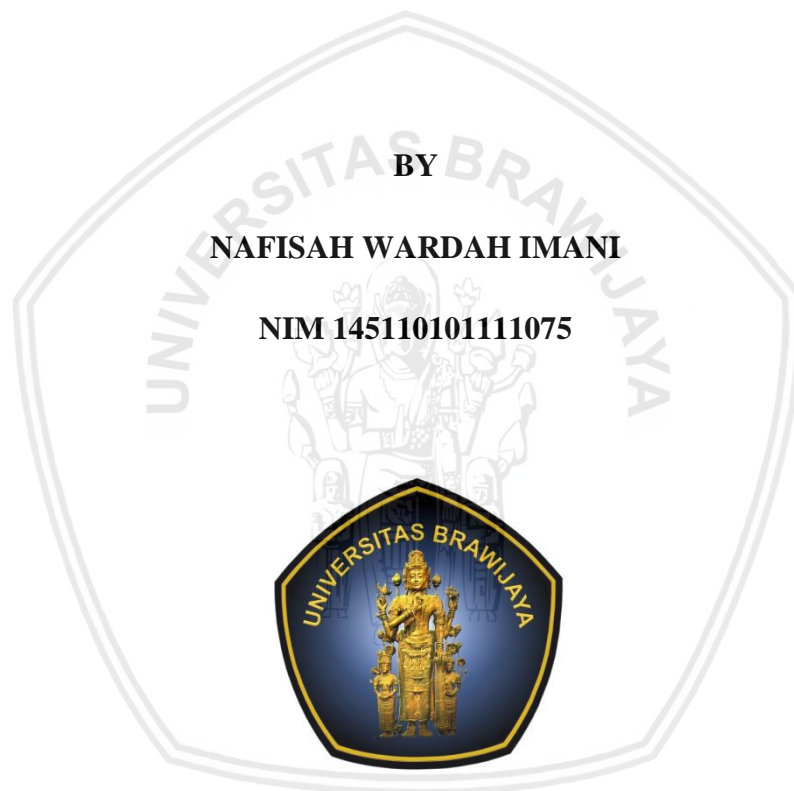


**THE REPRESENTATION OF HARD WORK
PRACTICED BY PHINEAS TAYLOR BARNUM
IN *THE GREATEST SHOWMAN* MOVIE**

UNDERGRADUATE THESIS



**STUDY PROGRAM OF ENGLISH
DEPARTMENT OF LANGUAGES AND LITERATURE
FACULTY OF CULTURAL STUDIES
UNIVERSITAS BRAWIJAYA**

2019

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IN *THE GREATEST SHOWMAN* MOVIE**

UNDERGRADUATE THESIS

**Presented to
Universitas Brawijaya
in partial fulfillment of the requirements
for the degree of *Sarjana Sastra***

BY

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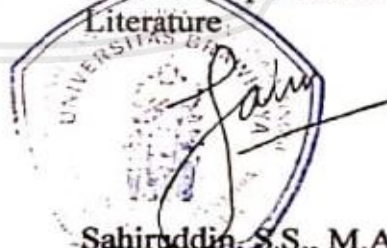
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Hopefully, this research can be beneficial for other researchers who are interested in a similar topic.

Malang, 11 July 2019

The Researcher

ABSTRACT

Imani., Nafisah Wardah. 2019. **The Representation of Hard Work Practiced by P.T. Barnum in *The Greatest Showman* Movie**. Study Program of English, Department of Languages and Literature, Faculty of Cultural Studies, Universitas Brawijaya. Supervisor: Aris Siswanti.

Keywords: American values, hard work characteristics, hard work value, *The Greatest Showman*, movie

The Greatest Showman movie is one of the movies that portrayed the social condition of society in the 1800s. This movie mostly talks about the hard work of the main character, which is represented by the characters of the movie for getting their success. Researcher chooses this movie to be analyzed because this movie tells about the struggle experienced by P.T. Barnum as the main character in pursuing his dream to make it comes true. In the purpose of pursuing his dream, P.T. Barnum shows a lot of hard work characteristics to reach what he wants, to achieve success so people can recognize and accept him to join into the society. This research was conducted in several stages. Theory on American values and hard work characteristics was used to see how P.T. Barnum pursues his dream. Theory on *mise-en-scene* and cinematography is used to discuss the elements of the movie to support the analysis. Drawing the conclusion based on the result from the data analysis was the last stage on this research.

This research reveals that in *The Greatest Showman* movie, there are seven of ten characteristics of hard work presented by Phineas Taylor Barnum's behavior. They are: (1) dependability, (2) initiative, (3) priorities, (4) learning, (5) self-reliance, (6) perseverance, and (7) motivation. These seven characteristics show that P.T. Barnum represents hard-work value in order to pursue his dream to live in prosperous with his family and to be accepted by the higher class in his society. The researcher only analyze the main character to see whether he is represents the value of hard work. It is possible for other researchers to analyze if the other characters embody the same value. Other research can also focus more on the discrimination problem experienced by the characters in the movie.

ABSTRAK

Imani, Nafisah Wardah. 2019. **Representasi dari Bekerja Keras yang di Lakukan Oleh P.T. Barnum dalam Film *The Greatest Showman***. Program Studi Sastra Inggris, Jurusan Bahasa dan Sastra, Fakultas Ilmu Budaya, Universitas Brawijaya. Pembimbing: Aris Siswanti.

Kata Kunci: Nilai-nilai masyarakat Amerika, karakteristik bekerja keras, nilai bekerja keras, *The Greatest Showman*, film.

Film *The Greatest Showman* adalah salah satu dari film-film yang menggambarkan kondisi social pada masyarakat di tahun 1800-an. Film ini kebanyakan berbicara tentang pemain utama yang bekerja keras, yang mana direpresentasikan dengan pemeran-pemeran dari dalam film untuk mengejar kesuksesan mereka. Peneliti memilih film ini untuk dianalisis karena film ini menceritakan tentang perjuangan yang dialami oleh P.T. Barnum sebagai pemeran utama dalam mengejar mimpinya untuk menjadi kenyataan. Dengan tujuan untuk mengejar mimpinya, P.T. Barnum memperlihatkan banyak sifat bekerja keras to mencapai apa yang dia inginkan, untuk meraih kesuksesan sehingga orang lain akan mengenal dan menerimanya masuk ke dalam lingkungan masyarakat. Penelitian ini diadakan dalam beberapa tahap. Teori dari nilai-nilai masyarakat Amerika dan karakteristik bekerja keras untuk melihat bagaimana P.T. Barnum mengejar mimpinya. Teori dari *mise-en-scene* dan sinematografi dalam studi film untuk menganalisis dan menginterpretasi unsur-unsur pada film untuk mendukung analisis. Menyimpulkan kesimpulan terakhir berdasarkan pada hasil dari analisis data adalah langkah terakhir dalam penelitian ini.

Penelitian ini mengungkapkan bahwa dari film *The Greatest Showman*, terdapat 7 dari 10 sifat dari bekerja keras yang dapat ditemukan didalam film lewat tingkah laku pemeran utama. Sifat tersebut adalah: (1) hal yang dapat dipertanggung jawabkan, (2) inisiatif, (3) prioritas, (4) pembelajaran, (5) kemandirian, (6) ketekunan, (7) motivasi. Tujuh sifat ini menunjukkan bahwa P.T. Barnum menggambarkan nilai-nilai bekerja keras untuk mengejar mimpinya hidup didalam kemegahan bersama keluarganya dan diterima oleh masyarakat dari kalangan atas. Peneliti hanya menganalisis pemeran utama dalam film untuk melihat apakah dia merepresentasikan nilai-nilai bekerja keras. Penelitian lain juga dapat lebih fokus pada masalah diskriminasi yang di alami oleh pemeran lainnya di dalam film.

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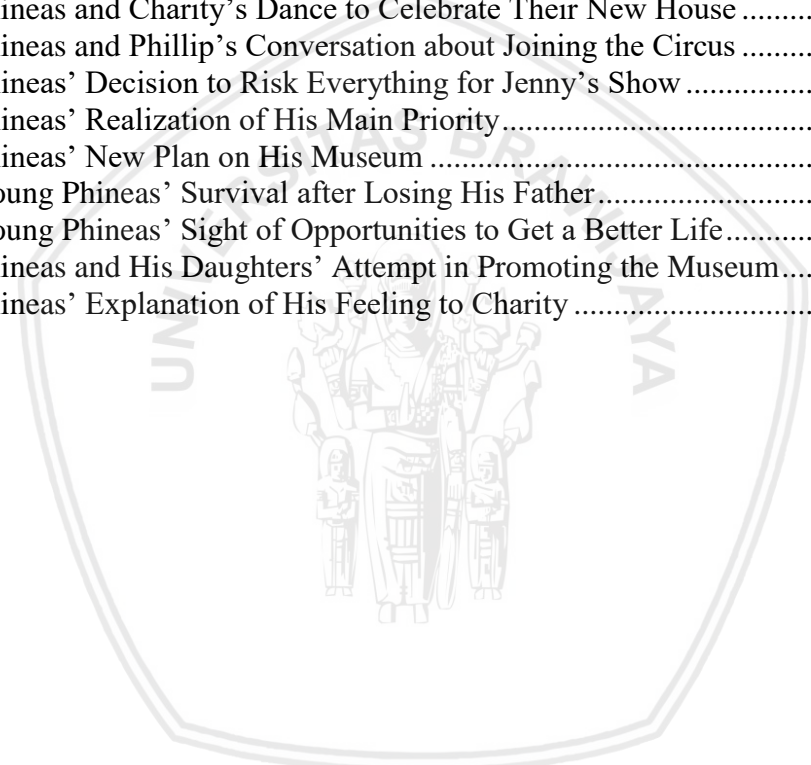


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CHAPTER I

INTRODUCTION

This chapter presents the background of the study, the problems of the study, and the objectives of the study. The background of the study is about the topic of this research and why it is matter. The problem of the study is about the problem that the researcher tries to answer. And the objective of the study is the purpose of this research based on the problem of the study.

1.1 Background of the Study

There are a lot of ways to entertain audiences, and watching a movie is one of some ways to entertain audiences. As stated by McDiarmid (2017), "movies are one of the biggest forms of entertainment. People will watch and connect with heroes, under-dog protagonist and sneaky sidekicks". Furthermore, one of the reasons why most of the viewers like a movie are because several movies are not just to entertain but also to inform the viewers about the condition of human life at certain place and time. Thus, some of the story plots are made based on the true story of someone's life.

Movie as a literary work is a representation of social condition in the world. McDiarmid (2017) states that, "many movie situations reflect a common thread to the viewers, but these situations are less real and more hyperbolic". Thus, every movie with different genre always has some messages behind the story of the movie that used to describe the condition of the society at the time. Sometimes, the social

conditions that each movie use for the story based on real life such as disaster, politics, discrimination, terrorism, global warming, and etc. Those kinds of conditions usually happened in reality, and the movie uses it to show the viewers the social conditions in some place and time.

