

POLITENESS STRATEGIES USED BY MAJOR CHARACTERS IN JANE AUSTEN'S NOVEL, *PRIDE AND PREJUDICE*

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Abstract

The purpose of this study was to describe the language politeness employed by the major character in *The Pride and Prejudice* novel. The method used was descriptive qualitative. The researchers found: first, the data of positive politeness strategies and the data of negative politeness strategies were in line with Brown and Levinson's theory, 10 positive types of politeness strategies. The mostly used were: paying attention to the speaker's interests, wants, requirements and commodities. When the speaker truly means "you" or "me", he can employ the strategy of inclusiveness form to invoke the cooperative presumptions and rectify FTAs, giving or asking for explanations, insisting on reciprocity, goodness, sympathy, understanding, and cooperation. Out of 8 negative types of politeness strategies, the mostly used were: adopting a customarily indirect stance, not taking compliance for granted, expressing pessimism about one's capacity or willingness, to reduce the burden, as cited from the FTAs as an illustration of a general principle. Then, three factors influenced the use of polite language, namely: social distance, power, and degree of impositions.

Keywords: *degree of impositions; politeness strategies; power; social distance*

1. Introduction

A novel functions as reading and educational resources due to their intrinsic and extrinsic values. Modern novels are often presented in prose style. The use of communication in a story or novel can help readers interpret the linguistic usage of the characters. The evolution of novels signifies a shift from a primarily religious outlook on existence to a renewed focus on the intricacies of everyday life. Aligned with the evolution of novels, the rise of a well-educated middle class, the widespread adoption of the printing press, and a transformed economic landscape form the foundational factors driving these noteworthy shifts in literary creativity during the eighteenth century. To this day, the novel retains its dominant position as the literary genre that is mostly favored. The majority of novels are about ordinary people, and the challenges they encounter in their respective cultures are at the root of these important transformations in eighteenth-century literary creation (Pristiwati, Rustono, & Prabaningrum, 2020).

A novel also contains linguistic aspects, which are interesting to be analyzed. According to Setyawan, Binawan, & Nugraeni (2022) the science that studies the meaning

intended by the speaker is known as Pragmatic. Pragmatics is the investigation of the relationship between language form and its users (Kelly & Cordeiro, 2020). The study of pragmatics focuses on meaning. It can be said listeners understand what the speakers are saying. According to the dimensions of pragmatic theory, "direct directive", speech acts are the main kind of persuasive speech employed by spokespersons which (a) comprises speech acts of "indirect directive," such as the statement "JaDi's partner is the best partner," and (b) contains direct utterances of commands or requests, like the phrase "Vote Number 2!" (Taufik, 2014).

Politeness Strategies are the propensity to emphasize proximity between speaker and hearer when using positive politeness form and might be viewed as a solidarity strategy. This may serve as the main plan of action for the entire group or it may be a choice made by a certain speaker on a particular occasion. When face-threatening activities are intended or necessary, politeness strategies are utilized to save the hearer's face (Feng, 2023). People therefore greatly require language as a tool of communication in their daily lives. An essential topic in communication is politeness. Being courteous involves acting in a way that makes an effort to consider the feelings of the individuals being addressed. Being courteous is a universal virtue. Most languages create their own rules for politeness. This pertains to the community's social and cultural ideals. Bald on-record, positive, negative politeness, and off-record are all examples of politeness strategies. Face-Threatening Acts (FTA) are described as behaviors that are fundamentally harmful to the speaker's or addressee's face by acting against the other's wishes and desires (Sapoetra, 2021). A person's negative face is threatened when he or she does not avoid or seek to avoid the restrictions on the freedom of action of his or her interlocutor. The speaker or listener will struggle to communicate due to the negative face, which impedes communication construction, and will surrender to the other. When a bad face is threatened by both the hearer and the speaker, freedom of choice and action is limited. The politeness degree of aggressive speech given by campaign speakers is highly important. The politeness level of the language is significantly impacted by the substance of the conversation and the speakers' already acknowledged local cultural norms (Wedhowerti, 2023).

Syakur, Susilo, Wike, & Ahmadi (2020) state that language serves as a tool for communication and information exchange. A person can communicate with another through language for a variety of goals, such as informing, ordering, persuading, and reassuring them. This concept demonstrates that language is created and used by human civilization, but it also acquires significance as a means of interpersonal communication. Sometimes in communication, the listeners do not grasp what the speaker is trying to say. This might lead to differing interpretations among them.

