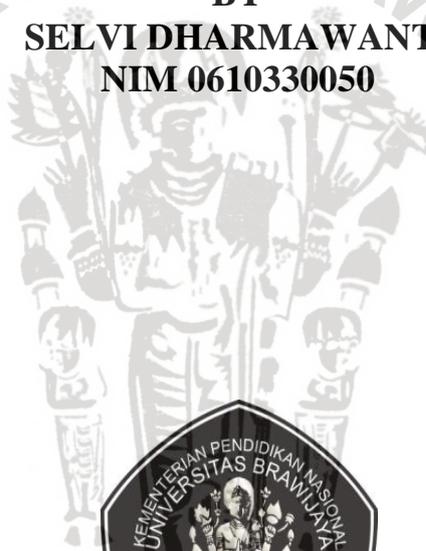


**THE CHANGING MOTIVATION OF CHRIS GARDNER  
IN PURSUING HAPPINESS IN *THE PURSUIT OF HAPPYNESS*  
THE MOVIE**

**THESIS**

**BY  
SELVI DHARMAWANTI  
NIM 0610330050**

**UNIVERSITAS BRAWIJAYA**



**ENGLISH STUDY PROGRAM  
LANGUAGE AND LITERATURE DEPARTMENT  
FACULTY OF CULTURE STUDIES  
UNIVERSITY OF BRAWIJAYA**

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**THESIS**

Presented to  
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BY  
**SELVI DHARMAWANTI**  
NIM 0610330050

**ENGLISH STUDY PROGRAM  
LANGUAGE AND LITERATURE DEPARTMENT  
FACULTY OF CULTURE STUDIES  
UNIVERSITY OF BRAWIJAYA  
2011**

## DECLARATION OF AUTHORSHIP

Herewith I,

Name : Selvi Dharmawanti

NIM : 0610330050

Address : Jl. Kauman No. 350B, Lawang - Malang, Jawa Timur

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Selvi Dharmawanti  
NIM 0610330050



This is to certify that the *Sarjana* thesis of Selvi Dharmawanti has been approved  
by the Board of Supervisors

Malang, 11<sup>th</sup> May 2011  
Supervisor

M. Andhy Nurmansyah, M.Hum  
NIP. 19771016 200501 1 002

Malang, 11<sup>th</sup> May 2011  
Co- supervisor

Dyah Eko Hapsari, M.Hum  
NIP. 19780727 200501 2 001



This is to certify that the *Sarjana* thesis of Selvi Dharmawanti has been approved  
by the Board of Examiners as one of the requirements for the degree of *Sarjana*  
*Sastra*

Juliati, M.Hum., Member  
NIP. 19720604 200212 2 001

Dyah Eko Hapsari, M.Hum., Secretary  
NIP. 19780727 200501 2 001

Yusri Fajar, M.A., Member  
NIP. 19770517 200312 1 001

M. Andhy Nurmansyah, M.Hum  
NIP. 19771016 200501 1 002

Acknowledged by,  
Head of English Study Program

Sighted by,  
Head of Language and Literature Department

Fatimah, M.Appl.Ling.  
NIP. 19751125 200212 2 002

Syariful Muttaqin, M.A.  
NIP. 19751125 200212 2 002

## ABSTRACT

Dharmawanti, Selvi. 2011. **The Changing Motivation of Chris Gardner in Pursuing Happiness in *The Pursuit of Happyness* The Movie**. English Study Program, Language and Literature Department, Faculty of Culture Studies, University of Brawijaya. Supervisor: M. Andhy Nurmansyah ; Co-supervisor : Dyah Eko Hapsari

Keywords: happiness, money, Chris Gardner, Reader-Response Theory, Georg Simmel

There are so many things that make people happy, but for some reasons, the meaning of happiness is very personal. People give meaning to happiness based on their life experience, background, environment and some others reasons. Therefore, they have their own ways to pursue their happiness.

Talking about happiness, there is a movie which entitled “*The Pursuit of Happyness*”. It tells a true story of Chris Gardner, whose story has inspired many people. Chris is a successful stockbroker in the U.S. and he has a son, Christopher. Through this movie Chris wants to share his story about how hard his life is before he gets success like today. His son becomes the witness of his struggle, so that is why Chris makes his son as his biggest motivation to pursue happiness at that time. However, this study raises an interesting topic which is about the changing motivation of Chris Gardner in pursuing happiness.

By combining the theories of Reader Response Criticism, *The Philosophy of Money* by Georg Simmel, the theory of camera usages in movie studies and the last about Aristotle’s concept of happiness, this study finds that there are some processes that have been passed by Chris which show how Chris slowly changes his motivation in pursuing happiness.

For Chris, happiness becomes the hardest thing to be pursued since he has continuous dissapoinments and failures in his life. A financial problem comes to his family and it creates unharmonious situation in his family. As a breadwinner, Chris feels that he is the one who is responsible to bring happiness into his house and it becomes his early motivation to pursue happiness. Chris feels that his relationship with his son becomes stronger since he has to take of his son on his own. His son motivates him a lot to reach his dream and he learns many things from his son. Therefore, he dedicates his happiness only for his son to give a better life for him. This movie has a happy ending and it is full of inspiring things and motivations for everyone in pursuing happiness.

