

CHAPTER IV

CONCLUSION

As elaborated in the previous chapter, it can be seen that Rachel practiced all strategies of Politeness according to Brown and Levinson's (1987) theory, there are: bald on record, positive politeness, negative politeness, and off record. Furthermore, the dominant strategy practiced by Rachel in *China Rich Girlfriend* (2015) novel is the positive politeness, followed by the negative politeness. She practiced the politeness strategy when she wants to communicate that she shared the same wants with the hearer's wants. However, she practiced the negative politeness strategy when she wants to show some respects towards her interlocutors.

The positive politeness strategy is the dominant strategy practiced by Rachel with total of 14 data. However, among 15 strategies of positive politeness, there are 6 strategies practiced by Rachel; they are: 1). notice, attend to H (his interest, wants, needs, goods); 2). exaggerate (interest, approval, sympathy with H); 3) intensify interest in H by 'making a good story'; 4) use in-group identity markers; 5) avoid disagreement; and 6) give gifts to H (goods, sympathy, understanding, and cooperation)). The most dominant strategy of positive politeness practiced by Rachel in *China Rich Girlfriend* (2015) novel is notice to H interests; wants; needs; and goods, by giving compliments and expressing admiration towards them with a total of 7 data. Rachel mostly practiced the strategy of exaggerating when she communicates with

Nicholas Young as her lover. This result is similar with the theory which stated that exaggeration is one of the positive politeness strategies commonly used as an everyday intimate-language to redress FTA (Brown & Levinson, 1987). Furthermore, in order to maintain harmony and strengthen the social bonds, Rachel applied the positive politeness strategy of noticing to H interest; wants; goods by giving compliments to satisfy her interlocutor positive face (the needs to be liked or admired).

The negative politeness strategy is the second dominant strategy practiced by Rachel in *China Rich Girlfriend* (2015) novel with the total of 8 data. Among 10 strategies of negative politeness, there are only 2 strategies practiced in this novel: 1). question and hedges; 2). Minimize the imposition; 3). Apologize. The dominant strategy of negative politeness practiced by Rachel is apologize, with a total of 4 data. She practiced this strategy because she wanted to show some respect toward her interlocutors and avoid potential direct conflict.

However, in practicing certain politeness strategies, Rachel was greatly influenced by several factors, they are: payoff, and circumstances (P, D, R). Payoff is the factor that influenced Rachel to practice certain politeness strategies which gives more benefits to her in practicing certain strategies. In terms of the circumstances, or the sociological variables, Rachel realizes that there is a difference in the social status between her and the interlocutors which influenced Rachel to apply a strategy which more polite to avoid imposing her interlocutors' face.