As cited in Viareni (2014, p.2), Corrigan (2007, p.87) stated, genre is a category for classifying films in terms of the common pattern of form and content. There are many genres of movie such as: Science Fiction, Musical, Action, Comedy, Adventure, Historical, Animation, Children, Crime, Drama, Epic, Family, Fantasy, Horror, Mystery, Romance, Sport, Supernatural, Thriller, and Western. However, for this research, the researcher will focus on the musical-biography movie. As we know that musical genre always related to dance and music, and also involves the performance including song and dance by the main character. Based on the music and dance, all of the characters on the movie delivered the story or the conversation between each other character for some scene is using a song. Whereas, biographical movie that tells about a biography or a certain story about the main character based on the true story according to one person that become the main character on the movie. Generally, the biographical movie usually tells about a historical life's journey about one person, such as experience as a political leader, artist, scientist, etc.

The object for this research is *The Greatest Showman* movie. According to Fox Movies, *The Greatest Showman* is a musical-biography movie by Michael Gracey. Released on December 20, 2017, this movie is inspired by the ambition and imagination of P.T. Barnum. This movie was made to celebrate the birth of show

business and the sense of wonder we feel when dreams come to life (Fox movies, 2017).

According to Preece when she interviewed Gracey (2017), the director of *The Greatest Showman* has been asked how did he get the balance right when Barnum's character is quite difficult to get right, he can be quite unlikeable because of his reputation in real life, Gracey stated that there are two things about the character of P.T. Barnum, one is that Phineas was a deeply flawed character and Gracey think he put those people together just to make money. But, in the movie, the director of *The Greatest Showman* also think that there is something to be said for, over the course of time, realizing that he did not just take those people who were invisible to society and turn them into stars, he made them feel love for the first time in their lives and inadvertently created this family of circus performers. In truth they were only people there for him when he lost it all. Clearly the oddities fell in love with Phineas, and what he had given them. With he had created in a place where they were celebrated and where they found their own family.

In *The Greatest Showman* movie, the process of P.T. Barnum to build up his business is the main discussion that is highlighted through the whole story. There are some highlighted issues based on American Values which consist of hard work, individual freedom, equality of opportunity, and etc. Those factors portrayed through the appearance of the characters, the setting, and the personal relationship. The story of this movie is about the life of Phineas Taylor Barnum as known as P.T. Barnum, who is later referred to as Phineas, who tries to reach his dream and he shows a lot of

hard work to reach what he wants. This movie got success as box office movie with several awards for the songs, the costumes, and the performances. A&E Television Networks (2017, para. 2) suggested that P.T. Barnum as a successful American promoter who founded what became the Ringling Bros. and Barnum & Bailey Circus in 1871. Born on July 5, 1810, in Bethel, Connecticut, he became a successful promoter after moving to New York City. From 1841 to 1868, he ran the Barnum American Museum, which featured the *Feejee Mermaid*, *General Tom Thumb*, and other oddities. In 1871, he launched the traveling spectacle that would eventually become the Ringling Bros. and Barnum & Bailey Circus.

This movie mostly talks about the hard work of the main character, which is represented by the characters of the movie for getting their success. The researcher chooses *The Greatest Showman* movie to be analyzed because this movie tells about the struggle experienced by P.T. Barnum in pursuing his dream to make it come true. Historically, the United States has been viewed as “the land of opportunity”, attracting immigrants from all over the world. The opportunities they believe they would find in America and the experiences they actually had when they arrived nurtured this set of values according to Datesman (2005). American Values is a system that has allowed the United States to approve millions of people from different cultural traditions, values, and customs all over the world and create a unique, enduring American identity. Datesman (2005) stated that, it is important to note that these six values are cultural values, not moral values or even personal ones. These six values are the foundation of American democratic nation. Rooted in the

beliefs and visions of our Founding Fathers and reinforced by historical experience, these cultural values are what distinguish America as a country from all others. These values are what make us ‘Americans’. Another way of thinking about these basic values involves rights and responsibilities. Americans believe that people have the right to individual freedom, equality of opportunity, and the promise of material success, but these all require a lot of responsibility: self-reliance, a willingness to compete, and hard work. The researcher will focus on how the main character shows the characteristics of hard work value. Thus, the researcher would like to write this undergraduate thesis entitled “The Representation of Hard Work Practiced by Phineas Taylor Barnum in *The Greatest Showman* Movie”.

1.2 Problem of the Study

Based on the background of the study, I would like to find out what characteristics of hard work that shows P.T. Barnum as a hard working person and helps him to achieve success.

1.3 Objective of the Study

The objective of the study is to find out the characteristics of hard work that shows P.T. Barnum as a hard working person and helps him to achieve success.

CHAPTER II

REVIEW OF RELATED LITERATURE

AND RESEARCH METHOD

This chapter discusses the review of the related literature and research method. The theories taken concerning the study are Sociological Approach, American Values, Hard-Work Value, Movie Studies, and Research Method.

2.1 Sociological Approach

Sociology mainly talks about the study of human social relationships and its function, especially to understanding how human action and consciousness that are shape and shaped by cultural and social structure. Crossman (2018) states that, sociology is the study of society that examines how humans interact with each other and how human behavior is shaped by social structures, categories of age, sex, class, and institution like politics, religion, education, etc. The basic foundation of sociology is belief that a person's attitudes, actions, and opportunities are shaped by all of the aspect of society.

As sociological is the study to understand human social relationship by their cultural and social structure. Thus, the sociological aspects will be available in the movie to give the background of the characters to understand the story, because movie shows the social condition of the characters through the story. Sociological approach will used to elaborate the movie in the cultural context to explore the

relationships between the characters and society. Sometimes it examines the representation of the society itself to understand what the literature work's means.

Movie as a literary work is used as the representation of social condition of human life in certain context. American Values, as a part of social norms that can be found in American movie, is a representation of the society of Americans, which makes people know that Americans have values as their beliefs. The condition of the characters' relationship with each other and the society can be found in the movie *The Greatest Showman* movie. In this study, the sociological condition of the main character with other people and also with the society will be elaborate with the sociological approach.

2.2 American Values

People use value as their belief to control how the society living on their life. In sociology, Farooq (2014) stated that, value as a part of social norms, it is in the sense these are developed within the social structure and for the security of these very values norms are developed from the same situation where from values have sprung. According to H.M. Johnson as cited in Farooq (2014), "values were general standards and may be regarded as higher order norms." Values are cultural products as standards which men living in society win as prizes as having high importance. Thus, it is a goal or objective. Every society in all country has its own values according to their history, also it same for Americans society in living with their life.

According to Datesman (2005), historically, the United States of America as known as "the land of opportunity", a place where all of the Americans and

also the immigrants from other countries could have an equal chance to be successful person, individual freedom, and the ability to have a better standard of living. In order to have these benefits, however, they had to take care of themselves, compete with others, and work hard to fashion a new life. In time, their experiences led to the development of the core American cultural values that still shape America today. The first value is known as "Individual Freedom", Americans believe they should take care of themselves, solves their own problems, and "stand on their own two feet". And the second value is known as "Equality of Opportunity", everyone should have an equal chance to enter the race and win. The third value is known as "Material Wealth", to have a better life, to raise their standard of living. The other three values are the method to achieve the three earlier values. To achieve "Individual Freedom", the first settlers must have "Self-Reliance". To achieve "Equality of Opportunity", they must be involved in "Competition" with other people. While to achieve "Material Wealth", they must do some "Hard Work". Datesman (2005) stated that the relationship between these values creates the structure of the American society. The phrase "going from rags to riches" became a slogan for the "American Dream." The American Dream as a belief that if people take responsibility for their lives and work hard, they will have the individual freedom to pursue their personal goals and a good opportunity to compete with others to gain their own success.

2.2.1 Individual Freedom

Early settlers arrived in America to find their freedom for every individual. By freedom, Americans mean the desire and the right of all individuals to control

their own destiny without outside interference from the government, a ruling noble class, the church, or any other organized authority.

2.2.2 Equality of Opportunity

Individuals are free from excessive political religiously, and social control. They have a better chance of personal success. The lower social does into which many were born did not prevent them from trying to risen a higher social position. Equality of opportunity may be thought of as an ethical rule. It helps ensure that the race for success is a fair one and that a person doesn't win just because he or she was born into a wealthy family, or lose because of race or religion. This American concept of "Fair Play" is an important aspect of the belief in the equality of opportunity.

2.2.3 Material Wealth

The third important reason why early settlers come to America is to have a better life, means that to raise their standard of living, they come to seek their fortunes. Of course, most early settlers did not "get rich overnight," and many of them suffered terribly, but the majority of them were eventually able to improve upon their former standard of living. Even if they were not able to achieve the economic success they wanted, they could be fairly certain that their children would have the opportunity for a better life.

2.2.4 Self-Reliance

The concept of Self Reliance is connected to Individual Freedom. The cost for the benefit of individual freedom is self-reliance. Individual must learn to rely

on themselves or risk losing freedom. They must take responsibility for themselves. Traditionally, this has meant achieving both financial and emotional independence from their parents as early as possible, usually by age eighteen or twenty-one. Self-reliance means that Americans believe they should take care of themselves, solve their own problems, and “stand on their own two feet.”

2.2.5 Competition

The price to be paid for this equality of opportunity is competition. If much of life is seen as a race, then a person must run the race in order to succeed; a person has the responsibility to compete with other, even though we know not everyone will be successful. If every person has an equal chance to succeed in the United States, then many would say that it is every person’s duty to try.

2.2.6 Hard Work

The last price that should be paid for material wealth is hard work. Hard work has been both necessary and rewarding for most Americans throughout their history. Because of this, they came to see material possessions as a natural reward for their hard work. Most Americans still believe in the value of hard work. Most believe that people should hold a job and not live off welfare payments from the government.

2.3 Hard Work Value

As one of the benefits in American values which is material wealth, there is a price that should be paid to reach an opportunity to have a better life and obtain

their economic success. Datesman (2005) stated that “hard work has been both necessary and rewarding for most Americans throughout their history, the North American continent was rich in natural resources when the first settlers arrived, but all these resources were undeveloped. Only by hard work could these natural resources be converted into material possessions, allowing a more comfortable standard of living. And because of that, they came to see material possessions as the natural reward for their hard work.”