## ABSTRAK

Dharmawanti, Selvi. 2011. **Perubahan Motivasi Chris Gardner Dalam Meraih Kebahagiaan di Film *The Pursuit of Happyness***. Program Studi S-1 Sastra Inggris, Jurusan Bahasa dan Sastra, Fakultas Ilmu Budaya, Universitas Brawijaya. Pembimbing: (I) M. Andhy Nurmansyah (II) Dyah Eko Hapsari

Kata Kunci: kebahagiaan, uang, Chris Gardner, Teori Resepsi, Georg Simmel.

Banyak hal yang menjadikan hidup manusia menjadi bahagia, namun tiap orang memiliki pendapat yang berbeda mengenai arti kebahagiaan. Perbedaan pengalaman, latar belakang, lingkungan dan berbagai alasan lain menjadi dasar bagi mereka dalam memberi arti kebahagiaan pada hidup. Oleh karena itu, setiap orang memiliki cara masing-masing dalam mengejar kebahagiaan.

Berbicara tentang kebahagiaan, ada sebuah film yang berjudul *The Pursuit of Happyness*. Cerita dalam film ini berdasarkan pada sebuah kisah nyata dari Chris Gardner yang telah banyak menginspirasi banyak orang. Chris adalah seorang pialang saham sukses di Amerika, dan dia juga seorang ayah. Di dalam filmnya ini, Chris menceritakan sejarah hidupnya yang berat sebelum dia menjadi orang sukses seperti sekarang. Anak semata wayangnya, Christopher, menjadi saksi hidup akan perjuangan hidupnya saat itu, dan hal itulah yang membuatnya sangat termotivasi untuk meraih kebahagiaan. Studi ini mengangkat sebuah topik yang menarik yaitu tentang perubahan motivasi yang dialami Chris Gardner dalam meraih kebahagiaan.

Dengan menggunakan beberapa teori yaitu Teori Resepsi, *The Philosophy of Money* dari Georg Simmel, teori elemen sinematografi terutama mengenai fungsi kamera dalam studi film, dan konsep kebahagiaan dari Aristoteles, studi ini menemukan bahwa terdapat beberapa proses yang dilewati oleh Chris yang menunjukkan adanya perubahan motivasi dalam dirinya dalam meraih kebahagiaan.

Bagi Chris, kebahagiaan adalah sesuatu hal yang amat sulit untuk diraih karena sudah terlalu banyak kekecewaan dan kegagalan yang dialaminya dalam usaha untuk meraih kebahagiaan. Masalah keuangan dalam keluarganya membuat keluarganya tidak harmonis. Chris merasa dialah orang yang paling bertanggungjawab atas keadaan itu, dan sebagai kepala keluarga dia termotivasi untuk membawa kebahagiaan dalam keluarganya. Chris merasa bahwa hubungan antara ayah dan anak diantara mereka semakin kuat sejak dia harus mengurus anaknya seorang diri. Chris merasa termotivasi untuk meraih mimpinya dan juga belajar banyak hal dari anaknya. Sejak saat itu, Chris mendedikasikan kebahagiaannya untuk memberikan hidup yang lebih baik bagi anaknya semata. Film ini berakhir bahagia, dan banyak hal yang dapat menginspirasi dan memotivasi setiap orang dalam meraih kebahagiaan.

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The Writer

## TABLE OF CONTENTS

<b>TITLE PAGE</b> .....	i
<b>DECLARATION OF AUTHORSHIP</b> .....	ii
<b>SUPERVISORS' APPROVAL</b> .....	iii
<b>BOARD OF EXAMINERS CERTIFICATE OF APPROVAL</b> .....	iv
<b>ABSTRACT</b> .....	v
<b>ABSTRAK</b> .....	vi
<b>ACKNOWLEDGEMENTS</b> .....	vii
<b>TABLE OF CONTENTS</b> .....	viii
<b>LIST OF PICTURES</b> .....	x
<b>CHAPTER I INTRODUCTION</b>	
1.1 Background of the Study .....	1
1.2 Problems of the Study .....	6
1.3 Objectives of the Study .....	6
<b>CHAPTER II REVIEW OF RELATED LITERATURE</b>	
2.1 Theoretical Framework .....	7
2.1.1 Reader Response Theory .....	7
2.1.1 Transactional Reader Response Theory .....	11
2.2 Georg Simmel's Theory of Money .....	16
2.2.1 Value Insides Money .....	17
2.2.2 The Influence of Money .....	18
2.3 Camera Elements .....	20
2.3.1 Camera Position .....	21
2.3.2 Camera Angle .....	22
2.3 Concept of Happiness .....	23
2.2 Previous Study .....	24
<b>CHAPTER III FINDING AND DISCUSSION</b>	
3.1 Chris and His Early Perception about Happiness .....	25
3.1.1 The Inspiration to Become a Stockbroker .....	29
3.1.2 Chris' Concept of Pursuing Happiness .....	38
3.2 The Roles of Christopher for Chris in Pursuing Happiness .....	47
3.3 Touching the Real Happiness .....	54
3.3.1 The Ladder of Happiness .....	54
3.3.2 A Little Part of Happiness .....	57
<b>CHAPTER IV CONCLUSION AND SUGGESTION</b> .....	61
4.1 Conclusion .....	61
4.2 Suggestion .....	62

