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Realization of Positive and Negative Politeness as maneuvering strategies in Austen's *Pride and Prejudice*

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Abstract. Literature is that vast field of knowledge, accents and entertainment. Therefore, it is considered one of the most significant ways of expressing social relations and cultures. Nevertheless, readers of literary works could be deceived by delusional ways some writers adopt in portraying the characters of their literary works. Austen employs strategic maneuvering to persuade her readers towards her perspectives. The researcher chooses Jane Austen's *Pride and Prejudice* to be analyzed pragmatically to clear up the underlying intentions and maneuvering tactic of some of the prominent characters of the novel. Accordingly, in *Pride and Prejudice*, Austen uses positive and negative politeness strategies as maneuvering strategies to show gender difference. Descriptive qualitative is used in this research. Politeness strategies is used widely by all the characters for different purposes, however, some of them manage to get the wanted goals. The researcher only focuses on main characters. Analyses reveal that male tend to use positive politeness, whereas female tend to use negative politeness. Both of them use on record and off record politeness strategies.

Keywords. Positive politeness strategy, negative politeness strategy, maneuvering

1. Introduction

It is a truth universally acknowledged that language cannot be separated from human life. Thus, people can deliver and receive information from one another by communicating via language without any boundaries. Yet, the roles of language are not only to deliver and receive messages. Through language, people can also declare something, state what they believe, and express what they feel, ask other people to do something, or even maneuver to persuade or change others' opinion.

Generally, in order to make the communication run well, people will try to be polite and maintain their face or public-self-image when they try to maneuver others. The study of pragmatics especially in politeness strategy had been conducted by many researchers. As such, Ying (2017) analyzed politeness in the requesting speech acts of Jane Austen's novels. His study revealed that there is an increase in the use of negative politeness strategies over positive politeness strategies in the British society at the beginning of the nineteenth century. Praminatih, and Nafiah. (2018) noted that female speech is more polite than male speech due to the frequent use of tag question, greater indirectness, and conversational flow. Moreover, the study of politeness strategy also can be implemented in teaching learning. Abdelbasit (2019) analyzed a speech by Jokowi in Mata Najwa talk show. The study focused

on conversational implicatures and positive politeness. He reported that positive politeness expressed by Jokowi used eleven strategies and it can be implemented to eleven graders of vocational school. Salman and Yusoff, (2020) indicated that in Austen’s novels much of the action takes place at social gatherings. Hence, negative politeness is the most common strategy in her novels.

It is worthy to mention that politeness is not as simple as saying “excuse me” or “please”. According to Yule (1996: 60), “politeness can be defined as a way to show alertness towards the face of someone else”, it means that the face of either the hearer or the speaker is one of several things which have to be considered by the speaker in making communication. Meanwhile, Brown and Levinson (in Goody, 1978: 61) define face as an emotionally devoted attribute which has to be accessible in interaction and it can be maintained or lost.

In keeping with Brown and Levinson theory, there are four politeness strategies. Firstly, Bald on record strategy is a strategy in which speaker do not do any action to minimize face threatening act (FTA) of addressee. Secondly, the positive politeness strategy is intended to avoid giving offense by highlighting friendliness. This strategy includes joking, seeking agreement, compliment, sympathy, cooperation and reciprocity. Thirdly, the negative politeness strategy includes opposing tension, using question, hedge, and minimize the imposition. Fourthly, off-record is doing speech act indirectly. This strategy comprises giving sign, presupposition, using metaphor, using ambiguity, and using vague expression. Lastly, do not do the FTA. The following Figure illustrates the theory.

