

## CHAPTER IV

### CONCLUSION

#### 4.1 Summary of the Findings and Discussion

In this chapter, I argue that I have successfully completed all the research objectives stated in chapter one.

1. In terms of research objective 1, I discovered that when Evelyn became a retired artist, the proportion of politeness strategy use reached nearly 46.3% of the total utterance, indicating that this was the most frequent use of politeness at that career stage. However, it is essential to note that career stages and differences in the proportions of data analyzed played a significant role in this phenomenon. Additionally, the analysis revealed that positive politeness emerged as the most dominant type of politeness employed consistently across Evelyn's four career stages. However, it is essential to note that implementing positive politeness as a sub-strategy varied across each stage of her career. I also identified two underlying motivations for Evelyn's consistent use of positive politeness: (1) Evelyn desired to convey the impression that she was a colleague capable of working collaboratively, and (2) Evelyn wished to encourage cooperation in her formulated plans.
2. In terms of research objective 2, I examined the relationship between roles in a professional context, the Hollywood film industry, and relative power. The reason behind this exploration is the variation in power accessibility, which is influenced by the career stages of those involved in interactions—be it Evelyn

or the three selected interlocutors. Furthermore, it was discovered that the degree of power Evelyn holds can greatly affect her choice of politeness strategies during interactions. When Evelyn possesses a higher level of power, she is more likely to use a straightforward communication strategy, namely the bald-on-record strategy. Conversely, when her power level is lower, she chooses more indirect communication methods, specifically the off-record strategy. However, in situations where power dynamics between Evelyn and her interlocutors are equal, she predominantly employs positive politeness strategies. However, showing the dynamics relation of power doesn't represent the actual reasons in choosing politeness strategies. It is because there are two other influenced factors, namely social distance and rank of impositions. So, the results here is not merely influence by the power relation.

3. Regarding Evelyn's employment of politeness strategies in her utterance and her characterizations, based on my data, it is showed the tendency of the portrayals of Evelyn's characterizations as purposeful, collaborative, and sensitive individual.

#### **4.2 Suggestions for Further Research**

It is recommended that further research expands the analysis to include other factors, such as social distance and the rank of impositions, considering that I do not pay attention to include other factors in my investigations. This connects to Evelyn's preference for utilizing a positive politeness strategy when the interaction involves an equal power dynamic. Moreover, it is suggested for further research to explain in detail the other types of politeness strategy, since this this research has

focused only on explaining positive politeness. This research can also be enhanced by exploring the utilization of politeness strategies for courtesy methods within conflict and bargaining, potentially impacting not just Evelyn but also other characters in the novel. Furthermore, it would be more challenging for further research to compare the application of politeness strategies in several characters in the novel, *The Seven Husbands of Evelyn Hugo*.