respecting social hierarchy (Brown & Levinson, 1987). By showing respect, the speaker aims to maintain a positive image of the listener and reinforce social norms.

c. Camaraderie Politeness

Camaraderie politeness shows that interaction and connection are positive social ideas. In this case, Direct speech is the most significant sign of politeness. It shows that being direct is desirable and has a good impact in the relationship. It aims to reduce social distance and foster a sense of equality and solidarity among speakers. This tactic employs informal language, give a joke, and personal topics.

Camaraderie is associated with positive politeness strategies aimed at increasing rapport and solidarity (Brown & Levinson, 1987). By reducing formality, speakers foster a sense of mutual trust and intimacy.

D. Journalism

Currie said that Journalism is vital because it exposes truth to people; they need to know things (Adams, 2022). Journalism, among other things, refers to a journalist's job in terms of news, opinions, and reports. It is an investigation and reporting of current global events for a big audience, such as fashion trends, political or general topics, and events (Carlson, 2018).

Within the context of journalism, conflicts can arise from a variety of sources, the cause of conflict developed by Wall & Callister are differences in perspectives (Intrapersonal Conflict), competition for information (Interpersonal Conflict), or little or no communication between the two groups.s (Intergroup

Conflict). Therefore, it is a challenge for journalists today lies in address conflicts without compromising relationships and maintaining relationships with their sources or people that given the relevant information

. This must be done by journalists because they are seen as trustors, especially relevant in given journalists' increasing inclination to convey their points of view, including emotions of skepticism, in their coverage (e.g., Fink and Schudson 2014; Kampf and Liebes 2013; Salgado and Strömbäck 2012). so that it becomes a separate demand for journalists to convey accurate news.

Politeness is essential in discussion. It is seen as a universal phenomenon in the use of language (Siburian, 2016). It is the use of spoken and nonverbal signs to demonstrate respect, deference, and concern for others. Politeness is a complicated phenomenon influenced by a variety of elements including culture, social norms, power dynamics, and individual characteristics. This chapter gives a theoretical framework to understanding the used of politeness tactics especially in the journalism context.

E. Relationship Maintenance

Relationship maintenance is described as engaging in acts, activities, and cognitions that support the outcome of a relationship rather than the outcome itself (Ogolsky and Stafford, 2023). They provide an explanation of sustainability to maintain relationships. there are several tactics such as a positive attitude, certainty, openness, and dispute resolution. The tactics above are very important for

maintaining relationships and increasing satisfaction between the speaker and listener for the long-term sustainability of the relationship.

They also explained the need to know about the components of relationship maintenance such as conceptual, definitional and practical in maintaining relationships. This shows the importance of taking into account very complex and diverse factors in various relationship contexts, especially in the journalism context. By knowing these factors, journalists can gain a better understanding of how people actively try to maintain and maintain relationships in their interactions.

F. The Post Movie

Steven Spielberg's historical drama *The Post*, which centers on the disclosing of top-secret Pentagon Papers in the 1970s, is utterly enamored with journalism. Reporters rummage through mountains of documents in smokey rooms throughout the movie, trying to extract articles concerning the government's disinformation campaign over the Vietnam War. A giant printing machine chugs into action, turning their labors into text with a clatter so loud it would seem to be wasted on anything less than culture-shaking news, when their work reaches its deadline and they stop for the day.

The Pentagon Papers were the biggest piece of news when it came to U.S. military operations in Southeast Asia. They revealed a scope of activity far beyond what the general public had been aware of. In June 1971, the *New York Times* broke the news first; Spielberg's film shows how the *Washington Post* followed suit with a series of stories that same month. (Partially due to its direct connection to a

larger journalistic plot involving two teenage reporters investigating a break-in at Watergate, The Post's story is more cinematic.) The Post is affected by the stories as papers that are almost scorching from the heat of the news within strike the sidewalk. Change, Spielberg indicates, is coming—and it's a result of journalists' work.

CHAPTER III

RESEARCH METHOD

This chapter delves into the method used in this research. It refers to research design, research instrument, data and data source, data collection and data analysis.

A. Research Design

The study employed a qualitative research approach. based on Creswell (2013) who claims that case study is descriptive qualitative. It indicates that verbal data rather than numerical data was gathered. Furthermore, Gay (2006) defined qualitative research as the process of gathering, evaluating, and interpreting detailed narrative and visual evidence in order to shed light on a certain phenomenon. Conversely, qualitative research, according to Bogdan and Biklen (1982), examines the caliber of interactions, events, circumstances, or resources.

Furthermore, qualitative research aimed to promote a thorough understanding of a certain phenomenon such as environment, procedure, or even belief. In this instance, the data was gathered, examined, and assessed by the writer before being described. This approach sought to provide a comprehensive description of the research issue.

B. Data and Data Source

This study obtained its data from *The Post* movie which was released in 2017. It was a historical drama that tells the story of The Washington Post's decision

to publish the Pentagon Papers in 1971. The film highlights the challenges faced by journalists in reporting the truth, particularly in the face of government opposition and potential legal repercussions. The form of the data in this study is utterances that focus on the characters of Kay Graham and Ben Bradlee containing Positive politeness, Negative politeness, Bald on-record and Off record Tactics.

C. Research Instrument

In addition to typical research tools, the researcher played an important part in the research process. The researcher's skills, prejudices, perspectives, and analysis can all have an impact on data collection and processing. Based on the principle of reflexivity, the researcher admitted their subjectivity and actively reflect on their roles and biases throughout the research process. By embracing reflexivity, researcher increased the credibility and validity of their findings while also assuring transparency and rigor in the research process.

D. Data Collection

There are some steps in collecting the data. Firstly, the researcher downloaded *The Post* movie and the script of *The Post* movie. Then, the researcher watched *The Post* movie several times while the researcher checked the utterances of the characters. The researcher only focused on the characters of Kay Graham and Ben Bradlee. After that, the researcher Identified the utterances containing politeness tactics based on the theory of Brown and Levinson (1987) and Lakoff (1990).

E. Data Analysis

Before analyzing the data, the researcher classified the data into Positive Politeness, Negative Politeness, Bald on-record, and Off-record Tactics, based on the theory by Brown and Levinson (1987). The analysis also used politeness tactics of Lakoff's (1990) like Deference, Distance and Camaraderie Politeness to see how the characters in the movie used the tactics to maintaining relationships with interlocutor.

CHAPTER IV

FINDINGS AND DISCUSSION

This chapter presents the research findings and discussion of politeness tactics employed by journalists in *The Post* movie using Brown and Levinson's (1987) and Lakoff's (1990) theory.

A. Findings

The findings of this research present the data obtained from the characters' speech in the film *The Post*. The data chosen are utterances that show politeness tactics between the characters Kay Graham and Ben Bradlee. These findings aim to answer two research questions:

1. Type of Politeness Tactics

This part presents the type of politeness tactics by the characters in the movie using Brown and Levinson's (1987) politeness tactics which consists of four tactics: Positive politeness, Negative politeness, Bald on-record and Off record.