Yulian & Mandarani (2023) suggest that three factors influence the speakers' employed politeness strategies; they are social distance, power, and the degree of imposition between the speaker and the hearer. People have factors that affect how they use politeness strategies in their lives. Taking into account the potential relationship between the speaker and the interlocutor, the speaker tries to choose the right way to express himself. These three factors are, in fact, are inseparable from one another. In most cases, greater social distance also involves greater power differences, whereas someone who knows well or with whom to share common interests usually falls into the same social category; surely someone will put more effort into avoiding offense when dealing with an official. Fitriyah, Emzir, & Ridwan (2019) describe that the elements of politeness theory,

namely the three sociological factors affect the choice of politeness strategy and the seriousness of the face-threatening action: the distance between speaker and listener; the power difference between the speaker and listener; and ranking of the seriousness of the face threat.

There are three reasons why the researchers take this title; the first reason is that in daily interactions, people sometimes do not recognize if the activities they perform are courteous, resulting in the face loss of their interlocutor, which they do not even realize. Some of them do not even know what politeness is.

The second reason, *Pride and Prejudice* has been one of the most well-known novels ever since it became an instant hit in 1813. Elizabeth Bennet, the novel's vivacious protagonist, is described by Jane Austen " as charming as ever appeared in print" in her own words. This novel is the finest comedy of manners of Regency England because of the romantic conflict between the opinionated Elizabeth and her proud beau, Mr. Darcy, which is a splendid performance of civilized sparring. Jane Austen is radiant with sparkles as her characters dance a delicate quadrille of flirtation and intrigue. This novel demonstrates family relationships rather than romantic relationships, implying that blood is thicker than water (Septianto, Northey, Chiew, & Ngo, 2020). The major characters in the novel also use many expressions, sentences, and body language that contain acts of politeness including the implementation of positive and negative strategies of politeness.

The third reason is that previous studies mostly examined the number of occurrences of politeness strategies such as bald on record, off record, and positive-negative politeness in movies. In this research, the researchers want to analyze the factors that influence the major characters in the novel *Pride and Prejudice* using politeness strategy.

2. Literature Review

2.1 Positive politeness

Positive politeness is focused on reducing a threat to the hearer's positive face ensuring that the hearer is comfortable, including avoiding arguments and jokes, being unbeaten, using solidarity, making a commitment, listening to the hearer's needs and wishes, and being optimistic (Prayitno et al., 2022). Having a positive attitude is necessary for someone to feel loved and welcomed by others.

- P1 (Positive 1) : Paying attention to the speaker
- P2 (Positive 2) : Being dramatic
- P3 (Positive 3) : Increasing the listener's interest in the speaker's contribution
- P4 (Positive 4) : Utilizing in-group identification indicators in speech
- P5 (Positive 5) : Seeking consensus on secure subjects
- P6 (Positive 6) : Steering clear of conflict
- P7 (Positive 7) : Asserting, promoting, and presupposing shared ground
- P8 (Positive 8) : Cracking a joke to lighten the mood
- P9 (Positive 9) : Asserting or implying awareness or care
- P10 (Positive 10) : Making an offer and a promise
- P11 (Positive 11) : Having faith of the FTAs
- P12 (Positive 12) : Invoking the cooperative presumptions and rectifying FTAs.
- P13 (Positive 13) : Giving or asking for explanations
- P14 (Positive 14) : Insisting on reciprocity

P15 (Positive 15) : Being good, sympathetic, understanding, and cooperative

2.2 Negative politeness

Typically, this is seen from the listener's dejected face. Negative face is the desire to maintain one's independence, so it is more acceptable for the speaker to include the audience by using distance-creating styles like apologizing (Erkinovna, 2019) The desire to be free to act, free from imposition, and unhindered by others.

