



**PERSUASIVE ILLOCUTIONARY ACTS IN
'A MAN CALLED OTTO' MOVIE**

Undergraduate Thesis
Submitted in partial fulfillment of the requirements
for the Sarjana Sastra (S.S)

**SYAFIRA FAIRUZ NURNAJLA
202003516030**

**ENGLISH LITERATURE STUDY PROGRAM
FACULTY OF LANGUAGES AND LITERATURE
UNIVERSITAS NASIONAL
JAKARTA
2024**



**PERSUASIVE ILLOCUTIONARY ACTS IN
'A MAN CALLED OTTO' MOVIE**

Undergraduate Thesis
Submitted in partial fulfillment of the requirements
for the Sarjana Sastra (S.S)

**SYAFIRA FAIRUZ NURNAJLA
202003516030**

**ENGLISH LITERATURE STUDY PROGRAM
FACULTY OF LANGUAGES AND LITERATURE UNIVERSITAS
NASIONAL
JAKARTA
2024**

FORM OF APPROVAL

We hereby certify that **Miss Syafira Fairuz Nurnajla**, a registered student of this university and have completed the writing of her Undergraduate Thesis in accordance with her requirements of the University, is declared for defence.

Title of Undergraduate Thesis:

Persuasive Illocutionary Acts in 'A Man Called Otto' Movie

Head of English Literature Study
Program

Advisor



Dr. Siti Tuti Alawiyah, S.S., M.Hum
August 13th, 2024

Dr. Siti Tuti Alawiyah, S.S., M.Hum
August 13th, 2024

FORM OF RATIFICATION

Examined on this day, August 13th 2024 by:
The Board of Examiners:

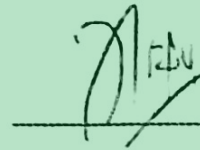
1. Prof. Dr. Dra. Sylvie Meiliana, M.Hum.

Chairperson



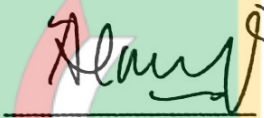
2. Maftuchah Dwi Agustina, S.S. M.Hum.

Secretary



3. Dr. Siti Tuti Alawiyah, S.S., M.Hum.

Advisor



Ratified on this day August 13th 2024 by:

Head of English Literature Study
Program



Dr. Siti Tuti Alawiyah, S.S., M.Hum

Dean of the Faculty of
Language and Literature



Dr. Drs. Somadi Sosrohadi, M.Pd.

FORM OF PLAGIARISM STATEMENT

The undersigned,

Name : Syafira Fairuz Nurnajla

Student's Number : 202003516030

Study Program : English Literature

Declares that, apart from properly referenced quotations, this Undergraduate Thesis entitled:

Persuasive Illocutionary Acts in 'A Man Called Otto' Movie

Is my own work and contains no plagiarism, it has not been submitted previously for any other assessed unit on this or other degree courses.

I have read and understood the University Regulations on Conduct of Examinations.

Jakarta, August 8th,
2024



Syafira Fairuz Nurnajla
202003516030

ACKNOWLEDGMENTS

The researcher expresses her highest gratitude to Allah S.W.T for blessing, love, opportunity, health, and mercy to complete this undergraduate thesis. This undergraduate thesis entitled “Persuasive Illocutionary Acts in ‘A Man Called Otto’ Movie.” is submitted in partial fulfilment of the requirements for the Sarjana Sastra (S.S) at Faculty of Letter Universitas Nasional.

In arranging this thesis, a lot of people have provided motivation, advice, and support for the researcher. In this valuable chance, the researcher intended to express her gratitude and appreciation to :

1. Her thesis advisor, Mrs. Widya, S.S., M.Hum, whose expertise and knowledge were invaluable to support this research. Additionally, I expressed my thoughtful gratitude for her time, patience, support and guidance for the researcher to finish this research.
2. Head of English Literature Study Program, Dr. Siti Tuti Alawiyah, S.S., M.Hum, for her guidance during the thesis's first topic discussion and proposal, until it can be continued with the guidance of the advisor. In addition, I sincerely expressed my gratitude for her support during my organizational and internship chances, until I can still be allowed to continue my research despite the lateness.
3. Her beloved parents, Mr. Syahruly and Mrs. Widyasari, for their unconditional love and support throughout every step of her life.
4. Her beloved little sister, Syaharani Aulia Nurnajma, who always willing to help in the completion and criticism of the research.
5. Her closest real-life friends, Hasna, Haliza, Rianti, Angeli, Via, Gita, Tiara, Arthisa, and Hasri, who always give their support during the thesis completion and accompany the researcher with uncountable memories.
6. Her closest online friends with the following initials order: AC, FD, KC, NC, NA, and Lala, who have been accompanying the researcher for years

and always give a lot of support in sincerity. *Hey, look, the youngest is finally got her degree!*

7. The English Literature Student Association Members of the year 2022 – 2024 for their valuable memories and experiences.
8. The Haneda Indonesian Interns for Batch October'23 – January'24 for their support and unforgettable memories during the first step of the thesis-making.
9. All friends and everybody who was important to the successful realizations of this undergraduate thesis.