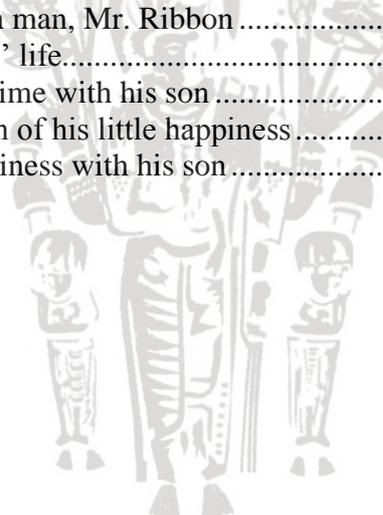
**REFERENCES**  
**APPENDICES**

63  
65



## LIST OF PICTURES

Picture	Page
3.1 Chris and Linda just buy the scanners.....	25
3.2 Chris' first meeting with the man in a red Mercedes.....	30
3.3 Chris gets his inspiration as a stockbroker.....	33
3.4 Chris runs to follow the interview test.....	39
3.5 Chris is in his interview test.....	40
3.6 Chris relates happiness with Jefferson's words.....	42
3.7 Chris' and Linda's quarrels.....	45
3.8 Chris and his son move to a cheaper motel.....	48
3.9 Chris is accompanied by his son everyday.....	49
3.10 Christopher always cares about his father.....	51
3.11 Chris' sadness of making his son sleep in a toilet.....	52
3.12 Chris becomes homeless and stays in the Church's shelter.....	52
3.13 Chris meets a rich man, Mr. Ribbon.....	54
3.14 The light of Chris' life.....	55
3.15 Chris spends his time with his son.....	56
3.16 Chris's expression of his little happiness.....	58
3.17 Chris shares happiness with his son.....	59



# CHAPTER I

## INTRODUCTION

The first chapter provides background, problem and objective of the study. In order to make the first chapter more complete, it also covers significance of the study stated as a part of the background of the study.

### 1.1 Background of the Study

The United States of America or the U.S. is one of the big and powerful countries in the world. British Broadcasting Corporation (BBC) reports that “the USA is the world’s foremost economic and military power, with global interest and an unmatched global reach.” (*United States of America Country Profile*, 2010, para.1). Moreover, in U.S. there are many interesting things to be seen, especially about the entertainments. The film industry, music, and TV programs become “the major source of entertainment” (*United States of America Country Profile*, 2010, para.3). Meanwhile, the development of film industries in the U.S. has grown well since it is supported by the high quality of creativity and modern technology.

Annually, some films from various genres are released and watched by many people around the world, including Indonesia. One example of the most famous U.S. films and it becomes the object of this study is entitled *The Pursuit of Happiness*. It is a drama film which is also an adaptation of a bestseller autobiography of Chris Gardner with the same title *The Pursuit of Happiness*.

*The Pursuit of Happyness* the movie was released in 2006, with Gabrielle Muccino as the director and Will Smith, a famous Hollywood actor, acts as the main character of the movie. However, in the title of the movie, the word “happiness” is deliberately spelt wrong. It means that the movie wants to share a different point of view related to pursuing happiness based on the story of Chris Gardner. Yet, this study is aimed at analyzing the changing motivation of Chris Gardner in pursuing happiness, rather than the meaning of the misspelled word in the title of the movie *The Pursuit of Happyness*.

As a consideration, people may have different understandings of happiness and how the way they pursue their happiness. Yet, according to Steve Boston (2010, para.1) “in general most people would agree that happiness has something to do with improving the quality of life at all levels.” This statement stresses on the function of money as a significant tool in improving the quality of life and making money as their admiration. For instance, money becomes one of the most important things that can make people feel happy. Money can make people’s life easier, unless people will face many difficulties in life without having a lot of money, as what happens in Chris Gardner’s life. There are many unexpected situations that happen in his life, such as becoming a single parent, broke and homeless. Chris cannot escape from the fact that he needs money for his family’s life. On the other hand, Chris needs motivation to bring happiness in his life, and his son’s happiness becomes the biggest motivation for him. Therefore, it motivates him to try hard in pursuing happiness by reaching what he is dreaming of becoming a stockbroker.