- N1 (Negative 1) : Adopting a customarily indirect stance
- N2 (Negative 2) : Not taking compliance for granted; asking, then hedging
- N3 (Negative 3) : Expressing pessimism about your capacity or willingness
- N4 (Negative 4) : Reducing the burden
- N5 (Negative 5) : Being respectful
- N6 (Negative 6) : Expressing regret
- N7 (Negative 7) : Impersonalizing the speaker and the listener. It can be polite to keep the identity of the speakers and listeners secret during a conversation
- N8 (Negative 8) : Citing the FTA as an illustration of a general principle
- N9 (Negative 9) : Nominalizing to put the actor further away and to create formality
- N10 (Negative 10) : Declaring yourself to have incurred a debt or not to have incurred one

2.3 Social distance

It is about the speaker and hearer in a symmetric relation (Jannah & Ghofur, 2022); how successful the interaction between the speakers and the hearers is from social status or close relationship.

2.4 Power

How strong the influence and position in the relationship is between the speakers and the hearers. It is about the speaker and hearer in a relative power (Ambarwati & Kuncorohadi, 2023).

2.5 Degree of imposition

According to AlAfnan (2022), the value of impositions might still change depending on the situation. There are two tiers, one for impositions requiring services (including the contribution of time) and one for impositions requiring products (including nonmaterial goods like information). Both impositions apply to actions that result in FTAs. When a speaker exhibits more FTAs in his utterances, the act's imposition increases. As a result, the speaker will employ extremely typical politeness methods when conversing.

3. Research Method

This study uses a descriptive qualitative approach, mentioned by (Xirera, Muth'im, & Nasrullah, 2021) that focuses on the meanings and the traits of events, people, interactions, settings/cultures, and experiences, as well as on defining characteristics. It is based on explanation or description, not statistics. The researchers explain the data which are taken from major characters in *Pride and Prejudice novel* by Jane Austen. The data of the research are all words, phrases, and sentences related to the positive and negative politeness Strategies used by major characters in *Pride and Prejudice Novel* by Jane Austen and the

novel becomes the primary data source, while the secondary data sources are taken from respective references.

The researchers concentrate on all novel passages that mention both constructive and destructive politeness strategies. Xie (2021) argues that a comprehensive system for distinguishing and relating all the types of data with which measurement and scaling theories deal, regardless of the behavioral context of the data or their sources, data are descriptively analyzed.

There are four different ways to acquire data: through observations notes, interviews, documents, and audiovisual sources. In line with Peterson (2019) the first instruments are the researchers reading the novel briefly and deeply. The second instruments are observation notes, documents, and table sheets. The document is the e-novel namely *Pride and Prejudice* Novel by Jane Austen. The observation notes are for taking notes on all analysis activities. The table sheet is for identifying, classifying, and the purpose of analysis process.

Next, the data are classified according to the face-saving act (FSA) of the speaker and interlocutor, and speech act phrases are analyzed using the politeness strategy theory of Brown and Levinson and the speech act theory of J.L. Austin (Raji et al., 2020). The three concurrent flows of processes that comprise data analysis are data reduction, data display, and conclusion drawing/verification (Miles & Huberman, 1994) cited by Ernawati, Issusilaningtyas, & Sefiani (2022).

There are two data analysis procedures taken, the first is analyzing the type of politeness strategies in which sentences or dialogue in the novel include 15 positive types of politeness and 10 negative types of politeness; second is analyzing the factors of politeness strategy of Brown and Levinson (1987) emphasizing that choosing a particular politeness strategy is determined by three factors, namely: social distance, power, and degree of imposition. Taking into account the potential relationship between the speaker and the interlocutor, the speaker tries to choose the right way to express himself.

4. Results and Discussion

4.1 Politeness Strategy Employed

The findings describe the type of positive politeness strategies employed by major characters in the novel *Pride and Prejudice*, and the second section describes the factors underlying the major character's preferences in using certain politeness strategies. The researchers find positive politeness strategies and negative politeness strategies in the novel. The table below shows the politeness strategies employed in the novel.