Finally, I want to thank me for believing in me, I want to thank me for doing all this hard work, I wanna thank me for never quitting. I wanna thank me for being me at all times. While this undergraduate thesis has imperfections, it is anticipated to be beneficial to both the researcher and its readers.

Jakarta, August 8th,
2024



Syafir
202003516030

ajla

TABLE OF CONTENTS

FORM OF APPROVAL	i
FORM OF RATIFICATION	ii
FORM OF PLAGIARISM STATEMENT	iii
ACKNOWLEDGMENTS	iv
TABLE OF CONTENTS	vi
LIST OF TABLES	viii
ABSTRACT	ix
ABSTRAK	x
CHAPTER I	1
1.1 Background	1
1.2 Limitation of The Problem	6
1.3 Research Questions	7
1.4 Objectives of the Research	7
CHAPTER II	7
REVIEW OF RELATED LITERATURE AND THEORETICAL FRAMEWORK	7
2.1 Review of Related Theories	7
2.1.1 Pragmatics	7
2.1.2 Speech Acts	8
2.1.2.1 Locutionary Acts	10
2.1.2.2 Illocutionary Acts	10
2.1.2.3 Perlocutionary Acts	11
2.1.3 Persuasive Speech Acts	12
2.1.3.1. Illocutionary Force of Speech Act	12
2.1.3.2. Persuasive Directives Speech Acts	15
2.1.3.3. Type of Persuasive Speech Acts	15
2.1.4 Speech Acts Strategies	16

2.1.4.1	Direct and Indirect Speech Act.....	16
2.1.4.2	Literal and Non-Literal Speech Act	19
2.1.4.3	Interaction of Direct-Indirect and Literal-Nonliteral Speech Acts 20	
2.1.5	Persuasive Strategies.....	23
2.2	Previous Studies	24
2.3	Theoretical Framework	30
CHAPTER III		23
3.1	Research Approach.....	23
3.2	Data and Source of Data.....	23
3.3	Technique of Collecting Data.....	24
3.4	Technique of Analyzing Data.....	25
CHAPTER IV		26
4.1	The Utterance Consisting Persuasion and Speech Act Strategies in the ‘A Man Called Otto’ Movie	26
4.1.1	Literal and Direct	26
4.1.2	Non-literal and Direct	45
4.1.3	Literal and Indirect	48
4.1.4	Non-literal and Indirect.....	64
CHAPTER V.....		64
5.1	Conclusion.....	64
5.1.1	Utterances indicating persuasion in ‘A Man Called Otto’ movie ...	64
5.1.2	Speech Act Strategies in ‘A Man Called Otto’ movie	64
5.1.3	Persuasive Strategies from Utterances Chosen in ‘A Man Called Otto’ movie.....	66
5.2	Suggestion	67
REFERENCES.....		68
APPENDICES		71
CURRICULUM VITAE		87
THESIS CONSULTATION CARD		88

LIST OF TABLES

Table 5.1.2 Speech Act Strategies in ‘A Man Called Otto’ Movie	65
Table 5.1.3 Persuasive Strategies from Utterances Chosen in ‘A Man Called Otto’ Movie	66



ABSTRACT

The purpose of this study was to determine which utterances and types of speech act that indicate persuasive acts in the movie, along with the persuasive strategy used by the characters through the dialogues. The method used is descriptive qualitative, which gathers the movie's dialogue to analyze the context and utterances. The researcher is guided by the theory of Searle to examine the type of speech act that includes persuasion, Parker to determine the speech act strategies of the speech act, and Beebe and Beebe to determine the persuasive strategies used in the utterances. The researcher discovered 28 data utterances indicating persuasion in the A Man Called Otto movie that concluded in four categories of speech act strategies, namely; Literal and Direct, Literal and Indirect, Non-Literal and Direct and Non-Literal and Indirect. There are also two main categories of persuasive strategies, which are; Emotion to Persuade - Use Nonverbal Behaviour and Using Logic and Evidence to Persuade.

Keywords: Persuasion, Illocutionary Act, Persuasive Strategies, Movie.



ABSTRAK

Tujuan dari penelitian ini adalah untuk mengetahui ujaran dan jenis tindak tutur yang mengindikasikan tindakan persuasif dalam film, serta strategi persuasif yang digunakan oleh para karakter melalui dialog. Metode yang digunakan adalah deskriptif kualitatif, melalui dialog dari film *A Man Called Otto* untuk menganalisis konteks dan ujaran. Penelitian ini berpedoman pada teori Searle untuk meneliti jenis tindak tutur yang termasuk persuasi, teori Parker untuk menentukan strategi tindak tutur dari tindak tutur tersebut, dan teori milik Beebe dan Beebe untuk menentukan strategi persuasif yang digunakan dalam ujaran. Hasil penelitian ini menemukan 28 data ujaran yang mengindikasikan persuasi dalam film *A Man Called Otto* yang disimpulkan dalam empat kategori strategi tindak tutur, yaitu; *Literal and Direct*, *Literal and Indirect*, *Non-Literal and Direct* dan *Non-Literal and Indirect*. Kemudian juga ditemukan dua kategori utama dari strategi persuasif, yaitu; *Emotion to Persuade - Use Nonverbal Behaviour* dan *Using Logic and Evidence to Persuade*.

Kata Kunci: Persuasi, Tindak Tutur Ilokusi, Strategi Persuasif, Film.