3

The story begins in 1981, the life of Chris Gardner is in a terrible situation and then it brings him to a journey of finding happiness. The centre of his happiness at that time is his small family. He lives with his wife, Linda and a five-year-old son, Christopher, in a small apartment in San Francisco. Unfortunately, one day his wife decides to leave him because she does not feel happy anymore and is in desperation with the financial problem in her family. It influences Chris a lot, then he starts to question about the pursuing of happiness and it becomes the main question in his mind. He never stops wondering about the definition of happiness in life since he realizes that he has not yet felt happiness. He almost loses his spirit of life since he is not successful in uniting his family. Luckily, Linda sees that Chris is a good father for their son, so she lets Christopher live with Chris. Starting from that day, Christopher becomes the biggest motivator in his life and the only reason for him to continue his pursue to the real happiness. In the end, he finally feels a little part of happiness after facing many stumbles and failures.

Actually, Chris Gardner is well known as a successful entrepreneur, as cited in one of his official website that “Christopher Gardner is the owner and CEO of Gardner Rich LLC with offices in New York, Chicago, and San Francisco.” (*Biography of Chris Gardner*, 2001, para.1). He is one of an Afro-American people who get rich in U.S, although his achievement is not an easy thing to be reached. He was born at February 9, 1954 in Milwaukee, Wisconsin.

His childhood has influenced him a lot. In the beginning of the movie, Chris states that he never meets his father until he is 28 years old and he is not happy for that

condition. Therefore, when his son is born, as a father Chris tries hard to become a good father for his son. For Chris, his son is the centre of his happiness and it can be seen clearly in the movie of *The Pursuit of Happiness*.

Chris' stories in the movie is divided into six parts, namely *Riding a Bus*, which explains about his daily activity in riding a bus and putting the scanner in his lap; *Being Stupid*, when he trusts a hippie girl who steals his scanner; *Running*, when one day he meets again with the hippie girl and tries to catch her in a crowd to get his scanner back; *Internship*, when he involves in a stockbroker internship program; *Paying Taxes*, when he has to loose almost all of his money to pay the taxes; the last is *A Little Part of Happiness*; when he finally gets a job to become a stockbroker. Those six parts are shown in the movie, but in this study the analysis is divided only into three main parts. The first part explains about Chris' financial problem in his family and his early motivation to bring happiness into his family. The second part shows the big role of his son, Christopher, which makes him changing his motivation in pursuing happiness. The third part is talking about the arriving of Chris Gardner in his little happiness which he dedicates it only for his son. Those three parts are used to present the process of Chris Gardner's changing motivation in pursuing happiness.

In doing the analysis, this study uses the theory of reader response theory as the core of this study. According to Small, reader response theory believes that "a piece of literature is successful for readers" (as cited in Johnston Alan, 2000, para. 1). In other words, the role of the reader in exploring a literary work becomes important. It is shown by the responses of the reader towards the literary

work through his/her own interpretations to some issues. Meanwhile, in this case, the reader of *The Pursuit of Happiness* the movie is the writer of this thesis. She will directly involve into the analysis by giving her own responses or interpretations toward the findings of this thesis. Yet, in order to avoid any confusion to the words “the writer” which will be used in the analysis, whether it refers to the writer of this study or the writer of the literary work, so it is important to stress that the words “the writer” only refers to the writer of this thesis. She will criticize the findings which are influenced by her own experiences, knowledge, psychological sides, and some others factors. Yet, there is one thing that can not be avoided in giving the responses, that is the background culture of the writer who is an Indonesian reader, which means that there will be some examples of Indonesian values that can be found within the analysis.

In enriching the analysis of the movie of *The Pursuit of Happiness*, this study also uses other theories beside the theory of reader response. The first is The Philosophy of Money by Georg Simmel, which is used as the basic theory in understanding the topic about money and its influence in Chris’ life, especially in his early perception about happiness where he sees money as the core of happiness. The second theory is the camera elements in making movie, since this study decides to use a movie as the object of the study. It is used to strengthen the analysis of this study over the findings. The last theory is a brief discussion about the concept of happiness. Those theories will support the writer in improving and elaborating the analysis.

Moreover, the movie is full of inspiring values that make people become more brave and wiser in pursuing their happiness in life. The movie is interesting to be seen for everyone. Therefore, this study will be beneficial for everyone in enriching the understanding of happiness where each person has his/her own way to motivate him/herself in pursuing it based on the story of Chris Gardner.

Further, this analysis academically will be useful and valuable for developing and comprehending the theory in literary criticism particularly for reader response criticism theory which uses movies as the object of the study.

**1.1 Problem of the Study**

Based on the background stated before, the problem of this study is how does Chris Gardner’s motivation in pursuing happiness change in the *The Pursuit of Happiness* the movie?

**1.2 Objective of the Study**

Based on the problem of the study above, the objective of this study is to reveal the changing motivation of Chris Gardner in pursuing happiness, as it is seen in the *The Pursuit of Happiness* the movie.

## CHAPTER II

### REVIEW OF RELATED LITERATURE

Through this second chapter some theories will be explained further. The theory that will be used as the core theory in this study is reader response. It is also supported by some theories; they are the Philosophy of Money by Georg Simmel, the theory of camera elements especially in discussing about camera positions and camera angles, and the last is the theory of the concept of happiness. They are provided to enrich the analysis of the study.

#### 2.1 Reader Response Theory

A movie is admitted to be one of the literary works that can be analyzed by using any kinds of literary theory. In analyzing *The Pursuit of Happiness* the movie, this study uses one of the literary theories namely reader response theory.

