

CHAPTER II

REVIEW OF RELATED LITERATURE

In this chapter, the writer presents review of related literature. The literature concerns about speech act, categories of illocutionary act, refusal strategies.

A. Speech Act

Speech act theory has a strong influence on the field of discourse studies as this theory focuses on the question of what people are doing.¹⁴ Basic concept of speech act theory is saying. Austin develops this theory about speech act. According to Austin, speech act is a theory of performative language in which to say something is to do something.¹⁵

There are some definitions about speech act, According to Searle, speech acts are the basic unit of linguistic communication.¹⁶ It means the purpose to be conveyed to listener, speech act refers more to the meaning because in speech has important meaning. Moreover, Searle distinguished direct and indirect speech acts. In a direct speech act, there is a relationship between form and function. In direct speech acts, an imperative is used to perform a request. We can see the example: *pass me the salt*. For indirect speech act, the illocutionary force of the speech act is not understood from the surface structure. For example, an interrogative form of request is "can you

¹³ Cohen., *Developing the Ability.*, 1996.

¹⁴ Jan Renkema, *Discourse Studies: an Introductory Textbook*, (Amsterdam: John Benjamins publishing Company, 1993), 22.

¹⁵ Austin, J. L, *how to do things with words* (USA: Harvard University Press, 1962), 89.

¹⁶ Searle, *Speech Acts: An Essay in the Philosophy of language* (Cambridge, Eng: Cambridge University Press, 1962), 89.

pass me the salt?"¹⁷. In other hand, Yule's definition about speech is actions performed via utterances.¹⁸It means, include some aspects such as apology, complaint, compliment, invitation, promise, or request. Speech act are acts of communication, when someone wants to communicate with other is to explain and express a certain attitude, and concept of speech act is saying, and saying is part of doing. Austin's theory development of speech act into three part such as locutionary, illocutionary, and perlocutionary.¹⁹

1. Locutionary Act

Locutionary act is the act of saying something that conveys the propositional meaning of a sentence with a certain sense and reference. This is included about the utterance of certain noises (phonetic act), the utterance of comprising linguistic expression (phatic act), and the utterance of them with certain meaning in the philosophical sense of that word, namely with a certain sense and with certain reference (rhetic act).

This is example about Locutionary act "It's hot in here".

2. Illocutionary Act

Illocutionary act is the performance of a particular language function that has the conventional force of a request, promise, an order, a denial and so forth. It means an illocutionary explains in what way use in communication. Performing an illocutionary act means utterance that carries an illocutionary force such as accusing, promising, naming, and ordering, and example about it like this, "it's hot in here" could be an indirect request for people to open the window.

¹⁷ Ghazanfari., *Investigating cross-linguistic differences.*, 2013. P. 4.

¹⁸ George Yule, *Pragmatic* (Oxford University Press, 1996), 47.

¹⁹ Austin., *How to do things.*, 92.

3. Perlocutionary Act

Perlocutionary act is the achieving of certain effect by saying something. The perlocutionary act represent a consequence of the speaker's utterance, and perlocutionary effect include the feelings, thoughts or actions of an audience. This is an example about perlocutionary act "It's hot in here". It can result in someone opening the window. It means that a perlocutionary meaning is the effect from speaker or the effect of what is said.

Another definition about locutionary act, illocutionary act and perlocutionary act are as follows: locutionary act is performing an act of saying something. Illocutionary act is performing an act in saying something, and perlocutionary act is performing an act by saying something. Based on explanation about parts of speech act, and illocutionary act has some categories, these categories according to Searle such as representative, directive, commissive, expressive, and declarative.

B. Categories of Illocutionary Act

Searle's Taxonomy makes the classification of speech that forms the basis of illocutionary speech act into five categories of speech act, such as representative, directive, commissive, expressive, and declarative.

1. Representative

Representative speech act is speech act which speakers expressed confidence about the particulars of external reality. Speech act serves to tell people about something. Moreover, representative is the illocutionary act which states what the speaker believes to be the case or not and

commits to speak the truth, it means a speaker wanted to convey the truth of something. This is an example about representative "*the sun rises in the east*".

2. Expressive

Expressive is kind of illocutionary act which can show statements what the speakers feels. Sometimes the speaker has feel difference in her or his condition. It means that speech act reflects the statement from psychological speakers. Moreover, it can be statements of pleasure, pain, like, joy or sorrow. This is an example about expressive "*I am really sorry*".