Discussing about hard work, there are ten characteristics of hard work as cited in Wile; (1) Punctuality, (2) Dependability, (3) Initiative, (4) Flexibility, (5) Priorities, (6) Learning, (7) Self-Reliance, (8) Stamina, (9) Perseverance, (10) Motivation. This theory not specifically about American hard-work value, but is it just about the characteristics of hard work person, and with the ten characteristics can be a help to classify someone whether they are a hard work person or not. Below are further explanations of the ten characteristics of the hard work:

2.3.1 Punctuality

The first characteristic of hard work is punctuality. Wile states that, "people who have a reputation for being hard workers not only show up on time, but arrive early". People who claim that they are as hard worker should know that being on time is really good, but arrive early is a must. Because, if you can arrive early, there is a lot of work that can you do punctually in one day, and you can also go home early if all of your work was already finished.

2.3.2 Dependability

The second characteristic of hard work is dependability. According to Wile, "once you've arrived at work, stay there. Don't make a habit of leaving early for doctors' appointments or to get a head start on your weekend trip to the beach". As a hard worker, having the responsibility with their job means that they have to finish all of their work before leaving their office, and also they don't have to make a habit for leaving early just for some appointments that do not really urgent.

2.3.3 Initiative

The third characteristic of hard work is an initiative. Wile states that, "When you're at work, take the initiative and work to change inefficient processes. Tell your supervisor about the creative idea you came up with to increase the company's sales, for example". As a hard worker, they do not wait for any command from other people to do some task or assignment, even they will do some task or assignment without waiting for anyone to order them to do that.

2.3.4 Flexibility

The fourth characteristic of hard work is flexibility. Wile states that, "forgetting about your job description when you see someone else in need. Jump into the fray and help". As a hard worker, being flexible is good while doing the jobs, they should be able to do other tasks outside their actual job description without forgetting their actual task.

2.3.5 Priorities

The fifth characteristic of hard work is priorities. According to Wile, “Align your priorities with the goals of the company”. The hard worker must know and able to consider what task which needed to do first and also how to finish it. They must know the main priority and the next priority that is less important than the main priority.

2.3.6 Learning

The sixth characteristic of hard work is learning. Based on Wile, “people who are eager to learn are perceived as working harder than those who was lazy to learn new stuff”. A hard worker will take all of the opportunity that comes to them to learn any new stuff around them to expand their knowledge that can be a good influence for their career and also the company.

2.3.7 Self-Reliance

The seventh characteristic of hard work is self-reliance. Wile states that, “you may have to figure out how to locate information for a customer on your own without relying on her as a back-up”. A hard worker will rely on themselves to do their assignment because they know what they have, the ability and knowledge to do the assignment without other people as their back-up.

2.3.8 Stamina

The eighth characteristic of hard work is stamina. According to Wile, “It’s much easier to be a hard worker when you are able to physically do the work”. Stamina is really important especially for them who work at outdoor or outside

their company's building and also stamina will help people to complete their task easier.

2.3.9 Perseverance

The ninth characteristic of hard work is perseverance. Based on Wile, "Finish what you start". This characteristic is related with priorities characteristic, because a hard worker should know what are the priorities on their job, and the responsibility after they start to do some task, they also need to finish what already they start, sometimes a hard worker will not leave the task after it finishes and they will do whatever it takes to finish their task.

2.3.10 Motivation

The tenth characteristic of hard work is motivation. Wile states that, "hard workers are self-motivated". This characteristic is related with initiative characteristic, because a hard worker should have the initiative to do some task before they have to wait for someone to order them to do the task or they can just tell their supervisor if they have a creative idea to give increase the company's profit. While for this characteristic of motivation, they should self-motivated. They are ready to anticipate their company's needs whenever possible, and work to fulfill them.

2.4 Movie Studies

According to Edgar-Hunt, Marland, and Rawle (2010) stated that, "when we are watching a movie in the cinema or at home we seldom have any difficulty understanding this (film) language. Even though most films are mosaic of

fractured images and fragmented narratives, we have little problem piecing them together into something complete, pleasing and meaningful". Movie studies related to the activity to learn more about how the movie was built and to analyze the movie. Movie studies used to analyze the movie is through *mise-en-scene* and cinematography. It refers to the elements that appear in the scene.

2.4.1 *Mise-en-scene*

According to Corrigan (1994), the *mise-en-scene* is a French term that roughly translated as "what is put into the scene" (put before the camera). The *mise-en-scene* refers to all properties of a cinematic image that exists independently of the camera position, camera movement, and also editing. He stated that *mise-en-scene* has included costumes, sets, lighting, the quality of the acting and other shapes, objects, and characters in the scene.

While according to Lathrop & Sutton (2005, p.1) *Mise-en-scene*, a French term meaning "place on stage". It refers to all the visual elements of a theatrical production within the space provided by the stage itself. Filmmakers have borrowed the term and extended the meaning to suggest the control of the director over the visual elements of the film. So, this element can control the camera that can build vivid and sharp performances for the audience. There are four aspects of *mise-en-scene*, such are setting, costume, figure behavior, and lighting:

2.4.1.1 Setting

Setting is about the time and place in the movie. Setting's ability to add meaning to narrative implies that props—part of the setting given specific

significance in the total action—are also part of the control directors dictate in film art. Selecting, constructing, and arranging elements of setting all give the director powerful control over his art. Staging the event for the camera, the director exhibits craft and creativity as he uses this aspect of mise-en-scene.

2.4.1.2 Costume

Costume is about the dressing and the clothing from each character in the movie also an important visual element in the film. Costume gains even more significance when director manipulates costume so that it functions in special ways in the films as a whole. It can serve to enhance the narrative, or story, for instance, by suggesting the social position of characters. Costume can imply psychological disposition of characters. Costume also can hint at character development in the film. When an innocent normally dressed in pale frocks switches to siren red, the audience recognizes a gain experience. Thus, costume becomes a special tool in the director's kit.

2.4.1.3 Figure behavior

Figure behavior is about the expression and movement of the character to support the narrative as well as help develop the thematic unity of a film. Figure expression refers to the facial expressions and the posture of an actor, whereas figure movement refers to all other actions of the actor, including gestures. Two of the most important aspects of film study are the appropriateness of the expression of the actors and the control the director exhibits over the actor's movements.

2.4.1.4 Lighting

Lighting is about the control of the light to convey special meaning about the character from each scene. Lighting can help define the setting of a scene or accentuate the behavior of the figures in the film. The quality of lighting in a scene can be achieved by manipulating the quality and direction of the light. When the director manipulates the quality of the lighting, or the relative intensity of the illumination, he can control the impact of the setting or the figure behavior has on the viewer and can emphasize the intended central focus of the frame. There are five primary types of directional lighting:

a) **Frontal lighting**

This type of lighting used when the director wants to eliminate shadows from a scene. It is especially useful when a scene takes place outdoors at high noon or in an indoor location such as a business office.

b) **Side lighting**

This type of lighting often used when the features of a character or an object play an important role in the development of the narrative. It causes the features of an object to cast sharp shadows. A director might use sidelight to emphasize the shadows cast by the lips of a character who has been revealed as a habitual liar.

c) **Backlighting**

This type of lighting used when a silhouette effect is desired. If a director wishes to conceal the identity of a particular character in a scene, he backlights the figure to allow the viewer to see only the outline of the character's body.

d) **Under lighting**

This type of lighting comes from below the object and tends to distort the features and shape the object. If the viewer is shown a haunted house in a film, the director probably used under lighting to create an eerie image used in the scene.

e) **Top lighting**

This type of lighting which shines from directly above the object, can be used to direct the viewer's attention toward an area above the objects in the scene. The director could use top lighting in the film to stress the deadly effects of the blazing sun on this hopelessly lost individual.

2.4.2 Cinematography

Movie is a visual media of literary work, where we can tell what is going on without hearing the dialogues, just by seeing each of the scenes. According to Heiderich, "cinematography is the art of visual storytelling. Anyone can set a camera on a tripod and hit record, but the artistry of cinematography comes in controlling what the viewer sees (or doesn't see) and how the image is presented." Anyone can form a clear, cohesive narrative, and how to compose each shot in a way that is visually pleasing for the viewer by learning how different shots work together. There are seven different types of shots in the film:

2.4.2.1 Establishing Shot

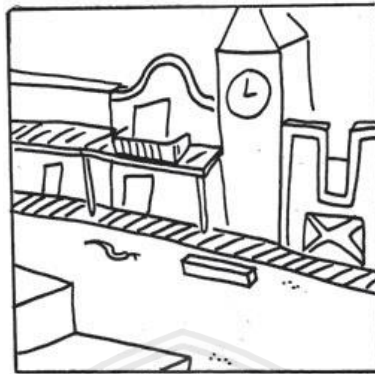


Figure 2.1 Establishing Shot
(Source: Cinematography Techniques
The Different Types of Shots in Film)

The establishing shot is typically the first shot an audience ever seen, and sets up any new scenes in a film too. It literary establishes the context and space of a scene. This not only gives the audience a sense of location, but they also realize what time the scene takes place. The establishing shot does not rely on narrative. The shot alone should tell the audience everything they need to know.

2.4.2.2 Extreme Long Shot

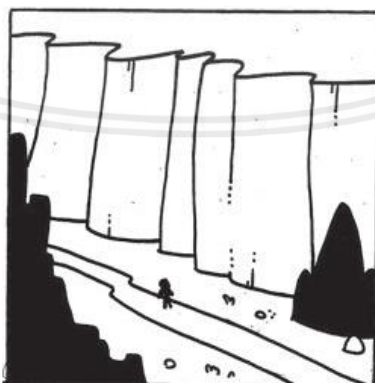


Figure 2.2 Extreme Long Shot
(Source: Cinematography Techniques
The Different Types of Shots in Film)

A shot taken from a long distance, used to impress the audience. These shots are typically used as establishing shots because they often show landscapes

or massive building exteriors. It represents the surroundings around a character, often showing scale, distance, and location.

2.4.2.3 Long Shot (LS)



Figure 2.3 Long Shot
(Source: Cinematography Techniques
The Different Types of Shots in Film)

The long shot features the entire character from head to toe. Sometimes referred to as a full shot, the audience is still treated to the scale, distance, and location. The only real difference from an extreme wide shot is that the main character has a larger presence in the frame.

2.4.2.4 Medium Shot (MS)



Figure 2.4 Medium Shot
(Source: Cinematography Techniques
The Different Types of Shots in Film)

It is used to show a mix of a character's facial expressions and body languages. These shots are commonly based on the fact that it feels natural to the audience, just like they were there talking to the character.

2.4.2.5 Close-Up (CU) Shot

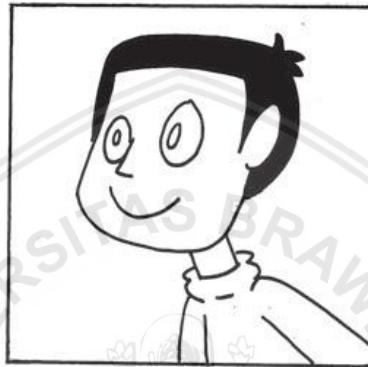


Figure 2.5 Close-Up Shot
(Source: Cinematography Techniques
The Different Types of Shots in Film)

The close-up shot tightly frames a character or object. Typically close-ups are used to portray a character's emotions, while only framing their face.