However, before going deeper to the explanation about Reader response theory, it is better to make a clear confirmation about who the reader is and his/her function.

People may see the function of a reader is only for reading a certain text.

Yet, Wolfreys, et.al (2006, p.84) give a clear definition about a reader:

Reader, can be provisionally defined as a person who evaluates intellectually a given manuscript or image in an effort to comprehend or interpret its contents or form for a range of reasons, whether those reasons are defined as ‘entertainment’, ‘education’, ‘enlightenment’, ‘pleasure’, or combination of these purpose.

Indeed, Wolfreys, et.al (2006, p.84) define reading activity is “thus engaged in as a temporal experience, an experience which is not limited to the time of holding the book open, standing in front of an image or watching a film.” That statement

stresses that reading is not only about holding a book, but it has a broad definition.

That is why watching a movie is also included as reading activity. However, in applying this theory, the reader of a movie puts his/her self as a movie viewer while trying to find any data that will be useful to answer the problem study.

According to the history, reader response theory emerged in the 1970's, and it was the reaction against the previous study of New Criticism in 1940's which only focuses its analysis on the literary text and ignores the reader's role (Tyson, 2006, p.169). Moreover, reader response theory has built an opposition belief which it believes that literary text cannot be separated from the reader itself.

Therefore, reader response theory is different from other theories.

Barbara F. McManus (1998, para.2) adds two reasons why Reader-Response theory becomes important in criticizing a literary work. First, the existence of literature is shown by the reading activity where the reader tries to find the meaning within a literary work, Small stresses that "a piece of literature is successful for readers" (as cited in Johnston, 2000, para.1). Second, in capturing a literary work's meaning or value, the reader needs a good relationship between the text and also the readers indeed.

In short, the important thing of reader response theory is, this theory makes the position of the reader important to be considered in analyzing a literary work.

The reader participates in giving it a meaning through interpretation. Yet, each person has a different interpretation of a certain issue, such as how people have different opinions about happiness in life. There are examples of how the meaning of happiness is interpreted by some famous people which show there are some

differences in understanding happiness, such as Eleanor Roosevelt states that happiness is “the joy of giving joy to others”, while Harrison Ford, an American actor, has a different opinion of being happy, he states that having a lovely home and career makes him feel happy (*Happiness Quotes*, 2010, para.1-2). Therefore, different interpretations of two readers cannot be avoided as Tyson (2006, p.170) explains that:

Reader-response theorists believe that even the same reader reading the same text on two different occasions will probably produce different meanings because so many variables contribute to our experience of the text.

There are some aspects that may occur when someone is doing reading activities, which are the psychological sides, religiosity, culture, experience and also social values (Tyson, 2006, p.170). Thus, in doing the analysis the writer may have some different interpretations from other readers, especially in comprehending the meaning of happiness in *The Pursuit of Happiness* the movie, which are caused by some variables which are already explained by Tyson.

In this case, in giving her interpretation, the writer delivers her own opinions based on her personal experience and knowledge, toward certain situations or conditions in the movie. Yet, the writer considers about creating a responsible responses to make her analysis better, which means that the writer needs to add some other theories from trusted experts to support the analysis. The additional theories that will be used in this study are Georg Simmel’s theory about *The Philosophy of Money*, camera elements theory proposed by Stephen Prince, and the last is the concept of happiness by Aristotle.

Moreover, as the core of the study, Reader response theory will lead the writer to be more active in giving the responses. On the other hand, according to Tyson (2006, p.173-187) Reader response theory actually has five kinds of approaches that can be used for the reader, they are:

1. *Transactional Reader-Response Theory* which uses the text and the reader as the sources in finding the meaning of a literary work. In doing this approach, the text becomes a part in the reader's interpretation.
2. *Affective Stylistic* which analyzes deeper into the text. The approach is by going to line by line or even word by word. The first step is trying to find the style which is used by the literary work and then find how the style affects the reader in the way of reading.
3. *Subjective Reader-Response Theory* believes that the interpretation of the readers is the representation of their own first interpretation of any information that is gained from the text. This approach also believes that the only text that can be analyzed is the written text from the readers who already give their responses to a literary work.
4. *Psychological Reader-Response* argues that the readers' interpretation covers themselves as the personals than focus on the text. The story of the literary text influences the reader to arise his memories of something that psychologically impresses him a lot.
5. *Social Reader-Response Theory* which uses the *interpretive community*; means that any interpretations are based on where the readers belong to. In this approach, the readers show their identity or belief.

Meanwhile, this study will use the approach of Transactional Reader response theory. As the considerations, this study will neither focus on the style of the text, nor dominantly put the reader's psychological side and belief in the analysis. The writer will use the movie and its script as primary texts and the writer as the responder without going so deeply into the personal psychological side. Moreover, by using Transactional Reader Response Theory the writer delivers the responses on the findings while trying to answer the problem of the study. Further, the explanation of Transactional Reader response theory will be presented below.