*Table 1. Politeness tactics used in **The Post** Movie*

No	Politeness Tactics	Frequency
1.	Positive	54
2.	Negative	33
3.	Bald on Record	19
4.	Off Record	8

a. Positive Politeness

This tactic aimed to increase the interlocutor's positive face, which is the desire to be accepted, liked, and appreciated by others. This tactic is used to show similarity, closeness, and solidarity with the interlocutor. In *The Post*, the characters frequently employed these tactics to establish friendships and a positive

environment. The following are some utterances from *The Post* movie that utilize the use of positive politeness tactics.

Datum 1:

- Kay Graham:** *I'm sorry, Ben. I'm sorry. I just can't do it. I can't. I can't risk the company. I can't risk the paper, I can't risk the people who work here, I can't risk my family's legacy.*
- Ben Bradlee:** *Kay, you don't have to apologize to me. You don't. You've done more than anyone could expect. You've been a goddamn hero. You have. You've been a hero.*

There is a dialogue between Kay Graham and Ben Bradlee who will publish the Pentagons paper. Kay feels guilty, scared, and indecisive. Then, Ben uses positive politeness tactics to show **sympathy, support and appreciation** to Kay as owner of Washington post who is experiencing a dilemma between publishing or not publishing the Pentagon papers. Ben uses words like *"You don't have to apologize to me. You don't"*, *"You've done more than anyone could expect"*, *"you've been a goddamn hero"* to emphasize that he understands and appreciates Kay's decision. Ben also uses **repetition** and **intensification** to emphasize his message like *"you have"*. The positive politeness tactics used by Ben implies to respect (Annisaa & Mahmud, 2023) and enhance the positive face of Kay.

Datum 2:

- Kay Graham:** *(Gasp and pant) Sorry, sorry, sorry.*
- Ben Bradlee:** *(Look at kay's) Wey, good morning.*

This is a clear example of a positive politeness strategy. Positive politeness aimed to make the listener feel good about themselves, their interests, or their belongings. It often involved strategies that emphasize friendliness, show interest,

and reduce social distance. By saying "**Wey, good morning,**" Ben is using a **friendly and informal greeting**. The use of "Wey" instead of just "Good morning" indicated a sense of familiarity and camaraderie. Ben built a sense of solidarity and connection with Kay as The owner of the paper. Ben starts the conversation on a friendly note. Ben acknowledges Kay's presence and attempted to make her feel welcome and comfortable despite her being late. Ben mitigated any potential negative feelings and helped to maintaining harmonious relationship.

The aims of this tactic at to start the conversation on a positive, friendly note and help defuse any tension that may arise from Kay's tardiness. Ben gave a positive impression to their interaction and created a sense of solidarity both of them. Ben shows that he is not upset, and he greets Kay with a friendly greeting. Ben reduces potential negative feelings and helps maintain harmonious interactions. Ben shows positive values in their relationship rather than discussing the bad things. This positive politeness strategy is effective in fostering a supportive and understanding work environment. how Ben's use of positive politeness through solidarity tactics not only defuses a potentially awkward situation but also strengthens the interpersonal relationships between the characters.

Datum 3:

Kay Graham: *(Sit in a hurry) So late. I had to get all this stuff together and then I had an unexpected call.*

Ben Bradlee: *(looking to suitcase) Well, what is with the suitcase?*

Positive Politeness is used here. It is employed to make the listener feels valued, respected, and liked, often by showing interest in their well-being or

personal matters. Ben's question, "*Well, what is with the suitcase?*" shows that he is paying attention to Kay's situation. By noticing the suitcase and asking about it, Ben is demonstrating that he is attentive to Kay's circumstances and is interested in understanding more about her current state.

The use of tactics shows that Ben is interested in the situation. Ben tries to ease the tension Kay feels about being late. This tactic helps create an atmosphere of support and understanding of Kay's condition. By asking about the suitcase, Ben opens the conversation so Kay can explain the situation further, making her feel more comfortable.

The result of this research showed that Positive politeness tactics are the most frequently used tactics by the characters in *The Post* movie with a frequency of 54 times. Positive politeness tactics are tactics used to show similarity, closeness, and solidarity with the interlocutor. This shows that the characters in this film also have a familiar, warm, and harmonious relationship, especially between the main characters, namely Kay Graham and Ben Bradlee. Positive politeness tactics are also used to express sympathy, support, and appreciation towards the interlocutor.

b. Negative Politeness

Negative politeness is a politeness approach that reduces the danger, acknowledges and mitigates the imposition of the interlocutor's negative face, and so respects their personal space and autonomy. The journalists in "The Post" use these methods while making requests or anticipating pushback, such as the wish not to be interrupted, controlled, or demanded by others. This strategy is typically used

in formal, official or courteous contexts. In *The Post*, the researcher found several examples of the use of negative politeness tactics by journalists, as follows:

Datum 4:

Kay Graham : (*Gasp and pant*) *Sorry, sorry, sorry.*

Ben Bradlee : (*Look at kay's condition*) *Wey, good morning.*

Kay Graham : (*Sit in a hurry*) *So late. I had to get all this stuff together and then I had an unexpected call.*

The dialogue takes place between Kay Graham and Ben Bradlee, two characters in *The Post* movie. Kay Graham came late to a meeting with Ben Bradlee for various reasons. Kay Graham uses several negative politeness strategies to show regret and responsibility for her lateness. Kay Graham uses words such as "*sorry*", three times in first sentence. She showed politeness and respect to Ben. She showed deep regret and respect for Ben's time. The negative politeness tactic used by Kay Graham serves to respect the negative face of the Ben.

Datum 5:

Kay Graham : *You know, Ben, as much as I do relish a good investigative assignment...*

Ben Bradlee : *Is he talking to any other friends?*

Kay Graham : *I'm not sure I appreciate the implication of what you just said.*

Ben playfully expressed his enjoyment of taking on investigative jobs, so subtly declining Kay's request for one through negative politeness. Kay could be hiding something, though, based on his next query regarding whether or not she is speaking to any other pals. Ben implies that Kay does not agree with it, and she says so. Even if they are both using negative politeness techniques in their conversation, Ben's inquiry implies something that damages their relationship, which makes Kay say she does not like it. This emphasizes how crucial it is to

communicate with tact and compassion in order to sustain connections and prevent offending or uncomfortable people.