2.4.2.6 Extreme Close Up (ECU/XCU)



Figure 2.6 Extreme Close-Up Shot
(Source: Cinematography Techniques
The Different Types of Shots in Film)

A view that the audience can only see some features of a character or objects. The entire screen is filled with a single feature, like a character's eyes or mouth.

2.4.2.7 Point of View (POV)



Figure 2.6 Point Of View (POV)
(Source: Cinematography Techniques
The Different Types of Shots in Film)

An angle that shows what a character is looking at. Typically POV shots are placed in between a shot of a character looking at something and a shot showing the character's reaction.

Based on the explanation above, researcher will use all the elements of *mise-en-scene* and cinematography because with one scene can portray more than one of the elements of it.

2.5 Synopsis

The Greatest Showman is a movie that tells about the life journey of Phineas Taylor "P.T." Barnum, a man who believes with his dream.

The story starts from young Phineas in the 1800s, working with his tailor father Philo, and met Charity, the girl from high-class society. P.T. and Charity

spend time together and develop a close friendship, even as Charity is forced to go to a finishing school. They write letters to each other and finally reunite as adults when Phineas proposes Charity. They lived together as a family with their two daughters while Phineas works for a trading company until his boss tells everyone that the company was down due to bankruptcy because their trading ships have sunk to the bottom of the ocean. The other day, Phineas goes to the bank and get \$10,000 loan from using the deed of the (sunken) trading ships as the collateral. With the money from the bank, he opens up a museum contained with oddities, because he thinks people are fascinated with things like that. The museum fails to attract business, and a lot of people reject the idea.

Then, his daughters give him an idea about too many dead things in the museum and he needs something alive, something sensational, something that is not stuff like a mermaid or unicorn (something unusual/unreal) and then Phineas finally ends up to looking for some unique individuals. Although initially viewed as freaks, Phineas manages to get them all to put on musical performances that successfully bring every people to come to their shows every night.

The circus starts to bring in healthy profits, leading Phineas to move his family into a luxurious mansion and get his family to become a prosperous family. Then, Phineas meets a playwright named Phillip Carlyle and makes him join the circus. The circus then was invited to England to meet Queen Victoria. Later, Phineas and Phillip meet opera singer Jenny Lind, and invite her to perform for the show so that she may become known worldwide.

Jenny joins the show back in the States, and all the audience was enjoyed her performance. Phineas goes on tour with Jenny, leaving Phillip as the ringmaster with the show. Protesters continuously gather outside to harass the troupe for their physical differences. While celebrating their success so far, Jenny appears to develop an attraction to Phineas, but he remains faithful to Charity. Jenny gets upset and threatens to quit, but Phineas has her finish the tour. After one performance, the press snaps a photo of Jenny kissing Phineas before she finally quits.

Phillip confronts the protesters, but they refuse to leave and leading them to a fight between the troupe and the protesters. One of the protesters grabs a lantern and throws it at a wall, setting the theater on fire. Phineas returns home from his tour when he overhears about the fire and runs toward it just as the flames burn up the whole building. Phineas runs in for Phillip, just as the building collapses until he emerges with an unconscious Phillip, and then Phillip was taken to the hospital.

The next day, Phineas just sits outside the remains of the theater when Bennett (the critic) comes to join him and shows Phineas the newspaper, which shows Jenny kissing him and her announcement of quitting. Phineas rushes home to Charity, only to find that she's packed her bags because the bank is evicting them, but she is also unhappily overseeing the paper, despite Phineas trying to explain himself.

At the end of the story, Phineas goes to apologize to Charity for being obsessed with chasing fame. And he restarts the show in a tent with circus animals

and the rest of the troupe with the money from Phillip. He decides to hand over the job of ringmaster to Phillip so that he can go and watch his girls grow up. Then, Phineas realized that everything he ever wanted and needed is right in front of him.

2.6 P.T. Barnum's Biography

According to Wallace from Britannica.com, Phineas Taylor Barnum or P.T. Barnum was born July 5, 1810 in Bethel, Connecticut, United States of America, and died April 7, 1891 in Bridgeport, Connecticut. An American showman who employed sensational forms of presentation and publicity to popularize such amusements as the public museum, the musical concert and the three-ring circus. In partnership with James A. Bailey, he made the American circus a popular and gigantic spectacle, the so-called Greatest Show on Earth.

Phineas was 15 years old when his father died, and the support of his mother and his five sisters and brothers fell largely upon his shoulders. After holding a variety of jobs, he became publisher of a Danbury, Connecticut, weekly newspaper, Herald of Freedom. In 1829, at age 19, Phineas married a 21-years-old Bethel woman, Charity Hallett, who was to bear him four daughters. In 1834 he moved to New York City, where he found his vocation as a showman one year later when he successfully presented Joice Heth, a wizened black woman whom he advertised as the 161-year-old nurse to General George Washington. This human relic, on her death, was exposed as a hoax.

Casting about for a legitimate undertaking, Phineas outmaneuvered wealthier bidders to acquire John Scudder's American Museum, in New York City, a five-

story marble structure filled with stuffed animals, waxwork figures, and similar conventional exhibits. The new owner rapidly transformed the museum into a carnival of live freaks, dramatic theatricals, beauty contests, and other sensational attractions. Although driven at the outset of his career by a desire for wealth and fame, Phineas may have been basically motivated by less selfish reasons. “This is a trading world,” he wrote, “and men, women, and children, who cannot live on gravity alone, need something to satisfy their gayer, lighter moods and hours, and he who ministers to this want is in a business established by the Author of our nature.” Playing upon the public’s interest in the unusual and bizarre, Phineas scoured the world for curiosities, living or dead, genuine or fake. By means of outrageous stunts, repetitive advertising, and exaggerated publicity, Phineas excited international attention and made his showcase of wonders a landmark.

2.7 Previous Studies

According to the theory and object that researcher was explained before, the previous study which can help this research was entitled *Steve Rogers’ Character in Captain America: The First Avenger as a Representation of Hard Working Value in Traditional American Values* by Ramadhan, Bhayu (2015), Brawijaya. His research also focuses on hard-work value on Steve Rogers' character as a representation of American values. The research is about to analyze how the struggled of Steve Rogers to reach his dream as a soldier and how he struggled after became a soldier and becomes Captain America based on the ten characteristics of hard work.

And the other previous study is entitled *American Values Portrayed on James J. Braddock as the Main Character of Cinderella Man Movie* by Viarreni, Evri Yusmaf (2014), Brawijaya. Her research is focused on the characters of the movie because the movie mainly talks about the struggle of James J. Braddock to gain achievement through some ways which are represented on American Values (Viarreni, 2014).

Based on the studies above both are considered important references for the researcher to have a better understanding of the representation of the American value of hard work. Although the researcher decides to use Datesman's theory of American value, sociological approach and movie studies as the analytical approach to the movie. The reason why the researcher uses the theories are to analyze the movie that researcher sees in *The Greatest Showman* movie, it is shown how the hard work of the main character can represent him as an American that is able to pursue his dream through ten characteristics of hard-work value.

2.8 Research Method

This research will be conducted in several stages, including deciding the object of study, deciding the suitable approach and theory, watching the movie and collecting the data, analyzing and interpreting the data, and the last is drawing a conclusion.

2.8.1 Deciding the Object of the Study

The Greatest Showman is a movie that tells about the life's journey of P.T. Barnum, a businessman of the show and a visionary who rose from nothing to

create a mesmerizing spectacle that became a worldwide sensation (20thFoxMovie, 2017). This movie is chosen as object material of the study because this movie depicts how the main character named P.T. Barnum shows some characteristics of hard-work value and those characteristics help him to pursue his dream. To access the movie, I rented the movie from iTunes Store (a service that allows computer users to purchase, download and manage music, videos, applications and other media) in order to get the original version of the movie.

2.8.2 Deciding the Suitable Approach and Theory

In this stage, I chose a suitable approach and theory for this research. Since the research was about the hard work of the character showing the hard-work value, one of American values, in order to reach his success, sociological approach and theory of American values were applied in the analysis. In addition, theories on mise-en-scene and cinematography were used to analyze the cinematographic elements of the movie. These theories were used as the guideline to collect and to analyze the data from the material object which was *The Greatest Showman* movie.

2.8.3 Collecting the Data

In order to collect the data, I watched *The Greatest Showman* movie several times to collect the scenes and dialogues related to the problem of the study. The data taken were the captured images of P.T. Barnum as the main character and dialogues between P.T. Barnum and other characters in this movie. I collected the

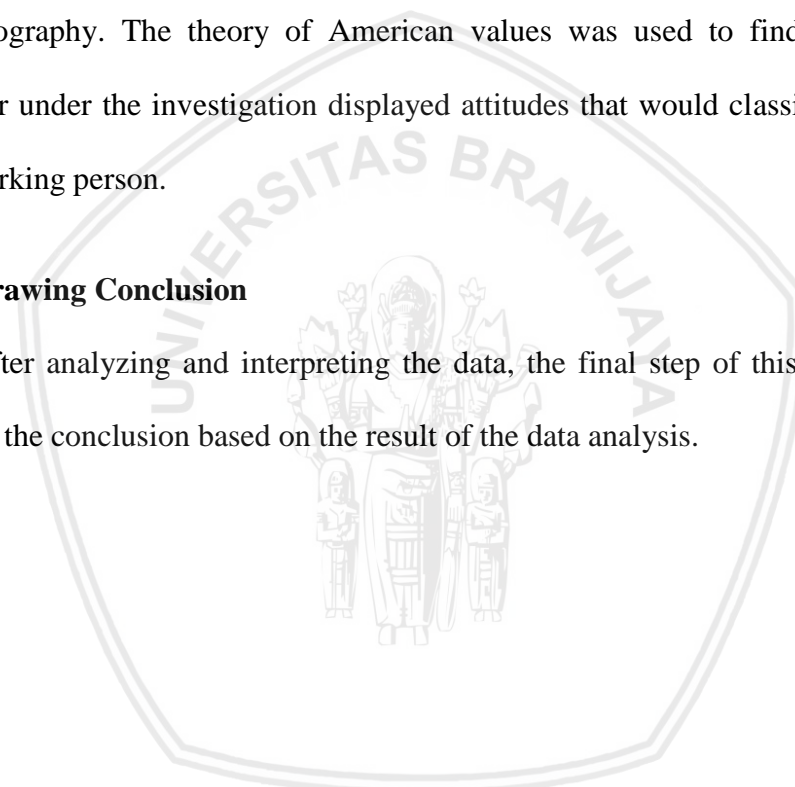
data that depicted P.T. Barnum showing with hard-work value as his strategy to pursue his dream.