3. Commissive

Commissive is a kind of illocutionary act that speaker use to commit themselves to some future acts. It means the utterance contain about promises, plans, vows, threats, offers, refusals, pledges. In the case of a commissive, the world is adapted to the words via the speaker him or herself. This is an example about commissive "*No, I can't do that.*"

4. Declarative

Declarative is a kind of illocutionary act which change the world via utterance. It means a declarative speech act can change in the world as a result of that speech. It can change in some situations, and someone can declare herself or himself and other.

5. Directive

Directive is a kind of speech acts that speaker use to get someone else to do something. Usually people express what they wants, and in

performing directives, the speakers tries to get commit him or herself to some future course of action (verbal or non verbal). There are commands, orders, invites. Advices, begs, request, suggestions, as the example they can be positive or negative. "Give me a cup of ice tea".

This is Searle's typology of speech act, there are five types of speech act as following.

3.1 Table about Searle's typology of speech acts.

Illocutionary Act	Direction of point/ fit	Expressed psychological state
Representative	Words to world	Belief (speaker)
Directive	World to words	Desire (speaker)
Commissive	World to words	Intention (speaker)
Expressive	None	Variable (speaker)
Declarative	Both	None (speaker)

C. Refusal Strategies

Based on the Searle Taxonomy, it will play a prominent role in shaping the central thoughts for the analysis of refusals in this study. Crucially, the speech act of refusal falls under the category of commissives according to Searle's taxonomy.²⁰

In this point, the writer only focuses on speech act of refusal. Moreover, this study uses Beebe, Takahashi and Uliss-Weltz refusal strategy. According to Beebe et al, refusals are a major "sticking point" for non-native speakers and are complex in nature.²¹ It means that, it is difficult to say 'no' clearly and politely for many non-native speakers not to offend their

²⁰Searle, J. R, *What is speech act?* 1975a.

²¹ Beebe, L. M, dkk., *Pragmatics transfer in ESL refusals.*, 1990.

interlocutors. In other hand, according Brown and Levinson Theory, refusing in an appropriate way is taken to be evidence of pragmatic competence since the speech act of refusal is an extremely face threatening act (FTA) which is most likely to damage the addressee's face very easily Brown & Levinson.²² For overall meaning of refusal, the writer concludes that refusal is one of the speech acts in which communication problems are likely to happen because interlocutor try not to fulfill the request, offer, invitation, suggestion, or others.

There are some previous researchers that classify a respond to refuse some situations. They are like Maryam Farnia (Corresponding author) that use refusal strategy to respond situation for invitation only. Then, she use an open ended questionnaire in the form of a Discourse Completion Task (DCT) adopted from Felix-Brasdefer's (2008) study of refusal to invitation.²³ Moreover, Emmanuel Sarfo classifies refusal strategy to respond situation for request only. For this study, according to Beebe and others, the speech act of refusal strategy is classified as a response to four specific speech acts: those of request, invitation, offer, and suggestion. The study use of a modified written discourse completion test (DCT) comprising of eight situations.

The speaker may choose one or combination of these strategies in an effort to repair situation or their relationship. Here the writer shows refusal strategies based on some previous researchers. Emmanuel Sarfo suggests that there are three strategies to refuse. From the data three types of direct refusals are (a) definite or flat *no* without any other form(s) of expression; (b) definite

²²Brown, P., & Levinson, S. (1987). *Politeness: Some Universals in Language Use*. Cambridge: CambridgeUniversity Press.

²³Felix-Brasdefer, J. C. e. (2008). Perceptions of Refusals to Invitations: Exploring the Minds of Foreign Language Learners. *Language Awareness*, Vol.17. No.3.

no with some other expression(s), and (c) negative expression(s) without the word *no*. While indirect refusals are (a) Excuse, (b) Request for Information or Clarification, and (c) Suggesting an Alternative.²⁴ Furthermore, Beebe, Takahashi and Uliss-Weltz (1990) cited in Ghazanfari (2013) reports an direct refusal strategies consist of performatives such as “I decline” and non-performatives like “I can’t” or “no”. For indirect refusal strategy consist of (1) statement of regret, (2) Wish, (3) Excuse, reason, explanation, (4) Statement of alternative (5) Set condition for future or past acceptance, (6) Promise of future acceptance, (7) Statement of principle (8) Statement of philosophy, (9) Attempt to dissuade interlocutor, (10) Acceptance functioning as a refusal, (11) Avoidance. Then, adjuncts of refusal are namely (12) Statement of positive opinion, 13) Statement of empathy, (14) Pause fillers, and (15) Gratitude/appreciation.