The second tactic most frequently used by the characters in the film *The Post* is Negative Tactics with a frequency of 33 times. Negative politeness tactics are used to respect the social distance, authority, and privacy of the interlocutor. Negative tactics indicate that the characters in this film are used to avoid conflict, show respect, and minimize threats to the face of the interlocutor, especially in a journalistic context.

c. Bald on-record

This tactic is often used in high-stakes situations where clarity and efficiency are a priority. Bald on record is a politeness approach that aims to convey messages directly, without looking at the 'face' or feelings of the interlocutor. This tactic is usually used in urgent situations or when there are no other options. In this film, researchers identify several examples of journalists who use Bald on-record tactics, as follows:

Datum 6:

Ben Bradlee : (interrupt) *Nope, nope. Nope. I'm not gonna send another reporter.*
Kay Graham : (cut Ben) *Because it's not hard news, Ben. It's just a wedding. (begging to Ben)*
Ben Bradlee : *It's not just a wedding It's a wedding of the daughter of the President of the United States...*

In this dialogue, Ben Bradlee directly and unequivocally states his refusal to send another reporter by using the word 'Nope' repeatedly. He makes no attempt to soften his refusal or offer any alternatives, showing his focus on completing the task rather than building a relationship. Although he explains his decision by

highlighting the importance of the event, his interruptions and lack of consideration for Kay Graham's feelings can make him seem a little rude.

Overall, Ben uses the Bald on Record strategy to communicate his decision directly and efficiently, albeit with a potential negative impact on his relationship with Kay Graham.

Datum 7:

Kay Graham : *Can you guarantee me that we can go to print without endangering any of our soldiers?*

Ben Bradlee : *One hundred Percents*

Kay Graham : *All right, then. My decision stands...and I'm going to bed.*

In her reaction, Kay does not try to less the possibility of imposition or conflict rather, she simply affirmed her choice. She expresses her choice clearly and without hesitation. This interaction rais the possibility of a conflict or moral conundrum since it takes place when they are debating whether they can publish without putting troops in risk. Kay's straightforward confirmation of her choice denotes that the issue has been resolved, at least in her eyes, and that she is prepared to move forward with the selected course of action. Kay efficiently resolve the issue before moving forward with the chosen course of action, demonstrating her firmness and clarity in decision-making through her use of bald on-record tactics.

Bald on-record is the third most frequently used tactic by the characters in *The Post* movie with a frequency of 19 times. Politeness tactic Bald on record is a tactic used to convey intent directly, firmly, and clearly without paying attention to the impact on the interlocutor's face. This shows that the characters in this film also have urgent, critical, and important situations that require effective, efficient, and

accurate communication. The politeness tactic bald on record is also used to show honesty, courage, and authority in communication.

d. Off Record

Off-record tactics employ indirect communication in which the intent is implied rather than explicitly stated. This allows the speaker to maintain deniability and reduces the pressure on the listener. This strategy is highly indirect, involving a violation of conversational norms to imply a suggested action. Here, the speaker relies on the listener's ability to interpret and comprehend the speaker's true intentions, even if they are not expressed explicitly. Thus, the speaker can avoid responsibility or consequences for his/her actions.

Datum 8:

Ben Bradlee : (cut kay) Katharine, **keep your finger** outta my eye!

Kay Graham : You...emmm emm.... (nervous and stutter). These breakfasts were your idea, you know.

Ben Bradlee : (cut Kay) aii..Yes yes yes and you are the publisher and you are my boss and I, uh...I value the input, but I... I heard you the first three times.

In this dialogue, Ben Bradlee uses an off-record strategy to reprimand Kay Graham for continuing to pressure him. He does not directly ask or urge Kay, but he uses metaphors such as '**Keep your Finger**' to imply that he expects Kay not to keep pushing him. By doing so, Ben can avoid a direct confrontation with Kay, but can still exert influence on her decision. While Kay replies with 'breakfast', Kay indirectly switches the topic to maintain a relationship with Ben.

Datum 9:

Ben Bradlee : *and we can't have an administration dictating to us just because they don't like what we print about them in our newspaper.*

Kay Graham : *(smile) Wonder if Abe cares so passionately about who covers the wedding for his paper. (drink water)*

Kay's answer seems out of character, as seen by her sly gesture of sipping water. By contrasting Ben's intensity with the possible response of another individual, Abe who might not show the same degree of enthusiasm or worry over a comparable topic, she raises a rhetorical question.

Kay's reply also draws attention to the gap between Ben's fervent advocacy of editorial independence and Abe's possible apathy in a different situation. Ben's viewpoint is discreetly undermined by this contrast, which suggests that it may be overly or unjustified in comparison.

In conclusion, Kay responds to Ben's Bald on-record declaration of independence with an Off-record rhetorical inquiry that subtly casts doubt on his sincerity by contrasting it with a different hypothetical response. This conversation demonstrates several ways of communicating and gently questions how strongly Ben feels about editorial independence.

Off record politeness tactic is the least frequently used tactic by the characters in the film *The Post* (2017) with a frequency of 8 times. Off record politeness tactics are tactics used to convey intentions indirectly, vaguely, and ambiguously so as to allow different interpretations by the interlocutors. This shows that the characters in this film rarely use this tactic because they prefer clarity and certainty in communication, especially in journalistic contexts related to facts and data. Off record politeness tactics are also used to show doubt, uncertainty, and fear in communication.

2. Politeness to Maintaining Relationships

This chapter explain how politeness tactics are applied by the characters to maintain relationships based on the politeness theory of Lakoff (1990).

a. Distance politeness

This tactic involves the use of language between the speaker and the listener based on social distance. It aims to show that the individuals who are on an equal footing as it avoids direct confrontation between the two parties.

In the context of *The Post*, the tactic used by Ben Bradlee when talking to Kay Graham in Datum 5 “*is he talking to another friend?*” is negative politeness. Ben is arguing with Kay about an essay written by Bob McNamara, author of the Pentagon Papers and Kay's best friend. Ben guesses that Kay has met with Mcnamara and is hiding something from him. Ben continues to press Kay to open up to him because he is on her team. However, Kay try to tell Ben that his meeting with Bob is just a friend, and Kay have no idea about the paper, despite being close to Bob McNamara. Ben applies Lakoff's Distance Politeness Theory (1990). It is possible to conclude that there is no relationship between superiors and subordinates in the context of Pentagon papers because the article is extremely important and it is the responsibility of journalists to convey it to the public.

Kay understands what Ben do to her, just as she does to Ben because it is Ben's responsibility as a journalist. Kay agrees with Ben's question about the Pentagon papers, but she is unaware of it. Kay says, 'I'm not sure I appreciate the

implications of what you just said,' demonstrating that she is on the same close to Ben in order to avoid further conflict with him.

b. Deferential Politeness

Some of the tactics used by Kay Graham to show deferential politeness based on Lakoff (1990) on Deferential politeness found the following results:

(1) Don't Impose

Kay often demonstrates this strategy by being polite in her interactions. She is careful not to express her opinions too loudly, especially during meetings with Ben. Her cautious approach allows her to avoid imposing her authority, which indicates discomfort in her position.

Kay also prefers to make requests indirectly, which allows her to remain polite by not imposing directly on her interlocutors. This is evident in her interactions with Ben, where she seeks feedback rather than issuing direct orders.

Ben, on the other hand, uses Deferential Politeness by exhibiting selective deference in Datum 8 *“Yes yes yes and you are the publisher and you are my boss”* Although Ben is normally assertive, he does exhibit periods of non-coercion, particularly when he recognizes the significance of Kay's decision. He respects her authority as a publisher, particularly as their relationship progresses.