2.8.4 Analyzing and Interpreting the Data

After collecting the data, the next stage was to interpret the data, which were scenes and dialogues using the theory of American values, *mise-en-scène* and cinematography. The theory of American values was used to find out if the character under the investigation displayed attitudes that would classify him as a hard-working person.

2.8.5 Drawing Conclusion

After analyzing and interpreting the data, the final step of this research is drawing the conclusion based on the result of the data analysis.



CHAPTER III

FINDING AND DISCUSSION

This chapter presents a discussion of the findings which are divided into seven subchapters. This explains the analysis of the American hard work value of the main character as a representation of hard work person. To analyze this movie, the researcher classifies the representation of hard work person that can be found in this movie into seven points, such are: (1) Dependability, (2) Initiative, (3) Priorities, (4) Learning, (5) Self-Reliance, (6) Perseverance, (7) Motivation (Wile).

3.1 Dependability

The first characteristic of hard work value is dependability. Having a responsibility to fulfill their dreams or goals can motivate people to be more enthusiastic to work harder. A hard worker will try to manage all of their task, appointment, and promises. If they want to start to do something, they also believe and take the responsibility to fulfill their promises.

In *The Greatest Showman* movie, the life's journey of Phineas starts when he promises that he will make his family living in prosperity. He wants to have a stable job and owns house for his family. Unfortunately, it is not as easy as he has expected. Phineas becomes jobless after the trading company where he works gets bankrupt. As an ordinary tailor's son that cannot be accepted by the people from the higher class (where Charity comes from), he struggles with the society that cannot trust his idea to build his own business. However, Phineas does not stop trying to fulfill his promise to his family. After he took \$10.000 loan from a bank

using the deed of the (sunken) trading ships as the collateral of his loan, he opens up a museum containing a collection of weird stuffs to attract people that are fascinated by weird things. Having struggles to promote his museum, Phineas change his idea of his museum. He starts to gather some unique individuals and makes a circus. With this new idea, Phineas manages to gather all of the unique individuals and put them together on a musical performances that successfully attracts people to come to his shows every night. The circus starts to bring healthy profits, leading Phineas to move his family into a luxurious mansion and get his family to live in prosperity.

Furthermore, the scene in Figure 3.1 takes place when Phineas celebrate his new house with his family after the success of the circus.

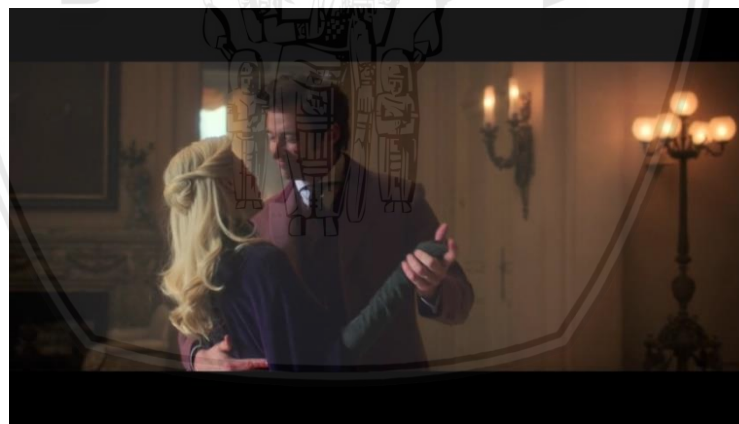


Figure 3.1 Phineas and Charity's Dance to Celebrate Their New House (Source: Gracey, 2017, minutes 00:32:58)

- Charity : Don't tell me you bought this house just to rub my parents' noses in your success?
- Phineas : Well, that wasn't the only reason. This is the life I promised you. Shall we?
- Charity : Phin, it's beautiful, but you know, we don't need all of this to be...
- Phineas : It only took me 25 years, but welcome home, Charity Barnum. (Gracey, 2017, minutes 00:32:47 – 00:33:08)

The scene in Figure 3.1 uses the Long Shot (LS) size that shows the character's relation with surroundings. It shows the celebration of Phineas after he has enough money to buy a new house for his family. He also gets some presents for his daughters. Phineas and Charity are wear a suit and a dress while they are dancing in their new house. Their costumes show that they have a better life now. The scene in Figure 3.1 uses side lighting that is often used when the features of a character play an important role in the development of the narrative. The side lighting shows the sun that is blazing off through the window but still shows the situation within the house such as the luxurious decoration and furniture that shows the new life of Phineas' family.

Phineas promises to present a life with prosperity to his family. Finally, he can fulfill his promise and prove to everyone that he can be successful by working hard. His statement, "This is the life I promised you" indicates that after a long time, Phineas can give a better life to his family although Charity thinks that they do not really need all of the presents that Phineas prepare for them. Her statement, "it's beautiful, but you know, we don't need all this to be..." indicates that even Charity know the struggle of his husband until this step of their life's, this current condition of their life is more than enough for her because she is already happy with their life before the circus success. It has taken twenty five years for Phineas to bring Charity back in her old prosperous life. Phineas shows his happiness by saying "welcome home, Charity Barnum", showing that he has achieved one of his dreams and fulfilled his promise to his family.

Having responsibility and finding the way to fulfill is as shown in the scene in Figure 3.1 and dialogue above indicates that Phineas as the main character of *The Greatest Showman* has a characteristic of hard work value which is dependability. Hardworking person will try to manage all of their tasks, appointments, and promises. They do something and believe they can fulfill those responsibilities.

3.2 Initiative

The second characteristic of hard work value is initiative. Initiative means that as a hard work person, they do not wait for any command from other people to do some task or assignment. They will do their tasks without waiting for anyone to order them to do that. Having an idea to make the company to be better is also part of an initiative. Furthermore, it is not just about having ideas. It is also about being confident with the ideas and also has the courage to speak up in front of other people to make the idea becomes real.

In *The Greatest Showman* movie, Phineas' life's journey still continues after he successfully builds his circus business. People from the higher class of the society start to recognize Phineas, and he uses this opportunity to develop his business to become larger. This action can be found when Phineas tried to recruit Phillip Carlyle, a playwright from high class society. Phillip does not have any problem to sell the ticket of Phineas' performance. This makes Phineas want to recruit Phillip to join his business, so he does not have to be worry about his circus's tickets sale. This scene in Figure 3.2 and dialogue takes place in the bar when Phineas tries to convince Phillip to join the circus.

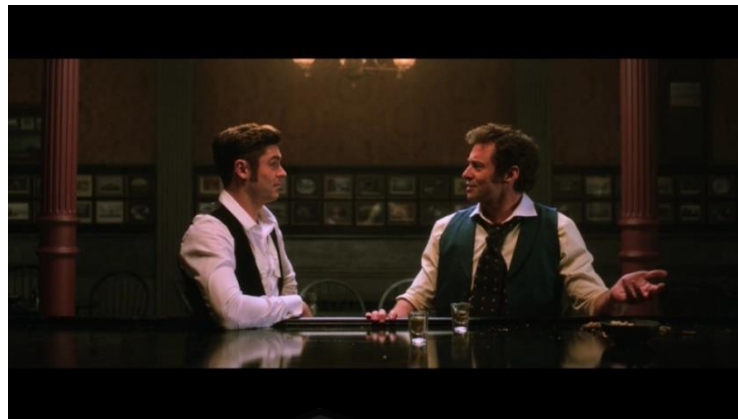


Figure 3.2 Phineas and Phillip’s Conversation about Joining the Circus (Source: Gracey, 2017, minutes 00:34:47)

- Phineas : So come join the circus. You clearly have a flair for show business. Teach me how to appeal to the highbrows.
- Phillip : Are you serious?
- Phineas : Mm-hmm.
- Phillip : Mr. Barnum, I can’t just run off and join the circus.
- Phineas : Why not? Sounds thrilling, doesn’t it?
- Phillip : Let’s just say that I find it much more comfortable admiring your show from afar.
- Phineas : Comfort, the enemy of progress.
- Phillip : Do you understand that just associating with you could cost me my inheritance?
- Phineas : Oh, it could cost you more than that. You’d be risking everything. But, on the other hand, well, you just might find yourself a free man. (Gracey, 2017, minutes 00:36:10 – 00:36:51)

The conversation above indicates that Phineas tries to convince Phillip to join the circus. His statement, “so come join the circus. You clearly have a flair for show business. Teach me how to appeal to the highbrows.” indicates that Phineas is being initiative by trying to convince Phillip to join the circus because he is from the same class as the highbrows. Phineas thinks that Phillip clearly has a flair for show business and he really wants Phillip to teach him how to appeal to the highbrows. But, Phillip, a part of the highbrows’ class, cannot easily agree with the offers from Phineas. His statement “do you understand that just

associating with you could cost me my inheritance?" indicates that Phillip as a part of the highbrows' class Phillip can lose everything if he decides to join the circus. There is a restriction that a class cannot join another class' lifestyle or activities easily. Every class has its own established do's and don'ts. Joining the circus means Phillip has to leave all of his inheritance behind. However, Phineas does not give up in convincing Phillip to join him. At the time, Phillip thinks that his life is really suffocating. He does not like the habits of his class such as having too much party and other things. Phineas uses this opportunity to gain Philip's trust. Phineas' statement, "you'd be risking everything. But, on the other hand, well, you just might find yourself a free man" indicates that Philip would become a free man and gain freedom if he accept to join Phineas' offer. The way Phineas convince Philip builds his interest to take the offer.

The scene in Figure 3.2 uses the Long Shot (LS) size that shows the character's relation with surroundings. It shows that Phineas tries to convince Phillip to join the circus in the bar and negotiate while drinking. The scene shows Phillip and Phineas sit down together in the center of the screen and do the negotiation. The scene in Figure 3.2 uses top lighting which shines directly from above the character to direct the viewer's attention toward an area around the characters in the scene. The lighting shows that the focus on the scene is Phineas and Phillip who are having a negotiation in a bar.

Other evidence is also found in a scene when Phineas get the invitation from the Queen of England. The dialogue takes place in the palace when Phineas, Phillip and his troupe go together to fulfill the invitation from the queen. Phineas

meet Jenny for the first time there. At the time, Phineas does not know what Jenny does for a living. He also never heard that Jenny can sing. However, he did not want to miss this opportunity. He asks Phillip to help him to introduce Jenny so that he can ask Jenny to join his business in America.