#### **2.1.1.1 Transactional Reader Response Theory**

The main figure in Transactional Reader Response criticism is Louise Rosenblatt. This theory believes that in finding the meaning of a literary text there should be a transactional process between the text and the reader (Tyson, 2006, p.173). Meanwhile, a "text" has a broad definition. In a movie, a "text" is the whole things that can be used to support the analysis, including the images, utterances, emotions etc. Brooker (2003, pg. 95) defines that,

As cultural studies drew upon the assumptions and procedures of structuralism, including a work such as Barther 'Mythologies' (1972), it treated a variety of non linguistic cultural forms – from photography, film and fashion, to music, sport, the urban environment and architecture – as 'texts'.

Tyson (2006, p.173) states that there are some reasons why the text becomes important in Transactional Reader Response approach. First, the text is functioned as a guide for the reader in developing their interpretation. The reader will not be lost in the analysis, since the text can help the reader to build the

interpretation. Second, the reader often travels too far in exploring the content of a literary work, so the reader needs the text to control the responses. As a correction tool, the text will keep the reader of not being overlap of what is written on the page. The last function of the text is as a self-corrective tool for the reader. This function lets the reader use the text as the supporting facts by putting some evidence that can be found in the text into the analysis. The reader may read or watch the important parts of the text or the whole text to make sure that the response is correct. This study considers about those three functions of the text.

Therefore, the application is the writer will take some dialogues or images in the movie to be put into the analysis.

In reader-response theory the reader should realize that although it acknowledges the authority of the reader in creating the meaning, the reader cannot suddenly change any points related to the story, such as the setting, the plots, or the characteristics of the actors. The text becomes important for this approach.

The roles of the text and the reader have been explained and for the next discussion, Tyson (2006, p. 173) proposes two approaches in transactional reader-response theory. The first approach is the efferent mode which the reader only focuses on any information that can be found in the text, including facts and ideas that can be used by the reader in supporting the analysis. The second approach is the aesthetic mode which develops the emotional side of a literary work which is also important, so between the literary work and the reader there will be personal relationship that can be very useful to encourage the readers' judgments. Tyson

(2006, p. 173) concludes that “without the aesthetic approach, there could be no transaction between text and reader”, so the aesthetic mode is necessary to be involved in doing the transactional approach. Meanwhile, in order to improve the aesthetic mode, since this study uses movie as the object, so there will be some pictures taken from the movie to strengthen the analysis, and then those which are explained by using the camera elements theory, to show the importance of the positions or the angles of the camera. Not only by putting the pictures, this study will also put some examples of the characters’ dialogues which consist of emotion or other feelings, such as disappointed feeling, jealousy, sadness and so on, in order to explore the aesthetic side of the movie.

In organizing the meaning of a literary works, Tyson (2006, p.174) explains in brief the two kinds of meaning in the text, which are determinate and indeterminate meaning. The determinate meaning means that the text of a literary work shows the reader directly the meaning of a certain thing. The meaning which is already written in the text, whether in a word or sentences that may become the only tool or evidence for the reader to support the interpretation. The second meaning in transactional reader response theory is in the opposite of the previous one, which is called as the indeterminate meaning, or indeterminacy. In its definition, the indeterminate meaning is closely related to finding the meaning by catching the “gaps” in the text. Tyson (2006, p.174) gives one example of a gap that can be found in a literary work, “actions that are not clearly explained or that seem to have multiple explanations”. While reading a book or watching a movie, the reader can find the gap and continue to the interpretation. In the movie, Chris

has a big question about pursuing happiness in his head, and he cannot answer it until he ends his journey. Yet, there will be some findings that show how Chris conveys his own understanding about pursuing happiness. He has his early perception about being happy and then by analyzing the changing motivation of Chris in pursuing happiness, we will see where Chris finally arrives in his journey.

The steps of doing the analysis by using the transactional reader response theory have been explained above. It can be seen how transactional reader response theory stresses two important points in analyzing a literary works, which are the text and the interpretation of the reader. In reader response theory, the position of the reader is put in a highest place, so the reader has an authority to use the "I" word or other word (in this case this study uses the word "the writer") to emphasize his/her existence to the analysis. This privilege becomes the main idea of this theory which tends to give a huge area for the reader in involving his/her own idea or opinion about a certain case based on the background, knowledge, experience until the personal psychological side of the reader. Since this study has decided to use Transactional Reader response theory as the approach, so the text becomes the next important tool for the reader in developing his/her interpretation. That condition brings the reader to be more careful in applying transactional reader response theory to the analysis.

Meanwhile, talking about the application of transactional reader response theory, in this study the writer puts her self as the reader of this theory. By using the transactional reader response theory, the writer will use the approaches

(efferent and aesthetic) and the ways to find the meaning (determinate and indeterminate) that have been provided by this theory to answer the problem of the study. The writer sees there are changing motivation processes which happen in Chris' life story toward his journey to gain happiness.