Ben takes a direct approach, but he tries to be brief and clear to minimize unnecessary coercion. Sometimes his directness is balanced by considering the situation Kay is in, which shows a good understanding of not imposing. Ben also

used the tactic of providing options. This collaborative approach was evident in the discussion on how to handle the conflict.

(2) Give Options

Kay has shown consultative leadership in this situation by requesting feedback from others and providing options. This is a means of sharing decision-making authority and honoring his colleagues' autonomy. When deciding whether or not to release the Pentagon Papers, for instance, she took into account the opinions of different stakeholders to make sure their views were respected.

She only communicates non-confrontationally. Kay avoids conflict and fosters an atmosphere that welcomes candid conversation by giving options. This is consistent with her approach to reaching decisions as a group rather than alone.

Ben's strategic choices are imposing, but he occasionally gives Kay and her team options, particularly in editorial issues. This can be interpreted as a technique to distribute responsibilities and empower the team.

(3) Make the Other Person Feel Good (Be Friendly)

Kay's Empathy and Support strategy enables her to build deep relationships with colleagues. She frequently employs positive behavior strategies to make others feel appreciated and respected. This is evidenced by her strong relationship with Ben and her efforts to acknowledge their contributions.

Kay uses assertive and encouraging language, which improves morale and fosters a sense of teamwork. This is especially crucial during times of crisis when her supportive approach helps to keep the team together and motivated.

Ben shows his respect for Kay by always motivating Kay in her hesitation in making decisions. This is a positive form of politeness, which reinforces their professional self-esteem.

According to Lakoff's framework, Ben Bradlee's politeness tactics, while more assertive, still incorporate aspects of respect and not imposing will, especially as he navigates his evolving relationship with Kay. Meanwhile, Kay Graham's tactics, as seen in *The Post*, are characterized by not imposing will, offering choices, and making others feel valued.

c. Camaraderie Politeness

Camaraderie tactics convey the feeling that participants are united in a common goal, foster a sense of safety about exposing oneself and being exposed, and openness to confronting and being confronted. This involves using language to create a positive atmosphere, show support for each other, and bridge social gaps between individuals. The main elements of camaraderie tactics are **efforts to find common ground, using humor, mutual respect and relaxed language**. Understanding the interactions by characters in this movie requires a deep understanding of these components.

(1) The Use of Inclusive Language

Kay Graham often uses inclusive language to foster unity and shorten social distances. She often uses first person plural pronouns such as "We" and "Us". This strategy strengthens camaraderie among team members by fostering a sense of unity and shared goals. For example, Kay Graham invites Ben into the decision-making process rather than imposing his will in meetings, such as *"We need to consider what is best for the newspaper"*.

(2) Demonstrating Respect and Valuing Input

During the film, Kay Graham frequently shows respect for others' points of view, even when those points of view differ from her own. He listens attentively and acknowledges the contributions of his interlocutors which are evident in his interactions with them. For example, Kay Graham listened attentively to either Ben's arguments or input from his legal advisors before making a decision about publishing the Pentagon Papers. She showed respect for their knowledge and encouraged an environment of mutual respect.

(3) Strategic Use of Humility

To foster equality and shorten social distances, Kay Graham often uses humility as a politeness tactic. This is shown when he is open about his shortcomings and doubts in decision making. She does not hesitate to collaborate and solve group problems, for example, Kay Graham said, *"I'm not sure what the best way is,"* when making a difficult decision. This indirectly invites others to share their perspectives and supports a team-oriented approach.

While the tactics used by Ben Bradlee are a more direct and assertive style, however, he also uses camaraderie politeness tactics to maintain positive working relationships and foster a good communication culture.

(4) Use of Informal Language and Humor

To prevent discomfort and create a pleasant atmosphere, Ben Bradlee often uses humor and informal language. This tactic helps create a fun and open environment where team members feel comfortable sharing their thoughts and concerns. Ben Bradlee, for example, uses informal language and jokes with Kay to improve the atmosphere and foster friendship, making the situation a good environment for free and open discussion.

(5) Expressing Solidarity and Encouragement

Ben Bradlee often shows sympathy for his teammates, showing that he is a member of the group. He encouraged Kay and communicated confidence in her abilities. This can increase solidarity and mutual support. Ben's politeness often translates into professional respect. For example, when Ben encourages Kay to publish the Pentagon Papers, Bradlee uses terms like *"100%"* and *"you've got it,"* emphasizing a sense of teamwork and mutual trust.

(6) Balancing Directness with Empathy

Despite his reputation as a straight-to-the-point guy, Ben sometimes shows empathy and understanding. He can be approachable and authoritative at the same time. Even when he encourages Kay to take risks in publishing the Pentagon Papers,

Ben shows empathy at key moments by risking his personal and professionalism as an editor. these tactics contribute to continued respect and trust.

(7) Mutual Respect and Acknowledgment of Expertise

Ben Bradlee and Kay Graham respect each other's professionalism. although their approaches are different. respect is important to keep their relationship good and not violate the ethical code of professional journalism. like when Ben disagreed with Kay, Ben said "*yes, yes, you are a publisher and you are my boss...*". Here it can be seen that Ben still respects Kay as his boss even though he has different opinions from Kay.

(8) Collaborative Decision-Making

Both characters in the film are seen helping each other in the decision-making process, which is a characteristic of their relationship. This tactic is in line with the objectives of the tactical camaraderie, namely prioritizing a sense of mutual cooperation and teamwork. For example, Kay Graham and Ben Bradlee discussed the advantages and disadvantages before deciding to publish the Pentagon Papers. Their professional relationships are strengthened and the values of friendship are upheld through collaborative tactics.

(9) Balancing Professionalism and Personal Rapport

Kay Graham and Ben Bradlee manage to maintain a balance between professionalism and personal relationships, often using informal conversations to bridge gaps and build trust. This balance is an important aspect of friendship, which

promotes good working relationships. For example, informal conversations and mutual support during difficult times, demonstrate the personal bonds that underlie their professional interactions. This relationship allows them to navigate conflict and professional journalism.

Conclusion, camaraderie politeness is essential to maintaining professional relationships and fostering a sense of camaraderie. Both characters successfully navigate the complexities of their roles with inclusive language choices, showing respect, using humor, and balancing candor with empathy. Lakoff's camaraderie politeness provides useful insight into how this tactic is useful for increasing cooperation, reducing social distance, and maintaining relationships. Kay Graham and Ben Bradlee demonstrate the importance of developing strong interpersonal relationships to achieve goals, especially in the context of journalism, using a variety of politeness tactics that employed in the movie. It shows how camaraderie politeness can be used to manage complicated relationship dynamics while maintaining the relationship.

B. Discussion

The findings of the research show that journalists in the film *The Post* use various politeness tactics to maintain relationships without losing their responsibilities as journalists. The research results found that positive politeness is commonly used to build and maintain relationships between characters, especially Kay Graham and Ben Bradlee. The emphasis on shared goals, mutual respect, and

the use of inclusive language helps in building strong team cohesion, which is critical in the high-pressure environment of a newsroom.