- Phineas : Oh, that's very kind of you. Miss Lind. Let me get to the point. I'd like to bring you to New York. And if you agree, I'll make you the most famous singer not in Europe, but in the entire world.
- Jenny : Mmm. And have you heard me sing?
- Phineas : No, no, I haven't. But like mine, your reputation precedes you, and, well, I trust your reputation more than my own taste, so...
(Gracey, 2017, minutes 00:46:06 – 00:47:10)

The conversation above indicates that Phineas tries to convince Jenny to join his business even if that is not part of the circus. His statement, "I'd like to bring you to New York. And if you agree, I'll make you the most famous singer not in Europe, but in the entire world." indicates that Phineas initiatively asks Jenny to join his business in their first meeting in Buckingham Palace, although Phineas have not heard Jenny's singing yet. Phineas is confident with his idea because he believes in Jenny's reputation. It is one of the reasons why he asks Jenny to join his business. Phineas keeps offering her by giving promise that she will be the most famous singer not only in Europe but in the entire world. She will sing in the grandest theater with the finest orchestra in the greatest city on Earth, and 20 percent of the gate. Jenny asks the last question about the reason for Phineas to ask her to join his business. Phineas statement, "people come to my show for the pleasure of being hoodwinked. Just once, I'd love to give them something real." indicates that Phineas wants people sees that he can be success

by giving them something real like the voice of Jenny. After hearing his reason, Jenny is interested with the offers to become part of Phineas business.

Phineas knows how to develop his museum. He continues recruiting people to develop his business into a circus in order to attract people from the lower to the higher social class. His idea of business is considered to be creative and different compared to other. This has not been done by any other people before. Phineas uses his connection with other people who has influence in the society. He persuades them to help him to make him famous, such as Philip and Jenny. Even people say that Phineas is exploiting the member of circus to make money for him. According to Preece (2017) when she interviewed the director of *The Greatest Showman*, Gracey states that, Phineas did not just take those people (unique individuals) who are invisible to society and turn them into stars. He also gives them the feeling to be loved for the first time in their live. As time goes on, this group of unique individuals becomes closer to each other. They become a family.

Having ideas and being brave to speak up to make the company become better as we can see on the scene in Figure 3.2 indicates that Phineas as the main character of *The Greatest Showman* have a characteristic of hard work which is initiative. As Wile points out that, “when we were at work, take the initiative and work to change inefficient processes. Tell the supervisor about the creative idea that comes up with to increase the company’s sales”. Based on the data above, we can see that Phineas always try to become an initiative person. With his ideas and

bravery to speak up, he always try to convince other people to get along with his ideas and plans.

3.3 Priorities

The third characteristic of hard work value is priorities. It means that the hard work person must know and be able to consider what task which that needs to do first and also how to finish it. Wile's statements, "align your priorities with the goals of the company", exemplify that we should have a lot of priorities ranged from the most important to the less important.

In *The Greatest Showman* movie, the story of Phineas continues to his success after holding a concert of Jenny Lind. This accomplishment makes him change his shows. He put Jenny's concert before the circus. This scene in Figure 3.3 and dialogue takes place in the circus when Phineas wants Phillip to continue the preparation for Jenny's concert and ask Phillip to take care the circus while Phineas is preparing and accompanying Jenny for her concert.

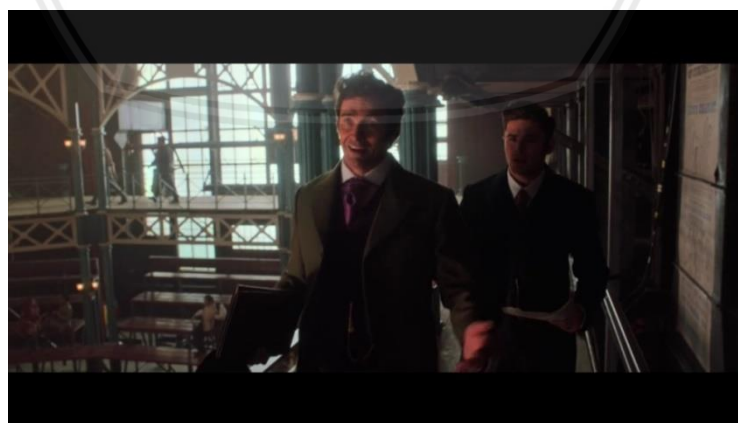


Figure 3.3 Phineas' Decision to Risk Everything for Jenny's Show
(Source: Gracey, 2017, minutes 01:00:45)

- Phillip** : No, hey, P.T... These are the most famous theaters in the country. They make you buy the seats in advance just to look them.
- Phineas** : Yeah. I took out a loan.

- Phillip** : And we have to pay Jenny in advance?
Phineas : It was a large loan. Okay?
Phillip : You're not got to see a penny of profit until your 40th show...
Phineas : 41st, actually.
Phillip : You're risking everything you've build here.
Phineas : How do you think I build it? We'll have plenty of profits to go around after this. (**Gracey, 2017, minutes 01:00:12 – 01:01:19**)

These conversations above indicates that Phineas is focusing more on Jenny's concert and he starts to abandon the circus, as we can see when he give his task as a ringmaster to Phillip. He is brave enough to risk everything that he had already built in the circus. Phillip's statement, "these are the most famous theaters in the country. They make you buy the seats in advance just to book them." indicates that Phillip tries to remind Phineas that he just wasting his money for the concert. It is caused by Phineas decision to arrange a tour around the country for Jenny instead of planning for having more circus shows in New York. It shows that Phineas chooses Jenny's tour concert as his main priority rather than staying in New York and running the circus. To arrange tour concert for Jenny, Phineas should book the seats of famous theaters in the country. This urge him to spend a lot of money just for the place of the concert without knowing how much the audience who come to the concert for sure. To solve the problem, Phineas take out a loan to pay the seats on theaters and also to pay Jenny. Phillip thinks that Phineas is risking everything that he build for the circus because they will not see a penny of their profit after they do the 41st shows. Phineas statement, "how do you think I build it? We'll have plenty of profits to go around after this." indicates that Phineas is really confident with his sacrifice to gain the profit after he starts to risk everything that he has. It is his main priority at that time that he just wants the

concerts going well. Phillip says that Phineas' attention has been divided for too long. He does not realize that the protesters of his circus has increased everyday.

The scene in Figure 3.3 uses a middle shot (MS) size that shows facial expression and body language by the character's movement and gestures. Phineas expression shows that he is confident with everything that he already spend for the concerts and he believes that the concerts will go well because he have risk everything for that. His gestures when he is walking along through the hall without hearing anything that Phillip wants to say, it means that he is being confident with everything he prepares for the concert as his priority and he does not want to take care of the circus because there is Phillip as a ringmaster that will replace him.

During the movie, the data also show when Phineas starts to realize what his main priority is. This scene in Figure 3.5 and dialogue takes place in Jenny's room at the hotel while they are waiting for the concert at night.



Figure 3.4 Phineas' Realization of His Main Priority
(Source: Gracey, 2017, minutes 01:12:27)

- Jenny** : I've given you the world, haven't I?
Phineas : I, uh, I should go. I've become a distraction. I'm sorry, Jenny.
Jenny : No.
Phineas : You should finish the tour without me

- Jenny** : What? You're leaving?
Phineas : Well, the itinerary's well in hand.
Jenny : So, that's it.
Phineas : What do you mean?
Jenny : I'm just another one of your little acts.
Phineas : Jenny.
Jenny : I'm done. (Gracey, 2017, minutes 01:12:32 – 01:13:17)

These conversations above indicate that Phineas finally realizes what his main priority is after he ran a tour for Jenny Lind. Jenny's statement, "I've given you the world, haven't I?" indicates that the tour is going well and Jenny had gave Phineas the world that he wants to live in, where he can living and join the high class of society because of the profit and the class of the audiences from the tour. Phineas who always stay beside Jenny for almost every concert start from the first concert in New York makes both of them becomes closer from time to time. Figure 3.5 shows that they spending time together in the hotel's room while waiting for the next concert at night. Jenny feels comfortable with Phineas because they have the same history in their life, she start to show her interest in Phineas. Moreover, Phineas wants to leave his family just to organize the tour and accompany Jenny for a few days along. It makes Jenny thinks that she becomes a special part of Phineas' life. Hearing Jenny's statement somehow makes Phineas musing for a few seconds before he consciously saying, "I should go. I've become a distraction. I'm sorry, Jenny." It indicates that for a few second Phineas remember who is actually giving a world for him, the special parts of his life. After that, he wants to leave the room but Jenny trying to holding back Phineas for not going back to New York. Phineas tells her that the itinerary is well in hand, so he can leave Jenny to finish her tour alone. Jenny feels disappointed and

realizes that she is just another one of his little acts, one of the talents that Phineas uses to entertain people, to reach his dream. Jenny wants to quit but Phineas refuses the idea and try to convince Jenny to not leave the concert. Phineas insists that Jenny has to finish the tour because he has risk everything and it will ruin him if Jenny does not want to finish the tour. After that, Jenny does the last concert, gives Phineas kiss on the stage as their goodbye and Phineas go back to New York to see his family.

The scene in Figure 3.4 uses close up (CU) size, it is uses as a reaction shot to someone's response to an accident. It shows when Phineas and Jenny celebrating their success after reading the review of the concert in the newspaper. Jenny who has feeling through Phineas starts to shows by her eyes when they start to sit in the couch face to face. The scene in Figure 3.4 focuses on the facial expression of Phineas as his reaction after he is musing for a few second because Jenny says that she gives a world to him.

Knowing that we should have a lot of priorities ranged from the most important to the less important is a part of the characteristic of hard work person, even they can be confuse sometimes, but they must remember what their main priority is. As we can see on the scene in Figure 3.3 and 3.4 indicates Phineas as the main character of *The Greatest Showman* has a characteristic of hard work which is Priorities. Based on the data above, we can see that Phineas knows what should he do first and focus on it. In order to get recognize and being accepted by the highbrows and other society in the higher circle, he chooses to focus on Jenny's concert that can bring him benefits for his business and also his family. At

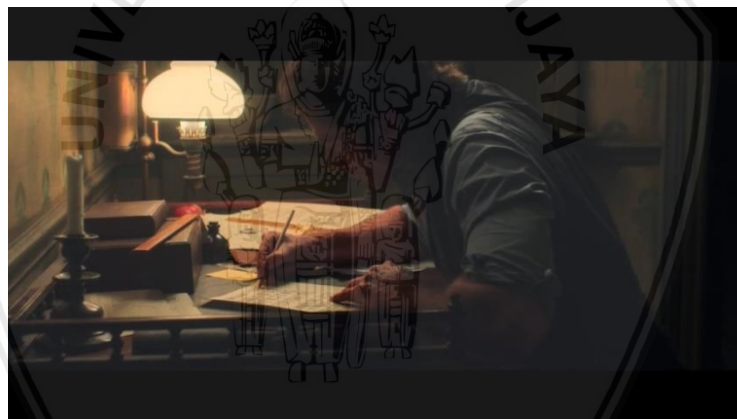
the first time, Phineas starts to abandon his circus, when he gave his task as a ringmaster to Phillip. Getting more success with Jenny's concert, he starts to arrange for her tour, he focusing to prepare the tour and also become his main priority, Phineas starts to leave his family and choose to accompany Jenny for her tour. He starts to forget the main reason besides why he doing this far. After that, Phineas realizes that he is confuse with the purpose of his life and trying to get back to his real priority which is the happiness of his family.