However, the reason why the writer takes Reader response theory as the main theory in this study is the writer sees there are many various definitions about the word "happiness" and someone cannot blame other people whose different opinion from him/her. Reader response theory believes that the different opinion between two readers who read one book may happen in analyzing a literary work. Chris' story shows how his experience influences him in creating a definition about being happy, and it is interesting if the writer may have a different or similar opinion to Chris'.

Although this theory gives a special place for the reader in involving their own ideas or interpretations of the literary works, but it also teaches the reader to become a responsible reader in applying this theory. The reader also needs to read other sources to support their opinion as the facts. In this case, the writer sees that Chris' happiness is influenced a lot by the idea on how to get a lot of money. The subchapter below will describe about The Philosophy of Money by Georg Simmel that will help the reader to comprehend the topic of money and its complexity toward individual or society.

## 2.2 Georg Simmel's Theory of Money

Georg Simmel is a famous philosopher who is concerned with social phenomena. He was born on March 1, 1858 in Berlin. Simmel was not only well known in German academic circles but his work brought a great significance in the birth of sociology in the world. Simmel studied mostly about the development of small-group research, symbolic interactionism, and exchange theory which is called as microsociology. Nisbet (as cited in George Ritzer, 2004) writes:

It is the *microsociological* character of Simmel's work that may always gives him an edge in timeliness over the other pioneers. He did not disdain the small and the intimate elements of human association, nor did he ever lose sight of the primacy of human beings, of concrete individuals, in his analysis of institution (p.155).

In short, Simmel gives his attention more to the relations between individuals and the larger society in a broader theory.

In 1907-1978 Georg Simmel wrote a book entitled *The Philosophy of Money*. Simmel was interested in the power of money since he treated money as a specific phenomenon in society. The impacts of money influence other components of life, such as ownership, individual freedom, the style of life, culture, exchange and so on. In Chris Gardner' case, money also influences his life a lot, not only in personal but also in his environment. On the other hand, money can become a barometer in deciding a thing is valuable or not.

### 2.2.1 Value Insides Money

According to Simmel's opinion, "people create value by making objects, separating themselves from those objects, and then seeking to overcome the distance, obstacles, difficulties (as cited in Ritzer, 2004, p. 169). So, from the quotation above Simmel shares his understanding about what makes things become valuable. He stresses that if something is too close and too easy to be obtained, that thing is considered not very valuable. Some efforts are needed for something to be considered valuable.

Simmel has already given the discussion about value and it will be related to the context of money. He considers about a real condition where money becomes the center of people's attention. Money can create distance from objects and it becomes harder to obtain the objects without money of our own. Meanwhile, to obtain money people have to face many difficulties and competitions. It is because they believe money can help them to overcome the distance between them and the objects. Ritzer in his book *Sociological Theory* (2004) concludes that "money thus perform the interesting function of creating distance between people and objects and then providing the means to overcome the distance" (p.170).

In Chris Gardner's story, happiness becomes his destination in life. Since he has financial problem, happiness seems disappear in his life. He needs money to bring happiness in his family. Due to his responsibility as a breadwinner, Chris has to find another way to earn more money, and by becoming a stockbroker he builds a big expectation on it. If he can be a stockbroker, it means that he can be

rich by having a lot of money and happiness will come to his life. However, he has to face many stumbles and problems while he is doing his six-months-stockbroker training program and it makes happiness becomes a valuable thing for Chris. This study will show the struggle of Chris Gardner in pursuing his happiness and how he finally arrives in his little part of happiness with different motivation.

### 2.2.2 The Influences of Money

Money can have big influence for human development in any aspects. The process of reification which means that the process of creating our will of something to become reality, is also shown in the movie. With money people can buy everything that they have imagined before. Simmel argues that the interpretation of money has developed into "...the most objective practices, the most logical, purely mathematical norms, the absolute freedom from everything personal" (as cited in Ritzer, 2004, p. 170). Therefore, money can be positioned as the most important thing in making something exist and it brings freedom for everybody who has it.

Money also contributes to the increasing rationalization of social world which means that people should have a strong reason in gaining money. They start to reduce the involvement of emotion feelings (such as love, faith) and develop the logical reasons (power, wealthy, authority). Simmel argues that "thus, one of the major tendencies of life – the reduction of quality to quantity – achieves its highest and uniquely perfect representation in money. Here too, money is the pinnacle of a cultural historical series of development which ambiguously

determines its direction” (as cited in Ritzer, 2004, p. 169). In rationalization process, the intellectuality or something that sounds more materialistic becomes more valuable in the modern world. It is different when people see the nonrational things, such as love, emotion and faith. The increasing of rationalization in society makes society lose the most meaningful thing of human attributes or the authenticity of life. According to Simmel (as cited in Ritzer, 2004, p. 171) the nonrational is a primary thing for the essential element of human’s life. When people start to separate it to their daily life, it is a real human tragedy.