The findings of this study are in line with previous research on politeness strategies that highlight the prevalence of politeness in films. Research by Probosini (2022) and Arianti (2022) shows that positive politeness is frequently used in films. This similarity can be attributed to the object under study which in films often uses positive words because the film has been set up in such a way and also the purpose of the research is based on the analysis of an interpersonal communication.

However, a striking difference from some previous studies, such as Suryani (2022) found that on-record politeness strategies were often used in contexts, such as mocking, ignoring/refusing, criticizing, doubting, and getting angry by Ranz Kyle and his interlocutors. Mulaiawan et al. (2021) found that off-record strategies were used more frequently. The researcher concluded that journalists address the issue of racism. the reason for the difference may lie in the different objects studied and the many issues in the study.

In conclusion, the use of politeness tactics by journalists in "The Post" demonstrates the importance of strategic communication in maintaining professional relationships. This research contributes to the application of politeness by journalists and its impact on communication applied by journalists to maintain relationships with interlocutors, by analyzing similarities and differences with previous research in this field.

CHAPTER V

CONCLUSION AND SUGGESTION

This chapter presents the conclusion of the study and provides suggestion for future researchers to get more understanding of the topic.

A. Conclusion

The conclusion of this research provides an overview of the politeness tactics used by journalists in *The Post*. The research results show that Positive politeness tactics are the tactics most frequently used by characters in *The Post* with a frequency of 54 times. Negative Tactics, with a frequency of 33 times. Bald on-record, with a frequency of 19 times, and Off-record, with a frequency of 8 times as a tactic that is less frequently used by characters in *The Post* movie. This finding uses the theory of Brown and Levinson's (1987) Politeness Tactics as a basis for analysis and to answer the first research questions which aim to find out what politeness tactics are used by the characters in the post movie to maintain relationships.

The research results also found that politeness can be used by journalists in maintaining relationships with politeness tactics in a social context, using Lakoff's (1990) theory, namely Distance Politeness, Deferential Politeness and Camaraderie Politeness. Distance Politeness tactics can be used to avoid dangerous conflicts, for example, Kay prefers to make requests indirectly, so that he can remain polite by not forcing it directly on the person he is talking to. Second, Deferential Politeness

tactics, for example, in the context of the Pentagon paper, Ben uses direct negative politeness to avoid direct confrontation with Kay. It can be concluded that there is no relationship between superiors and subordinates because the article is very important and it is the journalist's responsibility to convey it to the public. Lastly, Camaraderie Politeness Tactics, both characters successfully navigate the complexities of their roles with inclusive language choices, showing respect, using humor, and balancing candor with empathy. The research results show that the characters who play journalists also pay attention to politeness tactics in a social context.

The findings of this research have answered the research objectives which show that journalists use various politeness tactics to maintain relationships with their interlocutors. This research has several important implications for understanding Politeness tactics that journalists use in real life.

B. Suggestion

In conducting this research, the researcher still has limitations in research, such as the researcher only focuses on the characters of Kay Graham and Ben Bradlee to analyze the politeness tactics used by journalists to maintain relationships in *The Post* movie. This research can be expanded further by conducting similar research on other films to see whether the results can be generalized or perhaps by considering other factors that may influence journalists' use of civility tactics, such as culture, social norms, and individual personality, investigating the impact of civility tactics on the quality of journalism. Future

research can also use different theories to further analyze Politeness in various fields such as social media, web news etc. By conducting further research, it is possible to understand better how journalists use politeness tactics to build relationships with sources and audiences, and how these strategies can influence the quality of journalism. Overall, this conclusion summarizes the research findings, implications and suggestions for future research by providing an explanation of the role of politeness tactics in journalistic contexts, both on screen and in real life.

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APPENDIX

TABLE OF THE DATA CLASSIFICATION

No.	Minutes	Characters	Dialogues	Politeness Tactics	Sub Tactics	Reasons	Context
1	00.12.49	Kay Graham	(Gasp and pant) Sorry, sorry, sorry.	Negative	Apologize	Repeated apologies to express deep regret for being late.	Meeting With Ben
2	00.12.50	Ben Bradlee	(Look at kay's condition) Wey, good morning.	Positive	Solidarity	Warm greeting to start the conversation on a positive note.	Meeting With Ben
3	00.12.51	Kay Graham	(Sit in a hurry) So late. I had to get all this stuff together and then I had an unexpected call.	Negative	Apologize	Explaining the reason for being late as a form of accountability.	Meeting With Ben
4	00.12.58	Ben Bradlee	(looking to suitcase) Well, what is with the suitcase?	Positive	Concern of The Hearer's	Showing interest and concern for Kay Graham's situation.	Meeting With Ben
5	00.13.01	Kay Graham	(looking at Ben) Ben, I told you, this is the day. We're meeting with the bankers today.	Bald on-record	Direct	Providing information directly without any softening or hedging.	Meeting With Ben
6	00.13.05	Ben Bradlee	(keep nooding) Oh, yes. Right, right.	Positive	Seek Agreement	Repeating 'right' as a form of acceptance.	Meeting With Ben
7	00.13.06	Kay Graham	You know this.	Positive	Solidarity	Saying thank you to the waiters shows respect and appreciation.	Meeting With Ben

8	00.13.08	Ben Bradlee	(Read newspaper) I bet you every dollar in my wallet that you are the only person (face to Kay) in that boardroom who's read through all that nonsense.	Positive	Exaggerate, Compliment	Exaggerated compliment to show confidence in Kay Graham's diligence.	Meeting With Ben
9	00.13.13	Kay Graham	(Laugh) I'm probably the only one who needs to	Positive	Jokes, Respect	Self-deprecating humor in response to a compliment.	Meeting With Ben
10	00.13.16	Ben Bradlee	(Read newspaper) What do you think of Neil Sheehan?	Positive	Questions	Initiating a new topic with a question that shows curiosity and values Kay Graham's opinion.	Meeting With Ben
11	00.13.19	Kay Graham	Oh, gosh, his coverage of Vietnam is just absolutely marvelous. Why? You thinking of trying to steal him from The Times? I'm not sure we can afford him.	Positive	Admiration	Praising someone else's work, showing respect to Neil Sheehan and admiration.	Meeting With Ben
12	00.13.27	Ben Bradlee	(smoking) He... He hasn't had a piece in three months.	Bald on-record	Direct	Providing information directly without adding personal commentary.	Meeting With Ben
13	00.13.31	Kay Graham	Oh? (turned to Ben) Do you think he's onto something?	Positive	Interest	Showing interest and support for Ben Bradlee's speculation.	Meeting With Ben
14	00.13.34	Ben Bradlee	Well, I saw Abe at a dinner party last week and he was looking mighty, mighty smug.	Positive	Reasons	Sharing personal observations to add weight to the speculation.	Meeting With Ben