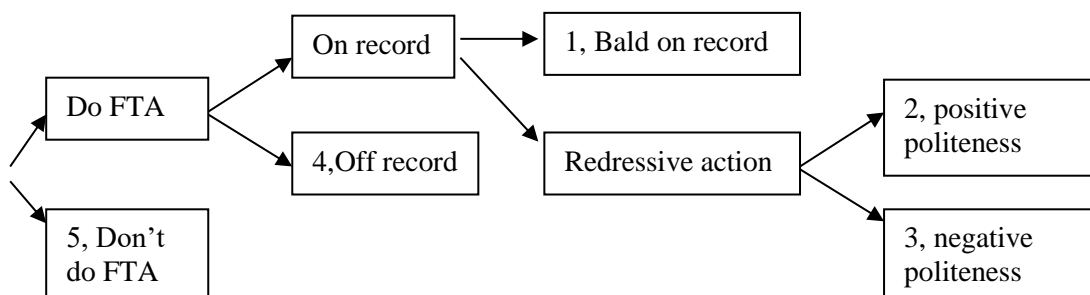


Figure 1. Brown and Levinson’s theory

In the field of pragma-dialectics, van Eemeren and Houtlosser (2002) provide a categorization of essential element assimilated within the process of strategic maneuvering which “audience demand” which plays an essential role in strategic maneuvering. The audience demand involves three pragmatic components which are: hedges of the cooperative principle, conversational implicature, and politeness principle.

This research is limited at analyzing the positive and negative politeness strategies . The politeness principle and realized by strategies of politeness (Brown & Levinson, 1987). There are fifteen categories of positive politeness strategy such as notice, approval, intensity interest, identity markers, agreement, disagreement, presuppose, joke, asserting knowledge, offering or promise, optimistic, include speaker and hearer in a given activity, give or ask for as a reason, reciprocity, and give sympathy. The categories of negative politeness, on the other hand, are conventionally indirect, question, pessimistic, minimize the imposition, give deference, apologize, state the FTA, and go on record as incurring a debt.

2. Research method

In conducting the study, the descriptive qualitative method was used. This method is used because this study aims at describing how male and female politeness strategy in *Pride and Prejudice* realized as one of maneuvering tactics. In analyzing the data, some steps were followed: (1) classifying excerpts which contain politeness strategy using Brown and Levinson's theory of politeness strategy, (2) explaining the intention of maneuvering in selective utterances, (3) describing the factors that contribute to the choice of politeness strategies in realizing maneuvering, (4) drawing conclusions and suggestions based on the analyzed data.

3. Findings and discussions

3.1 Positive Politeness Strategy

The analysis revealed that there are eleven categories of positive politeness strategies in Darcy's and Elizabeth's utterances. These strategies are showing attention or notice, approval, identity markers, exaggerate interest, seek agreement, presuppose, offer/promise, asserting knowledge, be optimistic, and include both S and H in the activity, give (or ask for) reason and give sympathy. The number of distribution can be seen in the table below:

Table 1: distribution of positive politeness strategy

No.	Positive politeness	Main Actor (Darcy)	Main Actress (Elizabeth)
1	Notice	4	4
2	Approval	7	4
3	Intensity interest	2	3
4	Identity markers	-	3
5	Agreement	2	3
6	Presuppose	1	4
7	Offer, promise	1	3
8	Asserting knowledge	3	7
9	Include S and H in activity	1	-
10	Give or ask reason	16	14
11	Give sympathy	3	-
	Total	40	45

The table above reveals that the main characters in Austen's *Pride and Prejudice* use different strategies of positive politeness for various purposes. Some of them manage to get the desired goals, and others are less successful when using the strategies. Besides, some of these characters may even gain the sympathy of the readers, while others may act as haughty and arrogant. In regards to using politeness strategy as a maneuvering tactic, it seems that the presence of positive politeness strategy in *Pride and Prejudice* indicates that the male characters most often want to build a mutual cooperation and manipulatively show their love and respect towards female characters even when they are not acquaintances with the other person. For example, Darcy's positive politeness utterances with Elizabeth are clear examples of his subtle maneuvering to show his decency and concern to Elizabeth as shown in the following example:

“Darcy: I am perfectly happy to oblige, please advise me of what would like most to hear.”
(*Pride and Prejudice*, Ch. 24, p.206)

Darcy’s utterance above: *“I am perfectly happy to oblige”* shows that he is using a positive politeness strategy to appear accommodating to Elizabeth when asking something. This could very well be due to his feelings for her.