Negative Politeness	n1	Adopt a customarily indirect stance
	n2	Don't take compliance for granted. Ask, then hedge
	n3	Express pessimism about your capacity or willingness
	n4	Reduce the burden
	n5	Be respectful
	n6	Express regret
	n8	Cite the FTAs as an illustration of a general principle
	n10	Declare yourself to have incurred a debt or to not have incurred one

Table 1. Negative Politeness

Positive Politeness	p1	Pay attention to the speaker's (interests, wants, requirements, commodities, etc.)
	p3	Increase the listener's interest in the speaker's contribution
	p5	Seek consensus on secure subjects
	p6	Steer clear of conflict
	p7	Assert, promote, and presuppose shared ground
	p10	Make an offer and a promise
	p12	When the speaker truly means "you" or "me", he can employ this strategy's inclusive "us" form to invoke the cooperative presumptions and rectify FTAs.
	p13	Give or ask for explanations
	p14	Insist on reciprocity
	p15	Goods, sympathy, understanding, and cooperation

Table 2. Positive Politeness

From the table above (n= negative politeness, p= positive politeness), it can be seen that the positive politeness that is mostly used is paying attention to the speaker's interests, wants, requirements and commodities. This increases the listener's interest in the speaker's contribution in making an offer and a promise, when the speaker truly means "you" or "me", and he can employ this strategy of inclusiveness "us" form to invoke the cooperative presumptions and rectify FTAs., giving or asking for explanations, insisting on reciprocity of being good, sympathetic, understanding, and cooperative. While for negative politeness the mostly used are not taking compliance for granted, asking then hedging, expressing pessimism about capacity or willingness, to reduce the burden, as cited from the FTAs as an illustration of a general principle.

4.2 Positive vs Negative Politeness

This section describes in detail about which types of positive and negative politeness strategies appear mostly and which are only occasional.

P1. Pay Attention to the speaker's (interests, wants, requirements, commodities, etc)

C-1/P-1/01

Darcy :

Dear Miss Elizabeth, I am sure my attentions have been too marked to be mistaken. Almost as soon as I entered the house I singled you out as the companion of my future life.

Darcy's remark demonstrated his increased interest in Lizzy. Darcy desired Lizzy's attention

P3. Increase the listener's interest in the speaker's contribution.

C-1/P-1/01

Darcy :

Dear Miss Elizabeth, I am sure my attentions have been too marked to be mistaken. Almost as soon as I entered the house I singled you out as the companion of my future life.

Lizzy :

(cont'd) But before I am run away with my feelings perhaps I may state my reasons for marrying. Firstly, that it is the duty of a clergyman to set the example of matrimony in his parish. Secondly, that I am convinced it will add greatly to my happiness, and, thirdly, that it is at the urging of my esteemed patroness Lady Catherine that I select a wife.

Darcy :

My object in coming to Longbourn was to choose such a one from Mr Bennet's daughters, for I am to inherit the estate and such an alliance will surely suit everyone. (drops to his knee) And now nothing remains for me but to assure you in the most animated language of the violence of my affections.

Darcy's remark demonstrates his increased interest in Lizzy. Darcy desires Lizzy's attention. Furthermore, he explains why he should marry and how he comes to choose Lizzy. Darcy does it so Lizzy would be interested in Darcy and accepts him as her husband. Darcy, on the other hand, admires Lizzy, so he keeps her cheerful demeanor. Darcy expresses some of his desires to increase the interest in his own contribution to the discourse by telling a wonderful story. Darcy employs vivid explanation or description as the speaker. As a result, it could bring Lizzy's right into the heart of the events being discussed, even if only symbolically.

P5. Seek consensus on secure subjects

C-55/P-428/16

*'You are a good girl;'
'and I have great pleasure in thinking you will be so happily settled. I have not a doubt of your doing very well together. Your tempers are by no means unlike.'*

The father provides a sense of security and comfort, gives confidence to his daughter for happiness after marriage. He does not even have to think about wealth and the best service in his life. In this context, it can be said that Jane's life is guaranteed, there is no doubt about it.

P6. Steer clear of conflict

C-17/P-114/10

Lizzy applied from Darcy:

'Sometimes. One must speak a little, you know. It would look odd to be entirely silent for half an hour together; and yet for the advantage of SOME, conversation ought to be so arranged, as that they may have the trouble of saying as little as possible.'

The speaker wants a secure subject to steer the conflict then the listener gives an argument that it is better to be silent or talk less to avoid problems (taking agreement). In social life we must understand that what is said must be accounted for and circumstances force us to follow the rules applied.

P7. Assert, promote, and presuppose share ground

C-17/P-114/08

Darcy to Lizzy:

'Do you talk by rule, then, while you are dancing?'

The speaker is of the opinion that even though he is in a position to carry out activities, namely dancing, the listener still maintains his speech according to the ethics of a polite person and speaks little according to the rules (small talk or gossip). The degree of impositions plays a role here because of the application of the above rules.