15	00.13.39	Kay Graham	(slim) Doesn't he always? (Laugh)	Positive	Rhetorical Question	Responding with light humor to show agreement and maintain a relaxed conversation atmosphere.	Meeting With Ben
16	00.13.47	Kay Graham	(startled) Oop..(whisper) I buried the lede. The White House, Haldeman rang.	Negative	Hedging	By omitting to explicitly state the request's objective, this strategy softens the negative impact of the news.	Meeting With Ben
17	00.13.53	Ben Bradlee	Yeah? (a bit shock)	Positive	Interest	To encourage continuation and show his interesting of the topic	Meeting With Ben
18	00.13.54	Kay Graham	It seems the President has decided not to provide Judith with credentials to cover the Nixon wedding.	Bald on-record	Direct	Informing about a decision without any softening or hedging.	Meeting With Ben
19	00.13.59	Ben Bradlee	(Shake a head) Ahh, Jesus Christ.	Negative	Mitigation	Uses an exclamation to express surprise or disbelief	Meeting With Ben
20	00.14.03	Kay Graham	(low Tone) Yeah. They said we could send another reporter.	Positive	Offer, Option	Providing an alternative to mitigate the negative news.	Meeting With Ben
21	00.14.04	Ben Bradlee	Oh, yeah? Can't believe that.	Negative	Mitigation	Expressing disbelief in a way that seeks confirmation or further information.	Meeting With Ben
22	00.14.07	Kay Graham	I know, I know (stop for a moment) But...	Positive	Agreement	Demonstrates empathy and understanding, acknowledging Ben's reaction.	Meeting With Ben

23	00.14.09	Ben Bradlee	But what?	Negative	Questions	a way of indirectly seeking information without imposing directly on Kay Graham.	Meeting With Ben
24	00.14.10	Kay Graham	I'm not sure I entirely blame the President on this one, Ben.	Negative	Hedging	Softens the criticism by hedging and avoiding direct blame.	Meeting With Ben
25	00.14.13	Ben Bradlee	No?	Negative	Mitigation.	Looking for confirmation of the Kay's Statement	Meeting With Ben
26	00.14.14	Kay Graham	Would you want Judith to cover your daughter's wedding?	Off-Record	Methaphor	Invokes a shared social norm (parental concern) to justify her point.	Meeting With Ben
27	00.14.16	Ben Bradlee	Well, my daughter's only 10 years old...	Positive	Jokes	maintain a light-hearted interaction.	Meeting With Ben
28	00.14.18	Kay Graham	I think she burned her bridges when she crashed Julie's reception.	Off-Record	Methaphor	Express disapproval or criticism in a less confrontational way, allowing for more nuanced interpretation.	Meeting With Ben
29	00.14.22	Ben Bradlee	(interrupt Kay) They're being punitive.	Negative	Hedging	Softens the accusation by using a vague term ("punitive").	Meeting With Ben
30	00.14.22	Kay Graham	Her pen is so sharp	Off-Record	Methaphor	To convey criticism in a less direct manner, allowing for interpretive distance.	Meeting With Ben

31	00.14.23	Kay Graham	(interrupt Ben) Of course it's punitive.	Positive	Agreement	Explains the underlying motive or purpose behind the Ben's utterance	Meeting With Ben
32	00.14.24	Ben Bradlee	This is Punitive	Positive	Reasons	Give reasons to kay about Judith's Act	Meeting With Ben
33	00.14.25	Kay Graham	Of course it's punitive. (clarify)	Positive	Agreement	Acknowledges Judith's writing skills while expressing disapproval.	Meeting With Ben
34	00.14.27	Kay Graham	She compared Tricia Nixon to a vanilla ice cream cone. (give a joke)	Positive	Jokes	Suppress the atmosphere by giving a little jokes	Meeting With Ben
35	00.14.31	Ben Bradlee	(Laugh) Yeah, she did.	Positive	Agreement	Affirms Kay's observation with laughter.	Meeting With Ben
36	00.14.32	Kay Graham	Yeah...I mean, why would her father want Judy to cover his daughter's wedding?	Positive	Agreement	Invokes shared understanding and curiosity.	Meeting With Ben
37	00.14.37	Ben Bradlee	(cynical smile) Oh, come on.	Bald on-record	Direct Disagreement	Expresses disapproval of Kay's statement.	Meeting With Ben
38	00.14.38	Kay Graham	I just (stop for a moment, stutter) are you sure we're stiking the right tone here, Ben?	Positive	Reasons	Kay uses hesitant language and asks Ben to make sure they are using the right tone.	Meeting With Ben
39	00.14.43	Ben Bradlee	Oh, we're gonna do this again?	Bald on-record	Direct Disagreement	Ben again expresses his disagreement with Kay in a sarcastic tone. This can be considered a threat to Kay's positive face.	Meeting With Ben

40	00.14.45	Kay Graham	No. Uh,the New Style section. Sometimes that stiletto party coverage can be a little mean.	Negative	Hedging	Softens the critique of the New Style section by using hedging language.	Meeting With Ben
41	00.14.48	Ben Bradlee	I'm handling it (cut Kay's speak stiletto) I'm handling it (finger up).I'm looking for a new editor. (finger up again)	Positive	Assertiveness	Show responsibility	Meeting With Ben
42	00.14.52	Kay Graham	Yes, are you? Because I know..I've talked to you about this before.You are losing female readership, you know.And I think.. I think you might want to focus more on what women read...	Positive	Reasons	Emphasizing shared values and integrity	Meeting With Ben
43	00.15.02	Ben Bradlee	(cut kay) Katharine, keep your finger outta my eye!	Off-Record	Methaphor	Show rejection with use e methaphor	Meeting With Ben
44	00.15.12	Kay Graham	You...emmm emm.... (nervous and stutter)These breakfasts were your idea, you know.	Off-record	Indirectness	To gently remind Ben of his own initiative without being confrontational.	Meeting With Ben
45	00.15.17	Ben Bradlee	(cut Kay) aii..Yes yes yes and you are the publisher and you are my boss and I, uh...I value the input,but I... I heard you the first three times.	Positive	Acknowledgment of Hierarchy	To show respect for Kay's position while subtly asserting his own opinion.	Meeting With Ben

