

CHAPTER V

CONCLUSION AND SUGGESTION

5.1 Conclusion

Through the data and analysis presented in Chapter 4, the researcher concludes that persuasive illocutionary speech act can be delivered in various kinds of phrases, and not every persuasive sentence indicates a bad meaning that will always make the hearer feel uneasy, some of it were just an act of persuasion in order to force the hearer to follow what the speaker said.

As one of the things that live in society, persuasion is an act that can be delivered intentionally or unintentionally. It is important to understand the whole context of the situation to analyze the strategy and meaning fully, and movies can be one of the media for taking the example of this social phenomenon.

5.1.1 Utterances indicating persuasion in '*A Man Called Otto*' movie

'A Man Called Otto' is a movie of 02:46:49 minutes in length as it was published on the legal streaming platform called Netflix. From the whole timeline, the researcher successfully found 28 Datums consisting of 28 utterances indicating persuasion in total.

5.1.2 Speech Act Strategies in '*A Man Called Otto*' movie

Parker (1986) classified the speech act strategies into two main dimensions, direct and indirect, and, literal and non-literal. Additionally,

these two dimensions were emphasized by looking at the possible interactions between four categories into another four dual-values categories, which are direct-literal, direct-nonliteral, indirect-literal, and indirect-nonliteral, which are: directness dimension, literalness dimension, directness and literalness dimension. From the data, the researcher focused on summarizing the analysis of the data by looking into the interactions between the two main dimensions with percentages as explained:

Table 5.1.2 Speech Act Strategies in ‘A Man Called Otto’ Movie

No.	Speech Act Strategies Category	Frequency	%
1.	Literal and Direct	12	41,38%
2.	Non-Literal and Direct	2	9,12%
3.	Literal and Indirect	10	35,71%
4.	Non-Literal and Indirect	4	13,79%
TOTAL		28	100%

Referring to table 5.1.2, the researcher managed to find 29 data on Speech Act Strategies on data that contained persuasion in the ‘A Man Called Otto’ movie. The category with the highest frequency is Literal and Direct strategy (41,38%). The second one is Literal and Indirect (35,71%), and the lowest categories are Non-Literal and Indirect Direct (13,79%) then Non-Literal and Indirect (9,12%) percentage.

5.1.3 Persuasive Strategies from Utterances Chosen in ‘A Man

Called Otto’ movie

According to Beebe & Beebe in Nurhidayatillah (2018), Persuasive Strategies are up with 2 kinds of strategies, which are: Using Logic and Evidence to Persuade and Using Emotion to Persuade, alongside with sub-category for each kind of strategy.

Table 5.1.3 Persuasive Strategies from Utterances Chosen in ‘A Man Called Otto’ Movie

No.	Persuasive Strategies Category	Sub-Category	Frequency	%
1.	Using Logic and Evidence to Persuade	Inductive Reasoning	8	28,57%
		Deductive Reasoning	0	0
		Casual Reasoning	0	0
2.	Using Emotion to Persuade	Use Concrete Examples	0	0
		Use Emotion – Arousing Word	3	10,72%
		Use Nonverbal Behaviour to Communicate Emotional Response	12	42,85%
		Use Visual Images	0	0
		Use Appropriate Metaphors and Similes	1	3,57%
		Use Appropriate Fear Appeals	1	3,57%
		Consider Using Appeals to Several Emotions	3	10,72%
		Tap Audience Members’ Beliefs in Shared Myths	0	0
TOTAL			28	100%

Based on Table 5.1.2, the researcher managed to analyzed the most persuasive strategies used in utterances that indicated persuasion from ‘A Man Called Otto’ movie. The persuasive strategy category that holds the

highest frequency is Using Emotion to Persuade - Use Nonverbal Behaviour to Communicate Emotional Response category (42,85%), and then Using Logic and Evidence to Persuade - Inductive Reasoning (28,57%) in the second place. Therefore, it can be concluded that most persuasion act in the 'A Man Called Otto' movie tends to use emotions to build the persuasion reactions in the interactions between the characters.

5.2 Suggestion

These are some suggestions for future research in Speech Act, particularly in the Persuasive aspects. The researcher here is focused on the persuasion aspect in the utterances with explanations referring to the situations of the scene. For the source data, the researcher chose a movie to give an example of the data. If another future researcher desires to cover additional topics, consider using more realistic and complex data like real interactions of humans for analyzing the persuasive strategies in persuasion acts that will always be found in everyday interactions.