3.4 Learning

The fourth characteristic of hard work value is learning. It means that a hard work person will take all the opportunity that comes to them to learn any new experiences around them to expand their knowledge that can be a good influence for their career and also the company. To learn any new experiences around them, they can get the idea to learn something new from other people's opinion, not including their initiative to learn something new for their knowledge.

In *The Greatest Showman* movie, Phineas gets busy with the promotions after he opens the "Barnum Museum of Curiosity" to attract people coming to the museum. Unfortunately, people do not interest with the museum and Phineas have to struggle to solve the problem, because he has to collect money to paying back the loan from the bank. However, his daughters, Helen and Caroline, give him their opinion about what should Phineas change for the museum. They suggest that Phineas need something alive instead of the dead things that will be sensational to attract people. As Phineas is thinking about his daughters' idea of how he make his museum become attractive, he sees looks at Tom Thumb's book

and an apple at his desk. The apple reminds him of a unique person who gave him an apple when he was punching down after he tried to steal a piece of bread from the market in the past. The Tom Thumb's book reminds him with a dwarf that he met on the bank because Tom Thumb's book is about a dwarf. After Phineas looks at the apple and the book, he has an idea that can be success if he can find the right person. The next day, Phineas starts to find the dwarf that he has already met before asking him to join the museum. The scene in Figure 3.6 takes place in Phineas' house when he starts to arrange his new plan for the museum after he gets an idea to develop his business.



**Figure 3.5 Phineas' New Plan of His Museum
(Source: Gracey, 2017, minutes 00:22:34)**

The scene in Figure 3.5 uses a middle shot (MS) size that shows facial expression and body language by the character's movement and gestures. It shows when Phineas heard about the ideas from his daughter to develop his museum into something that more attractive. The scene in Figure 3.5 uses backlighting that used when a silhouette effect is desired to conceal the identity of a particular character in the scene. The Figure with the lighting only shows how Phineas start to work after he heard the ideas from his daughters, the scene only focus on

Phineas that shows he is working hard to develop the idea for the museum. After arrange a new plan to his museum, he met Charles Stratton, a dwarf that he offering to join the museum, Phineas starts to develop his new plan for his museum, it shows from the scene when he writes something in the desk to make an announcement that he wants to recruit unique persons. He copied the announcements and spreading out so people can see that he wants to recruit unique persons. Phineas spread the announcement together with his daughters and they can find a lot of unique persons for the museum. The museum starts to make an announcement that they have a lot of unique person that makes people want to come to the museum because of their curiosities through the new elements of the museum. The visitor of the museum after the first opening when people start seeing the unique person gives a huge impact to the number of visitor day by day. The promotion and discount from Phineas makes Barnum's American Museum of Curiosity always overcrowded with visitors every day until they change the name became P.T. Barnum's Circus because the review of a critic James Gordon Bennett on newspaper. The circus starts to get a lot of profits that bring Phineas and his family living in prosperity, moving out from the old house into a luxurious mansion, and be able to put Caroline in a ballet school.

Because of his daughters' ideas, Phineas can develop his unattractive museum into an attractive circus because he listens to other people opinions and wants to learn also explore more about it. Phineas also shows that he always has an initiative to develop his circus to make him become noticed by the society.

During the movie, the data also found after Phineas met a playwright named Phillip Carlyle, and Phineas tried to approach him to join the circus.

Phineas : I want to go after the carriage trade. Present legitimate acts, expand our appeal, and go after the snobs.

Phillip : If you only knew how suffocating they are.

Phineas : So come join the circus. You clearly have a flair for show business. Teach me how to appeal to the highbrows. (**Gracey, 2017, minutes 00:35:40 – 00:36:30**)

These conversations above indicate that Phineas is trying to ask Phillip to join the circus to learn how to appeal the highbrows. Phineas knows that Phillip has no trouble to selling tickets for his play. That is what Phineas want from Phillip, to make his circus never have a trouble to selling the tickets. As a hard work person, it is natural to take all of the opportunity that comes to them to learn any new experiences around them to expand their knowledge that can be a good influence for their career and also the company, after getting success with the circus and finally can get an attention from the society in lower class, Phineas still want to get accepted from the society in high class which is the highbrows. To achieve that goal, Phineas has to find out a way to get recognize and become accepted by them. That is why he wants to recruit Phillip to join the circus to help him to develop his business and to achieve his goals. Phineas statement, “I wanna go after the carriage trade. Present legitimate acts, expand our appeal, go after the snobs.” It indicates that if Phineas wants to go after the carriage trade, he should present legitimate acts, expand his appeal, and go after the snobs to develop his business. That is why he needs Phillip who has a lot of relationship between people in high class which is the highbrows.

Having the courage to take all the opportunities to learn any new experiences to expand the knowledge that can be good influences for career and also the company, as we can see on the scene in Figure 3.5 above indicates Phineas as the main character of *The Greatest Showman* has a characteristic of hard work which is learning. As Wile states that people who eager to learn are perceived as working harder than those who are lazy to learn new experiences. People also can get the idea to learn something new from other people's opinion, not including their initiative to learn something new for their knowledge. Based on the data above, we can see that Phineas take the opportunity to learn any new ideas that come to him. In fact, he wants to hear the ideas from his daughters and take it seriously to develop his museum. He also wants to learn how to approach the highbrows to expand his business and also being accepted by the higher class.

3.5 Self-Reliance

The fifth characteristic of hard work value is self-reliance. According to Wile, "you may have to Figure out how to locate information for a customer on your own without relying on her as a back-up". It means that a hard work person will rely on themselves to do their assignment because they know what they have, the ability and knowledge to do the assignment without other people as their back-up.

This scene in Figure 3.6 and dialogue takes place in the city when young Phineas has to survive alone after the dead of his father.



Figure 3.6 Young Phineas' Survival after Losing His Father
(Source: Gracey, 2017, minutes 00:07:52)

The scene in Figure 3.6 uses the Long Shot (LS) size to see the character's relation with surroundings. It shows when young Phineas trying to survive after losing his father and have to live alone. After he tries to steal bread on the market and the seller beat up him, he met a unique person that gives him an apple and makes him realize that he should survive to chase his dream. He looked at the newspapers that people throw away to the garbage and selling back to other people. He has to try everything because he does not have back up anymore after the dead of his father. Phineas uses old clothes and looks dirty that shows that no one take care of him and he has not anything and he has to survive alone.



Figure 3.7 Young Phineas' Sight of Opportunities to Get a Better Life
(Source: Gracey, 2017, minutes 00:08:29)

Promoter: Come! Join the Great American Railroad! three meals a day. Roof over your head. Fair and ample wages! Come, make your fortune! See the open plains of America! Opportunity awaits you, sir, out on the rails. (Gracey, 2017, minutes 00:08:20 – 00:08:34)

The conversation above indicates that the promoter tries to find crews for American Railroad with some of the interest benefits for the opportunity to see the open plains of America. Phineas who has no job and he do not know what to do after his father is already dead, accidentally found the promoter who invite people to join the crews of American Railroad. Promoter's statements, "three meals a day. Roof over your head. Fair and ample wages! Come, make your fortune!" indicates that the offers from American Railroad can be seen as a chance for Phineas to get a better life if he comes to join the Railroad.

The scene in Figure 3.7 uses the Long Shot (LS) size to see the character's relationship with the surroundings. It shows when young Phineas met a promoter who gives offers to join the American Railroad, to see the open plains of America. The scene in Figure 3.6 and 3.7 shows a lot of people being interest with the offers, include Phineas who see it as a chance to get a better life, because they give three meals a day, a roof over the head, fair and ample wages, it was a good chance for people who need a job at that time.

Knowing what we have, the ability and knowledge to help us survive without other people as their back – up and just rely on ourselves to do any task or assignments. As we can see on the scene in Figure 3.6 and 3.7 indicates Phineas as the main character of *The Greatest Showman* has a characteristic of hard work which is Self-Reliance. Based on the data above, Phineas knows what he can do

and tries to survive with his ability and knowledges even though he does not have any back up to help him anymore.

3.6 Perseverance

The sixth characteristic of hard work value is perseverance. It is related with priorities characteristic, because a hard work person should know what are the priorities on their job, and the responsibility after they start to do some task, they also need to finish what already they start, sometimes a hard work person will not leave the task after it finishes and they will do whatever it takes to finish their task.

The scene in Figure 3.8 and dialogue takes place around the museum when Phineas tried to introduce his museum to people who pass by around the museum.



Figure 3.8 Phineas and His Daughters' Attempt in Promoting the Museum (Source: Gracey, 2017, minutes 00:18:54)

Charity : The loan has to be paid back every month.

Phineas : Oh, yeah, we're got to pay it. We just need customers.

Charity : Hundreds of them.

Phineas : Welcome to the Barnum Museum. It is one hour of your time, sir, but it will change your life. We have shows on the hour every hour.

Helen : I love you dress.

Phineas : Surely not for the faint of heart, but I can tell you're got to love it. Half price for everyone who's wearing a hat. Ho, ho! That's you, sir. Welcome to the Barnum Museum. (Gracey, 2017, minutes 00:18:29 – 00:18:58)

These conversations above indicate that Phineas who tries to make his wife calm because of his new business does not give any clarity to get back the money that Phineas uses to build the museum and Charity afraid that they cannot pay back the loan. Phineas statement, "we're got to pay it. We just need customers." implies that Phineas tries to convince his wife that everything is under his control and they can pay back their loan in the bank. They just need more customers, even it can be hundreds of them. In case he wants to get more customers, he has to start to promote his business. The first thing to do to promote the museum is spreading out the brochure to other people, to introduce to other people what the museum is about. Phineas and his daughters use compliments while spreading the brochure to the other people around the museum. Phineas statement, "surely not for the faint of heart, but I can tell you're gonna love it. Half price for anyone who's wearing a hat. Ho, ho! That's you, sir. Welcome to the Barnum Museum" implies that Phineas tries to promote his museum that surely has unique things inside the museum that is not for the faint of heart, but it will be an amazing experience for the visitor. He even adds a discount for anyone who is wearing a hat at that time so that more people will visit his museum.

The scene in Figure 3.8 uses the Long Shot (LS) size to see the character's relation with surroundings. It shows when Phineas tries to promote his museum with his daughters around the museum. Phineas and his daughters are spreading out their museum's brochure to promote the museum to other people. They do not

give up even people does not want to accept the brochure. As a hard work person, they tend to finish what already they start, it can be seen from Phineas who brave to build a museum and he has to promote the museum or find another way to get more visitors to gain profit to pay back the loan every month. Unfortunately, spreading the brochure does not give any significant difference to the museum. Later, after Phineas hear the idea from his daughters, he changes the way he develops the museum into show business.