46	00.15.26	Kay Graham	(cut Ben) You know, I just think there might be another way that we could cool it with...the White House.Maybe we could just (sighed) send somebody else, you know... because it is..	Off-Record	Hedging	To suggest an alternative without directly opposing Ben's approach.	Meeting With Ben
47	00.15.34	Ben Bradlee	(interrupt) Nope, nope. Nope. I'm not gonna send another reporter.	Bald on-record	Directness	To assert his decision firmly and close the discussion on the subject.	Meeting With Ben
48	00.15.35	Kay Graham	(cut Ben) Because it's not hard news, Ben. It's just a wedding. (begging to Ben)	Negative	Minimization	To downplay the significance of the event in an attempt to influence Ben's decision.	Meeting With Ben
49	00.15.39	Ben Bradlee	It's not just a wedding It's a wedding of the daughter of the President of the United States..	Bald on-record	Correction	To emphasize the importance of the event and justify his stance on the coverage.	Meeting With Ben
50	00.15.44	Kay Graham	(cut Ben)Why not let that girl have her day?	Positive	Appeal to Sympathy	To persuade Ben by invoking empathy for the individual involved.	Meeting With Ben
51	00.15.45	Ben Bradlee	and we can't have an administration dictating to us just because they don't like what we print about them in our newspaper.	Bald on-Record	Asserting Independence	To defend the newspaper's editorial freedom against external influence.	Meeting With Ben
52	00.15.58	Kay Graham	(smile) Wonder if Abe cares so passionately about who covers the wedding for his paper. (drink water)	Off-record	Rhetorical Question	To indirectly question Ben's intensity and compare it with another's potential reaction.	Meeting With Ben

53	00.16.02	Ben Bradlee	I don't give a rat's ass what Abe or anybody at The New York Times cares about. Not true.I give one rat's ass.	Bald on-record	Dismissive	To express his disregard for others' opinions in contrast to his own convictions.	Meeting With Ben
54	00.16.08	Kay Graham	Yeah (smile)	Positive	Respect	Show positive respons and respect to Ben	Meeting With Ben
55	00.16.08	Ben Bradlee	One retromingent...rat's ass. (laugh together)	Off-record	Sarcasm	To further emphasize his lack of concern for others' opinions in a humorous manner.	Meeting With Ben
56	00.30.47	Kay Graham	I'm sorry to bother you so late. Listen, were you able to make any headway with Mr. Sheehan?	Negative	Apologize, Urgency	Respect other ben's time and convey the urgency of the news	Kay Call Ben
57	00.31.05	Ben Bradlee	Oh, damn it.	Negative	disagreement	Openly expressed his disappointment at the news he received	Kay Call Ben
58	00.36.03	Ben Bradlee	I hope I'm not too early	Positive	Apology (tentative)	Softens his arrival in case it's inconvenient.	Ben Meet Kay' House
59	00.36.05	Kay Graham	Not at all.Must be urgent.	Positive	Reassurance	Puts Ben at ease and acknowledges the urgency.	Ben Meet Kay' House
60	00.36.38	Ben Bradlee	I don't need to tell you that finding a source...it's like finding a needle in a haystack.	Positive	Downplay	Downplays the difficulty of his request, assuming Kay Graham understands.	Ben Meet Kay' House
61	00.36.42	Kay Graham	I don't need the metaphor.	Negative	Disagreement (direct)	Directly rejects the metaphor, possibly because she's impatient.	Ben Meet Kay' House

62	00.36.49	Ben Bradlee	I need a copy of that study, Kay.	Bald on-record	Direct request	Makes a clear and concise request.	Ben Meet Kay' House
63	00.36.59	Kay Graham	You know, Ben, as much as I do relish a good investigative assignment...	Negative	Indirect refusal (phrased playfully)	Refuses the request indirectly with a touch of humor.	Ben Meet Kay' House
64	00.37.21	Ben Bradlee	Is he talking to any other friends?	Negative	Question with implication	Asks a question that implies Kay might be withholding information due to a personal relationship.	Ben Meet Kay' House
65	00.37.25	Kay Graham	I'm not sure I appreciate the implication of what you just said.	Negative	Disapproval	Expresses disapproval of Ben's implication.	Ben Meet Kay' House
66	00.37.33	Kay Graham	That's not true. No, that is not why.	Negative	Denial	Denies Ben's implication twice for emphasis.	Ben Meet Kay' House
67	00.37.38	Kay Graham	No, there's no ulterior...No! Ben, that's not my role. You know that.	Negative	Refusal with justification	Refuses again but clarifies her position as publisher.	Ben Meet Kay' House
68	00.37.42	Kay Graham	I wouldn't presume to tell you how to write about him. Just as I wouldn't take it upon myself...to tell him he should handover a classified study...	Positive	Explanation	Explains her reasons for refusing and avoids giving Ben orders.	Ben Meet Kay' House
69	00.37.52	Kay Graham	which would be a crime, by the way...just so he can serve as your source.	Negative	Warning	Warns Ben about the legal implications of his request.	Ben Meet Kay' House

70	00.37.59	Ben Bradlee	Our source, Katharine.	Positive	Reframing	Reframes the situation by including Kay in the pursuit of the source.	Ben Meet Kay' House
71	00.38.13	Kay Graham	No. Uh... No...I'm not. I'm not going to ask Bob for the study.	Negative	Disagreement	Firmly refuses Ben's suggestion.	Ben Meet Kay' House
72	00.38.18	Ben Bradlee	All right. I get it. You have a relationship with Bob McNamara.	Positive	Acceptance	Acknowledges her position without confrontation.	Ben Meet Kay' House
73	00.38.23	Ben Bradlee	But don't you think you have an obligation as well to the paper and to the public?	Positive	Appeal to duty	Frames the issue as a responsibility, not a personal attack.	Ben Meet Kay' House
74	00.38.29	Kay Graham	Let me ask you something. Was that how you felt when you were palling around with Jack Kennedy?	Negative	Indirect, Counter-question	Deflects the question by raising a similar situation about Ben.	Ben Meet Kay' House
75	00.38.34	Kay Graham	Where was your sense of duty then? I don't recall you pushing him particularly hard on anything.	Negative	Indirect, Accusation (phrased as a question)	Indirectly criticizes Ben's past actions.	Ben Meet Kay' House
76	00.38.40	Ben Bradlee	I pushed Jack when I had to. I never pulled any punches.	Negative	Defense	Defends his past actions.	Ben Meet Kay' House
77	00.38.45	Kay Graham	Is that right? 'Cause you used to dine at the White House once a week. All the trips to Camp David. Oh, and that drunken birthday cruise on the Sequoia you told me about.	Negative	Sarcasm	Uses sarcasm to cast doubt on Ben's claims.	Ben Meet Kay' House

78	00.38.58	Kay Graham	Hard to believe you would have gotten all those invitations if you didn't pull a few punches.	Negative	Rhetorical question	Undermines Ben's credibility with a question that doesn't expect an answer.	Ben Meet Kay' House
79	00.49.00	Kay Graham	John Mitchell contacted The Times seem the President is going to seek an injunction.	Positive	Sharing information	Provides Ben with important news.	Kay Call Ben 2
80	00.49.06	Ben Bradlee	(Stand up from Sitting) No, shit. This means that we're in the goddamn ballgame because if The Times gets shut down.	Bald on-record	Direct, Reacting strongly	Reacts intensely to the news, but not directed at Kay.	Kay Call Ben 2
81	00.49.13	Kay Graham	If they get shut down, there is no ballgame, ballgame's over.	Positive	Adding to the point	Builds on Ben's point to emphasize the situation's gravity.	Kay Call Ben 2
82	00.49.16	Ben Bradlee	Now, Katharine, anybody would kill to have a crack at this.	Positive	Euphemism	Uses a milder term ("crack") to describe the opportunity to publish.	Kay Call Ben 2
83	00.49.20	Kay Graham	Well, sure, but not if it means breaking the law. If a federal judge stops The Times from publishing.	Negative	Disagreement with justification	Disagrees but provides a reason for her stance.	Kay Call Ben 2
84	00.49.27	Kay Graham	Well, I don't see how we could publish even if we could get hold of a copy.	Positive	Expressing doubt	Raises a concern about the legality of publishing.	Kay Call Ben 2
85	00.49.41	Kay Graham	Okay, so then there's nothing to talk about really.	Positive	Summary and conclusion	Summarizes the situation and concludes the conversation politely.	Kay Call Ben 2