P10. Make an offer and a promise.

C-17/P-140/12

Mrs. Bannet:

'What do you mean, Mr. Bennet, in talking this way? You promised me to INSIST upon

Darcy to Lizzy:

'Are you consulting your own feelings in the present case, or do you imagine that you are gratifying mine?' her marrying him.'

Mrs. Bannet confirms to her husband what Mr. Collins has promised. Power clearly appears here because Mr. Bannet as a father as well as Lizzy's parent has the right to determine who she marries for the honor and future of the family. Social distances are clearly visible between the landlord and his tenants. Degrees of impositions also appear with indications of an element of coercion and intimidation from Mr. Collins with his privileges and powers.

p12. When the speaker truly means "you" or "me," he can employ this strategies inclusive "us" form to invoke the cooperative presumptions and rectify FTAs.

C-14/P-84/04

Caroline:

***"Miss Bennet, let us take a turn about the room.
(cont'd) It's refreshing, is it not, after sitting so long in one attitude?"***

Lizzy:

When the speaker truly means "you" or "me," he can employ the inclusive strategy "us" to invoke the cooperative presumptions and rectify FTAs. *Let's* is an inclusive "we" expression in English. "Miss Bennet, let us take a lap around the room," is a suggestion that Caroline makes in an attempt to persuade Elizabeth to fulfill her own desire. *Let's here* is equivalent to "us." Additionally, the request implied is intended for both Caroline and Lizzy. The close relationship between Caroline and Lizzy makes it so that the two of them do not feel awkward in being (social distance) eroded by themselves.

p13. Give or ask for explanations

C-33/P-238/15

Lizzy :

Had not my feelings decided against you had they been indifferent, or had they even been favourable, do you think that any consideration would tempt me to accept the man who has been the means of ruining, perhaps for ever, the happiness of a most beloved sister?'

Lizzy asks for an explanation about Darcy's statement that Darcy loves Lizzy; nothing happens and again distance and social status affect the relationship between the two.

p14. Insist on reciprocity.

C-17/P-111/05

Lizzy:

I have to have your spotted muslin,

Jane :

No, I need it! It makes Kitty look like a pudding.

Lizzy:

Oh please Jane, I'll lend you my green slippers.

In effect, Lizzy might say. *If you do X for me, I'll do Y for you.* It demonstrates that Lizzy —the speaker—tries to reach a compromise with Jane. Lizzy wears Jane's spotted muslin since she wants to attend the event and agrees to lend Jane her green slippers. Lizzy here just tries to agree with Jane. The two of them compromise each other to exchange their belongings with the aim of being mutually beneficial to each other; here social distance no longer exists because they are sisters.

p15. Good, sympathy, understanding, and cooperation

C-1/P-1/03

Mr. Bennet:

'You want to tell me, and...

Mrs. Bannet:

I have no objection to hear- ing it.'

Showing an attitude of sympathy and also cooperation between the two makes social distance less and less; this is because they suppress each other's ego (Power) in resolving a conflict to find a final solution. After the two previous factors appear, it can be concluded that there is no element of imposing from this situation.

n1. Adopt a customarily indirect stances

Mrs. Bannet :

'This, madam, is a faithful narrative of every event in which we have been concerned together; and if you do not absolutely reject it as false, you will, I hope, acquit me henceforth of cruelty towards Mr. Wickham. I know not in what manner, under what form of falsehood he had imposed on you;

Learning from a less or impolite attitude makes us not much lower than other people, but with a good attitude it actually allows someone to adopt this attitude indirectly and improve themselves. Indeed Power plays an important role here because with that power a person can freely do whatever he wants.

n2. Don't take compliance for granted. Ask, then hedge.

C-4/P-8/02

Lizzy :

Will you come to the Netherfield ball then, Mr. Wickham?

Will you come to the Netherfield ball then, Mr. Wickham? Lizzy asks Wickham whether he will attend Bingley's party. Her words could be interpreted as an appeal for Wickham to attend the event.

n3. Express pessimism about your capacity or willingness

C-17/P-114/06

Lizzy:

'Both,' 'for I have always seen a great similarity in the turn of our minds. We are each of an unsocial, taciturn disposition, unwilling to speak, unless we expect to say something that will amaze the whole room, and be handed down to posterity with all the eclat of a proverb.'