The characters in the novel also used positive politeness principle when the speaker knows that the hearer has a desire to be respected and appreciated. They use the strategy in order to make the hearer become more relaxed in a conversation and to show solidarity with them. For example:

Elizabeth: Now be sincere, did you admire me for my impertinency?

Darcy: For the liveliness of your mind, I did.

Elizabeth: You may as well call it impertinence though make a virtue of it by all means.
(*Pride and Prejudice*, Ch. 43, p.377)

A positive politeness strategy is used in the expression of encouragement in Darcy’s utterance *“For the liveliness of your mind, I did”*. When Elizabeth asks Darcy whether he admires her impertinency, he answers her implicitly. His answer reflects his delicate maneuvering to show his admiration of Elizabeth at the same time, covering her ‘flaw’ and saving face.

3.2 Negative Politeness Strategy

The analysis showed that there are seven categories of negative politeness strategies in Darcy’s and Elizabeth’s utterances. These strategies are: be conventionally indirect, using question/hedge, be pessimistic, give deference, apologize, state the FTA as a general rule and go on record as incurring a debt. The number of distribution can be seen below:

Table 2: distribution of negative politeness

No	Negative politeness	Main Actor (Darcy)	Main Actress (Elizabeth)
1	Indirect	6	15
2	Question	10	16
3	Pessimistic	4	3
4	Give deference	2	13
5	Apologize	3	4
6	Go on record	4	7
7	State FTA	1	7
Total		35	62

From the above table, it seems that the characters often use negative politeness principle in their attempt to demonstrate the speaker’s awareness of the hearer’s negative face by giving them the freedom to show a difference which may be an apology for the interruption or imposition. Thus, negative politeness is aimed to fulfill the negative-face wants of the hearer. It seems that Austen’s intention of using this politeness strategy is to keep the psychological distance between the characters or even enlarge it. For example:

Darcy: Perhaps I do. Arguments are too much like disputes. If you and Miss Bennet will defer yours till I am out of the room, I shall be very thankful; and then you may say whatever you like of me.

Elizabeth: Oh!" said she, "I heard you before; but I could not immediately determine what to say in reply. You wanted me, I know, to say "Yes," that you might have the pleasure of despising my taste; but I always delight in overthrowing those kinds of schemes, and cheating a person of their premeditated contempt. I have therefore made up my mind to tell you that I do not want to dance a reel at all -- and now despise me if you dare.

Darcy: Indeed I do not dare.

(Pride and Prejudice, Ch.10, p.53)

In the conversation between Darcy and Elizabeth, above negative politeness is used by Elizabeth in refusing to dance with Darcy at Bingley's home. The conversation indicates that Elizabeth clearly uses direct speech acts to show her refusal and reply to Darcy's invitation "I have therefore made up my mind to tell you that I do not want to dance a reel at all -- and now despise me if you dare". She makes no effort to save his negative face by directly turning Darcy down. In doing so, she makes herself clear in a very aggressive way which also reflects her spirited wit and prideful personality in her maneuvering of the situation. Instead of feeling hurt or angry with her direct utterance, Elizabeth's integrity, honesty, and devotion to the truth are the more reasons for Darcy to fall head over heels in love with her. She does not grovel at his feet even though she, more than Caroline Bingley, needs Darcy's money and position.

Conclusion

Based on what have been discussed above, it is significant to highlight that certain essential messages has been discovered in Austen's style of writing to make her ideas more convincing and attention-grabbing in both novels. The analysis of the study revealed that in *Pride and Prejudice* male tends to use positive politeness, whereas female tends to use negative politeness. Both of them use on record and off record politeness strategies. This is due to the social stratification variation between the rich and poor characters in the novel depicting the society during Austen's era.

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