86	00.49.44	Ben Bradlee	No, nothing to talk about at all but...aaa...thank you for the tip, Mrs. Graham. (laugh together)	Positive	Ending with humor	Lightens the mood with humor before ending the conversation.	Kay Call Ben 2
87	00.59.14	Ben Bradlee	Uh, sorry to barge in again.	Positive	Apology	Acknowledges interrupting and softens the intrusion.	Ben Meet Kay' House 2
88	00.59.16	Kay Graham	Maybe I should give you a key.	Positive	Joke	Creates a lighthearted mood and downplays the intrusion.	Ben Meet Kay' House 2
89	00.59.18	Ben Bradlee	Ah, not here to crash your party.	Positive	Assurance	Reassures Kay Graham his intentions are not disruptive.	Ben Meet Kay' House 2
90	00.59.22	Ben Bradlee	Well, I could use a minute.So, can I ask you a hypothetical question?	Positive	Pre-request	Softens the upcoming request by mentioning the time needed and using a tentative approach.	Ben Meet Kay' House 2
91	00.59.32	Kay Graham	Oh, dear, I don't like hypothetical questions.	Negative	Indirect, Disagreement (phrased mildly)	Expresses hesitation but avoids direct opposition.	Ben Meet Kay' House 2
92	00.59.34	Ben Bradlee	Well, I don't think you're gonna like the real one either.	Bald on-record	Foreshadowing	Hints at the seriousness of the real question without being impolite.	Ben Meet Kay' House 2
93	00.59.36	Kay Graham	Do you have the papers?	Bald on-record	Direct Question	Cuts to the chase to get to the core of the matter.	Ben Meet Kay' House 2
94	00.59.42	Ben Bradlee	Not yet.	Bald on-record	Direct Answer	Provides a straightforward response.	Ben Meet Kay' House 2

95	00.59.45	Kay Graham	Oh, gosh,because you know that... ee.eem...the position that would put me in.	Negative	Discomfort (indirect)	Indirectly expresses discomfort about the situation.	Ben Meet Kay' House 2
96	01.00.25	Kay Graham	Ben, I don't know what we're talking about.I'm not protecting Lyndon.	Negative	Denial	Denies Ben's implication and emphasizes her neutrality.	Ben Meet Kay' House 2
97	01.00.35	Kay Graham	I'm not protecting him.I'm not protecting any of them.I'm protecting the paper.	Bald on-record	Direct	Reveals directly that she has nothing to hide.	Ben Meet Kay' House 2
98	01.00.39	Ben Bradlee	Yeah? Well, I wasn't a stooge for Jack Kennedy.	Negative	Defense	Defends himself against Kay's earlier implication.	Ben Meet Kay' House 2
99	01.02.08	Kay Graham	Well, I've never smoked a cigar and I have no problem holding Lyndon or Jack or Bob or any of them accountable. But we can't hold them accountable if we don't have a newspaper.	Positive	Justification	Justifies her position while addressing Ben's point.	Ben Meet Kay' House 2
100	01.02.21	Ben Bradlee	When I get my hands on that study...what are you going to do, Mrs. Graham?	Negative	Threat (veiled)	Indirectly threatens to publish without Kay's approval.	Ben Meet Kay' House 2
101	01.02.29	Ben Bradlee	Oh, uh...Happy birthday, by the way.	Positive	Belated greeting	Attempts to soften the previous statement and shift the mood.	Ben Meet Kay' House 2
102	01.16.52	Kay Graham	Well, there's an extensionin the living room.	Positive	Providing information	Offers information to help Ben while avoiding his question.	Phone with Team

103	01.16.54	Kay Graham	Liz, show them where, please? Thank you.	Positive	Request with gratitude	Makes a polite request and expresses thanks.	Phone with Team
104	01.17.11	Ben Bradlee	I say we can,he says we can't.There, you're caught up.	Bald on-record	Direct	Briefly summarizes the situation.	Phone with Team
105	01.17.23	Kay Graham	Let's just be civil if we can.	Positive	Appeal for civility	Makes a positive request to maintain a respectful conversation.	Phone with Team
106	01.17.44	Kay Graham	Good. I'd like you to weigh in if you would...because I wanna know what the staff is feeling about this.	Positive	Request for opinion	Asks for Ben's opinion while explaining her purpose.	Phone with Team
107	01.18.34	Kay Graham	Is Fritz there? Fritz, are you on? What do you think? What do you think I should do?	Bald on-record	Direct questions	Asks direct questions to get input from Fritz.	Phone with Team
108	01.19.28	Kay Graham	Let's go.Let's do it.Let's go. Let's go, let's go.Let's publish.	Positive	Repetition for emphasis	Uses repetition to emphatically express her decision to publish.	Phone with Team
109	01.30.23	Kay Graham	You ran here?	Positive	Question	Asks about Ben's condition.	Ben Meet Kay' House 3
110	01.30.27	Ben Bradlee	There's been a bit of a...complication.	Positive	Downplay	Downplays the seriousness of the complication.	Ben Meet Kay' House 3
111	01.30.50	Ben Bradlee	Now putting that aside...Katharine, I've come to realize...just how much you have at stake.	Positive	Acknowledgement	Acknowledges Kay's difficult position.	Ben Meet Kay' House 3

112	01.34.05	Kay Graham	Can you guarantee me that we can go to print without endangering any of our soldiers?	Negative	Indirect (Explicit)	Clearly Articulated, Even if Indirect	Conflict before Publish
113	01.34.15	Kay Graham	I'm Talking to Mr. Bradlee Now	Bald on-record	Direct	Give a direct statement in a conflict situation	Conflict before Publish
114	01.35.06	Kay Graham	All right, then. My decision stands...and I'm going to bed.	Bald on-record	Direct	Very Clear	Conflict before Publish

CURRICULUM VITAE



M. Akmal Bashoirul Mustafid was born in Malang on April 25, 1997. He graduated from PKBM Sabilun Najah Malang in 2016. He started his higher education in 2017 at the Department of English Literature UIN Maulana Malik Ibrahim Malang and finished in 2024. During his study, He joined a Cinematography profession and participated in an internship program at Cakrawala Creative in Bumiayu, Malang.