Lizzy emphasizes that even though in our minds we are the same but different in some ways such as social life, desires, and positions. There is a sense of pessimism that arises from it and Darcy does not realize it directly. In this case again social influences affect one's perspective.

N4. To reduce the burden

C-20/P-140/08

Mr. Bannet :

'I have sent for you on an affair of importance. I understand that Mr. Collins has made you an offer of marriage. Is it true?' 'Very well—and this offer of marriage you have refused?'

Mr. Bannet (Lizzy's father) accepts Mr. Collins to reduce the burden of life by marrying off her daughter (Lizzy) to a rich landlord. In that way one problem can be solved because Lizzy has an established life in the future. With Power as a father, Mr. Bannet imposes his will on his daughter, Lizzy.

n5. Be respectful

C-55/P-422/21

Jane to Lizzy :

'Lizzy, you must not do so. You must not suspect me. It mortifies me. I assure you that I have now learnt to enjoy his conversation as an agreeable and sensible young man, without having a wish beyond it. I am perfectly satisfied, from what his manners now are, that he never had any design of engaging my affection.'

Jane asks Lizzy to respect, appreciate and be able to accept the decision to marry the man she loves, although at first her character is arrogant and proud of her wealth and family status but with time and a mutually supportive relationship she could finally change for the better. It can be seen that there is an element of coercion so that Lizzy can accept Jane's decision sincerely.

n6. Express regret.

C-7/P-40/04

Mr. Bingley :

I know this is all very untoward, but I would like to request the privilege of speaking to Miss Jane (cont' d)- alone.

Bingley acknowledges the impingement after his statement. With the expression "I know this is all very unseemly, but I would like to request the privilege of speaking to Miss Jane - alone," Bingley merely acknowledges that he is intruding on Mrs. Bennet's face. Bingley does not say "I'm sorry," but instead he makes a self-effacing comment about how his arrival might be untoward, which serves as an apology. In his request, Bingley expresses his regret or resistance to perform an FTA.

n8. Cite the FTA's as an illustration of a general principle

C-23/P-173/10

Jane :

'I must think your language too strong in speaking of both,' 'and I hope you will be convinced of it by seeing them happy together. But enough of this. You alluded to something else. You mentioned TWO instances. I cannot misunderstand you, but I entreat you, dear Lizzy, not to pain me by thinking THAT PERSON to blame, and saying your opinion of him is sunk. We must not be so ready to fancy ourselves intentionally injured. We must not expect a lively young man to be always so guarded and circumspect. you are supposing. They have known her much longer than they have known me; no wonder if they love her better. But, whatever may be their own wishes, it is very unlikely they should have opposed their brother's. What sister would think herself at liberty to do it, unless there were something very objectionable? If they believed him attached to me, they would not try to part us; if he were so, they could not succeed.

Jane thinks that Lizzy's words are too direct and justify the character of Mr. Collin. Even though she is of an uncivilized character but Lizzy should not say that; in general principle she has looked down on Mr. Collin from one side only. While his intentions are good because he wants to alleviate poverty from the Bannet family, one of which is by marrying one of his daughters. Social factors are clearly influential here because Mr. Collin is the landlord with a higher social status.

n10. Declare yourself to have incurred a debt or to not have incurred one

C-23/P-172/09

Lizzy :

My dear Jane, Mr. Collins is a conceited, pompous, narrow-minded, silly man; you know he is, as well as I do; and you must feel, as well as I do, that the woman who married him cannot have a proper way of thinking. You shall not defend her, though it is Charlotte Lucas.

Lizzy really does not respect and does not like the character of Mr. Stupid, narrow-minded Collin, on his own. Lizzy also believes that a woman who marries him will not be able to think rationally because she only thinks about pleasure. Honor and dignity do not mean anything to Mr. Collin. Social distance is an element that is so obvious because of the difference in status and wealth between the host and the tenants, especially those from less well-off families.

4.2 The factors that influence the use of positive politeness strategy

According to Hastuti & Wijayanto (2023) there are three factors that influence the use of polite language, namely: Social distance, Power and Degree of Impositions. The table 4.4 below displays the phenomenon of elements in the data connected to positive politeness strategy in *Pride and Prejudice* novel.