Knowing the priorities on their job and having the responsibility to finish what they already start is part of perseverance. Wile states that one has to finish what they start. As we can see in the scene in Figure 3.8, Phineas never gives up before finishing his job. When he starts the museum, he convinces his wife that it will be a success, but actually, is not that easy to get recognize and get the attention from the society. Because of that, Phineas always tries to promote his museum and also find out the other option to make his museum become interesting.

3.7 Motivation

The seventh characteristic of hard work value is motivation. Wile point out that hard work person is self-motivated. As a hard work person, they should be self-motivated. They are ready to anticipate their company's needs whenever possible and work to fulfill them. Not just to be self-motivated, but a hard work person usually have important reasons to work hard as their motivation, and they will work to fulfill them.

The scene in Figure 3.9 takes place in Phineas' house when he argues with his wife, Charity.

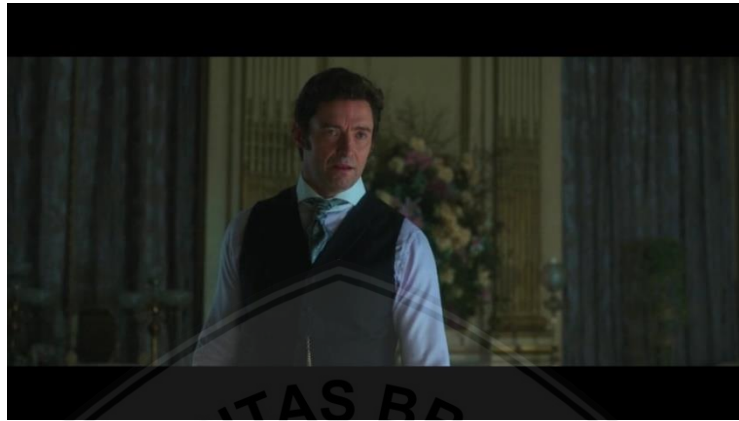


Figure 3.9 Phineas' Explanation of His Feeling to Charity
(Source: Gracey, 2017, minutes 01:07:52)

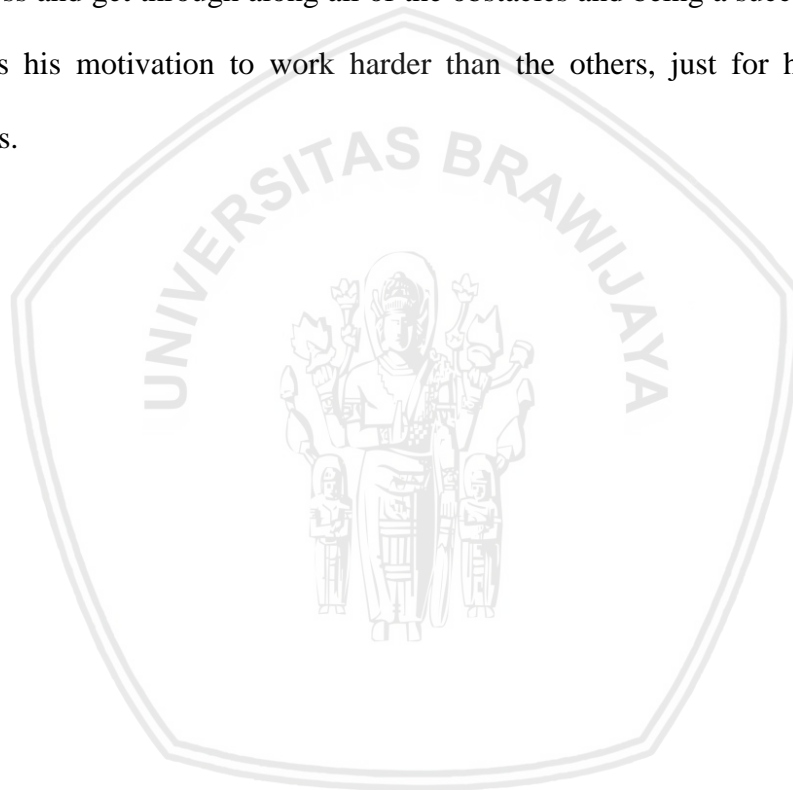
- Charity** : First, it was buying a house on the same street as my parents. Then, meeting the Queen. Then bringing Jenny Lind, then my father the other night. When will it ever be enough for you?
- Phineas** : I'm doing this for Caroline and Helen.
- Charity** : Look around you. They have everything.
- Phineas** : You don't understand.
- Charity** : I do understand.
- Phineas** : No, you don't understand. How could you? My father was treated like dirt. I was treated like dirt, and my children will not be.
- Charity** : You don't need everyone to love you, Phin. Just a few good people. (Gracey, 2017, minutes 01:07:34 – 01:08:14)

Those conversations above indicate that Phineas start to prepare his belongings to go to accompany Jenny while organizing her tour. Charity statement, "First, it was buying a house on the same street as my parents. Then, meeting the Queen, then bringing Jenny Lind, then my father the other night. When will it ever be enough for you?" implies that Charity starts to think that his husband never feel satisfy with all of his achievement from his husband start to build the museum until becoming a circus then he start to arrange an opera concert for Jenny Lind that brings him into prosperity's life to his family. Although Charity knows that is

all for their daughters, she always thinks that they already have everything. Having different opinion with his wife, Phineas burst into his anger to Charity. Phineas statement, “My father was treated like dirt. I was treated like dirt, and my children will not be.” implies that Phineas was already got an experience about how to be treated unrespect by other people. Phineas tried to explain that he does not want his daughters to get the same experiences like him. That is one of his motivations why he always tries to bring his family happy with the material wealth, so other people cannot underestimate his family anymore. Phineas gets through his life to the prosperity with his experience and his family as his motivation to work hard to achieve his goals. Charity feel sad hearing the explanation from his husband, but still she thinks that Phineas does not have to do anything more to be loved, to be accepted by other people because he was already doing a lot of things to get notice by people from all of the type of the class in society, they just need a few good people to be loved and to care for each other.

The scene in Figure 3.9 uses Mid Shot (MS) size to see the facial expression and body language by the character’s movement and gestures. It shows when Phineas getting angry because of his wife respond that she understand what Phineas feel. In fact, that Charity never feels what Phineas talk about because Charity was from highbrow's family. The gesture from Phineas shows that he is really angry with his wife. It shows when Phineas who first sit on the couch while talking to his wife and start to stand up when he thinks that his wife can understand him.

Always being self-motivated is really important for a hard work person. Being motivated with a lot of reasons can make a person work hard to gain his goals. As we can see on the scene in Figure 3.9 indicates Phineas as the main character of *The Greatest Showman* has a characteristic of hard work which is Motivation. Based on the data above, Phineas works hard to reach his dream to get success and get through along all of the obstacles and being a success with his family as his motivation to work harder than the others, just for his family's happiness.



CHAPTER IV

CONCLUSION AND SUGGESTION

This chapter explains the conclusion from the researcher which concerns about the representation of American value of hard work in the main character of *The Greatest Showman* movie. In addition to the conclusion, this chapter also provides some suggestions for the next researchers.

4.1 Conclusion

The research question has been answered through the explanation of the scenes in the picture and dialogues of the movie using movie studies. There are seven characteristics of hard work person in the movie, which are: dependability, initiative, priorities, learning, self-reliance, perseverance, and motivation. Through the story, it can be seen that each characteristic helps Phineas to pursue his dreams. He is a character who believes that he can be treated equally by other people and it can be concluded that Phineas believes in the American dream that every people can be treated equally. Besides Phineas showing a lot of hard work characteristics in pursuing his dream, Phineas also uses his network or connection to get what he wants, starting from the oddities for the circus, Phillip Carlyle, and Jenny Lind as his chances to be recognized and accepted by people from the higher class. He is motivated after being disrespected by the people around him.

From the story, it reveals that people from the lower class have to experience also learned many things to survive and be able to change their life. The problem of people from the lower class, as depicted in *The Greatest Showman*, is always

being disrespected by other people in society. Mostly, this is the source for people who want to try their luck to change their life. Meanwhile, people who want to get an equal chance to have a better standard of living must pay the price by working hard to see material possessions as the natural reward for their hard work.

The Greatest Showman movie is a musical-biography movie that tells about particular events that happened on P.T. Barnum as a showman to build his business. Although the real P.T. Barnum or Phineas Taylor Barnum has been known as a boss that exploited the oddities to get attention from other people, this movie shows a different perspective that P.T. Barnum does not only employ those people who are “invisible” to society, but he turns them into stars and creates a family of circus performers. It suggests that this movie is made to celebrate the birth of the show business.

4.2 Suggestion

The researcher only analyze the main character to see whether he is represents the value of hard work. It is possible for other researchers to analyze if the other characters embody the same value. Other research can also focus more on the discrimination problem experienced by the characters in the movie.

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4. Topik Skripsi : Representation of Hard Work
5. Judul Skripsi : The Representation of Hard Work Practiced by Phineas Taylor Barnum in *The Greatest Showman* Movie
6. Tanggal Mengajukan : 19 Februari 2018
7. Tanggal Selesai Revisi : 16 Juli 2019
8. Nama Pembimbing : Aris Siswanti, S.S, M.Pd.
9. Keterangan Konsultasi

No.	Tanggal	Materi	Pembimbing	Paraf
1	19 Februari 2018	Konsultasi Judul Skripsi	Aris Siswanti, S.S, M.Pd.	
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3	26 September 2018	Revisi dan konsultasi BAB I dan BAB II	Aris Siswanti, S.S, M.Pd.	
4	12 Oktober 2018	ACC Seminar Proposal	Aris Siswanti, S.S, M.Pd.	
5	18 Oktober 2018	Pelaksanaan Seminar Proposal	Aris Siswanti, S.S, M.Pd.	
6	11 Maret 2019	Pengajuan BAB III	Aris Siswanti, S.S, M.Pd.	
7	10 April 2019	Revisi dan konsultasi BAB III	Aris Siswanti, S.S, M.Pd.	
8	28 Mei 2019	Revisi dan konsultasi BAB III	Aris Siswanti, S.S, M.Pd.	
9	11 Juni 2019	Revisi dan konsultasi BAB III dan BAB IV	Aris Siswanti, S.S, M.Pd.	
10	13 Juni 2019	ACC Seminar Hasil	Aris Siswanti, S.S, M.Pd.	
11	27 Juni 2019	Pelaksanaan Seminar Hasil	Aris Siswanti, S.S, M.Pd.	
12	4 Juli 2019	ACC Ujian Skripsi	Aris Siswanti, S.S, M.Pd.	
13	11 Juli 2019	Pelaksanaan Ujian Skripsi	Aris Siswanti, S.S, M.Pd.	

10. Telah dievaluasi dan diuji dengan nilai:

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Mengetahui,
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