For this study, the writer chooses refusal strategies from Beebe, Takahashi and Uliss- Weltz classification namely:

1. Direct:

- a. Performative (e.g., ,,,I refuse.□□)
- b. Non-performative statement e.g.:
 - 1) Unwillingness “No”
 - 2) Negative willingness ability (e.g. I can't. ,,,I won't be able to give them to you.□□)

2. Indirect

- a. Statement of regret (e.g., ,,,I'm so sorry.□□).

²⁴ Emmanuel Sarfo. (2001), Variations in Ways of Refusing Requests in English among Members of a College Community in Ghana. *African Nebula*. Issue 3.

- b. Wish (e.g. I wish I can do it for you).
- c. Reason (e.g., ,,I have other plans.□□,,,I'm going to be studying until late tonight.□□)
- d. Statement of alternative:
 - 1) I can do X instead of Y.
 - 2) Why don't you do X instead of Y
- e. Set condition for future or past acceptance (e.g., ,,Oh, if I'd checked my e-mail earlier, I wouldn't have made other plans□□)
- f. Promise of future acceptance (e.g., ,,I'll do it next time□;,,,let's make it another day□).
- g. Statement of principle (e.g., ,,I don't believe in fad dieting.□).
- h. Statement of philosophy (e.g. Help one, help all).
- i. Attempt to dissuade interlocutor.
 - 1) Threat/statement of negative consequences to the requester (e.g. If you don't see me then, you will miss out.).
 - 2) Criticize the request/requester, etc. (e.g., ,,Who do you think you are?□).
 - 3) Let interlocutor off the hook (e.g., That's okay; don't worry about it.□).
- j. Lack of enthusiasm: *"I'm not interested in diets.*
- k. Avoidance:
 - 1) Repetition of part of request, etc. (e.g. Borrow money?).
 - 2) Postponement (e.g., ,,I need to think about it.□□).

3. Adjuncts to Refusals.

- a. Statement of positive opinion/feeling or agreement (I'd love to).
- b. Statement of empathy (e.g., ,,,"While I appreciate,,,").
- c. Gratitude. (e. g. "Thanks")

D. Refusal of situations

Beebe at al. states that refusal strategies commonly happen in some situations. They are like refusal of requests, offers, invitations, and suggestions.

1. Refusal of Requests

Requests are the act of asking for something to be given or done, especially as favor or courtesy, solicitation or petition.²⁵ From that definition, it means that refusal of requests are an act of saying or showing that you will not do, give, or accept something. Therefore, to refuse to do something is to say that you will not do that.

Example:

- a. Speaker: I'm very busy. Can we discuss this in few days later?
- b. Interlocutor : I'm sorry, maybe I have no much time in another day

2. Refusal of Offers

Offers are an act to give someone the opportunity to accept or take something or to make something available or to provide or supply something.²⁶ In other definition, offers also have a meaning of asking someone if they would like to have something or if they would like you to

²⁵www.dictionary.com, (accessed on April 22, 2016).

²⁶www.merriam-webster.com, (accessed on April 20, 2016).

do something.²⁷ Therefore, refusal of offers means that we would not like to have or to do something that someone has offered for.

Example:

- a. Speaker : Would you like to drink a cup of tea?
- b. Interlocutor : No, I think it is too much sugar.

3. Refusal of Invitation

An invitation is a request, a solicitation, or an attempt to get another person to join you at a specific event. An invitation can be delivered as a verbal request.²⁸ It is like a request both spoken and written to participate or be present or take part in something. It gives a conclusion when we give somebody invitation, we ask if they would or would not like to go somewhere or do something or have something. However, when we refuse the invitation from someone, we would not like to go somewhere or do something like someone ask to us.

Example:

- a. Speaker : Would you like to come over for thanksgiving dinner?
- b. Interlocutor : Thanks for the gracious invitation, but we already have a simple dinner at home.

4. Refusal of Suggestion

Suggestions are an idea about what someone should do or how someone should behave or the process by which one thought leads to

²⁷www.dictionary.cambridge.org, (accessed on April 20, 2016).

²⁸www.vocabulary.com, (accessed on April 23, 2016).

another especially through association of ideas.²⁹ So, if we want to refuse suggestions, it means that we refuse or reject an idea, plan, or action that is suggested to us.

Example:

- a. Speaker : You know Alan, why don't we go to the Cinema to watch Titanic?
- b. Interlocutor : No, I'm sorry. I think we have seen the film many times before.

²⁹www.merriam.com, (accessed on April 22, 2016).