No	Factors	Frequency	Percentage
1	Social distance	11	36,7%
2	Power	13	43,3%
3	Degree of impositions	6	20%
Total		30	100%

Table 3. The factors influencing the use of positive politeness strategies

Social distance occurs 11 (36,7%), Power 13 (43,3%) and Degrees of Impositions 6 (20%) for total of 100%. It turns out that what influences mostly is the Power. The reason is because if someone can restrain or control his power or position, his ego will drop so that he tends to produce or express positive polite language and vice versa.

4.3 The factors that influence the use of negative politeness strategies

There are factors that influence the major characters in *Pride and Prejudice* novel in using certain positive politeness strategy. The table 4 below displays the phenomenon of elements in the data connected to negative politeness strategy in the novel.

No	Factors	Frequency	Percentage
1	Social distance	12	37%
2	Power	9	29,7%
3	Degree of impositions	10	33,3%
Total		30	100%

Table 4. The factors that influence the use of negative politeness strategies

Table 4 shows the factors that influence the major character in using negative politeness strategies. Totally there are 30 of the 39 politeness strategies used. It accounts for social distance that occurs 13 (37%), Power 8 (29.7%) and Degrees of Impositions 9 (33,3%) for total of 100%. It turns out that what influences the most is social distance, in this context the reason is because the father's social distance; he is awkward so that the language of politeness that is produced tends to be negative and vice versa.

5. Conclusion

Related to type of positive politeness strategies in *Pride and Prejudice* novel that are used by major characters, the findings show that ten types of positive politeness strategies can be found in the characters' utterances, they are: Increase the listener's interest in the speaker's contribution, Seek consensus on secure subjects, Steer clear of conflict, Assert, promote, and presuppose shared ground, When the speaker truly means "you" or "me", he can employ this inclusive strategy "us" form to invoke the cooperative presumptions and rectify FTAs, Give or ask for explanations, Pay attention to the speaker's (interest, wants, requirements, commodities, etc.), Make an offer and a promise, goodness, sympathy, understanding, and cooperation and Insistence on reciprocity. Meanwhile five other

strategies are not used, they are: Being dramatic (strategy number 2), Utilizing in-group identification in speech (strategy number 4), Cracking a joke to lighten the mood (strategy number 8), Asserting or implying awareness and care (strategy number 9), and Having faith to the FTA's (strategy number 11). The researchers find out that there are 39 data in the dialogue in *Pride and Prejudice* novel which contain positive politeness strategies.

The findings shows that the characters employ eight positive politeness strategies. For negative ones, they are each one cited from the FTAs as an illustration of a general principle (strategy number 8), one strategy Adopting a customarily indirect stance (strategy number 11), Not Taking Compliance for Granted. Asking, then hedging (strategy number 2), to reduce the burden (strategy number 4), Declaring yourself to have incurred a debt or not having incurred one (strategy number 10), Being respectful (strategy number 5), Expressing regret (strategy number 6) and the strategy occurs more than five at the high ranks (Expressing pessimism about your capacity or willingness (strategy number 3). Strategies that are not used are: Impersonalizing the speaker and the listener; It can be polite to keep the identity of the speakers and listeners secret during a conversation (strategy number 7) and Nominalizing to put the actor further away and to create formality (strategy number 9).

Related to the discussion of the factors that influence in underlay politeness strategies, the researchers find three types of factors. They are social distance, power and degree of impositions. Based on the data, the factors that influence the major character in underlying positive politeness strategies have the greatest rank, accounting for 30 of 39 data points. In other words, it accounts for each social distance occurring 11 (36,7%), Power 13 (43,3%) and Degrees of Impositions 6 (20%) for total of 100%. It turns out that what influences the most is the Power factor; in this context the reason is because if someone can restrain or control his power or position then his ego will drop so that he tends to produce or express positive polite language and vice versa.

The factors that influence the major character in underlying negative politeness strategies have the greatest rank, accounting for 30 of the 39 data points. In other words, it accounts for each social distance occurring 13 (37%), Power 8 (29.7%) and Degrees of Impositions 9 (33,3%) for total of 100%. It turns out that what influences the most is the Social distance factor, in this context the reason is because The farther has social distance, he is awkward so that the language of politeness is produced tends to be negative and vice versa.

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