For Chris the problem of having money makes him dragged to unpleasant situation. Simmel’s theory becomes the representation of what happens in Chris’ life related to money. Simmel finds that money creates numerous negative effects on individuals and societies (as cited in Ritzer 2004, p.172-173), he points out some of them, such as *Cynicism*, think that everything in the world can be bought or sold, indeed, truth, beauty or intelligence; *A blasé attitude*, believe that money is the enemy of esthetics; *impersonal relations among people*, people may likely to deal with positions than who occupies those positions; *individual enslavement*, it is related to individual freedom that becomes atomized and isolated; *the reduction of all human values to dollar terms* and the last is *the impact on people’s styles of life*, Simmel concludes that “the lives of many people are absorbed by such evaluating, weighing, calculating, and reducing of qualitative values to quantitative ones” (as cited in Ritzer, 2004, p.173).

In Simmel’s theory, he shares some bad influences of money in real life. Those examples also happen in Chris’ life, like in his family, work and the

internship program. It makes him unhappy, but no matter what he has to face the truth that money has influenced his life. Simmel's theory on how money influences human life will become the additional theory for the writer to find the facts about the influence of money to Chris' pursuit of happiness.

## 2.2 Camera Elements

The movie of *The Pursuit of Happiness* is an adaptation of an autobiography book of Chris Gardner, a famous and rich entrepreneur in USA.

Talking about film adaptation, there are many examples of movies which are adapted from books, such as *A Christmas Carol*, *Harry Potter*, *The Lords of The Rings Trilogy* and many others. Those movies are famous and succeed in getting many viewers. However, it is not easy to make a good adaptation film. The movie maker has to be more creative and smart in selecting some parts that will be shown into the movie. Kerns states that:

..that is exactly what a good book to movie adaptation should do: boil the book down until the best parts are concentrated together in a way that multiplies what made the book great powerful and emotional enough to jump out from the screen and grab people who've never even thought of reading the book. (2009, para.8).

Therefore, there are many ways in making a movie that can be used by the movie maker to make his movie become more interesting to the viewer.

Stephen Prince (2004) in his book *Movies and Meaning-An Introduction to film*, he explains about some aspects that can used to understand and explore about movies. The book is divided into 12 chapters, such as Photography, Mise en Scene, Movement, Editing, etc. In this study, the topic of camera positions which is mentioned in the first chapter is considered to support this study analysis.

### 2.3.1 Camera Position

The usage of camera is explained in the term of camera position. There are three classifications of camera position (Giannetti, 2002, p.11-15), they are:

#### 1. The long shot

It is used in order to stress environment or setting of the movie and show a character's position in relationship to a given environment.

#### 2. The medium shot

It brings viewers to get closer to the characters of the film while the shot is still showing some of their environment behind.

#### 3. The close-up shot

For expressive or dramatic purposes, close-up shots become the core of the camera position.

From those kinds of camera positions, it has an important role in showing the gestures and expressions of the characters. Not only gesture but Giannetti, (2002, p.13) stresses that

“posture, facial expression, eye contact, and vocal inflection express feelings and help define relationships” between the characters, so the viewers can involve their emotions on “how the viewer feels about the character, whether they have positive emotions (e.g. compassion, empathy) or negative ones (e.g. fear, anxiety).

This study needs this theory to catch the expression or the setting in the movie which can support the analysis.

### 2.3.2 Camera Angle

Camera angles are useful for a variety of expressive purposes including conveying information about a character's view of the world and accompanying emotions. Camera angles are classified into three essential positions (Giannetti, 2002, p.17-19), as follows:

1. Low angle

Low angle position stimulates the viewers to imagine themselves as the character that lies in ground while the other characters are looking down on them. It gives the other character an impressive command of frame.

2. Medium (eye-level) angle

It is when the position of the camera is similar to the eye level of a person. So, this angle can make the viewers pretend to have face to face situation to the characters.

3. High angle

It shows the complication of emotional responses by playing against the viewer's desired visual relationship with the characters.

In making a movie, the director wants to send a message through the story. The movie of *The Pursuit of Happiness* is about someone's struggle in pursuing happiness. There are many problems and failures come to his life, but he does not surrender to the conditions. The value of struggle and other positive ones within the movie need to be shared to the viewers. Therefore, this study uses this theory to make the analysis become more real by putting some pictures which are taken from the movie.

## 2.4 Concept of Happiness

According to Aristotle, a definition about pursuing happiness is:

...virtue in active exercise cannot be inoperative. it will of necessity act, and act well. And just as at the Olympic games the wreaths of victory are not bestowed upon the handsomest and strongest persons present, but on men who enter for the competitions. Since it is among these that the winners are found, so it is those who act rightly who carry off the prizes and good things of life.” (as cited in *Aristotle’s concept of happiness*, 2010, para.1).

Happiness is the universal goal of every human being; however every person has a different way of achieving happiness. We choose happiness as the highest good because happiness is sufficient as an end in itself, which means that the final answer of any question is to achieve happiness.”(*Aristotle’s view of happiness*, 2010, para.1).

Meanwhile, people have formulated the concept of happiness into a significant definition. Money and popularity become the examples of the kinds of happiness. Professor Geoffrey Beattie, Dean of Psychological Sciences at the University of Manchester, gives an example of modern people’s thought about concept of happiness that “Human beings are very aspirational creatures, but they often set their sights too high on excessive amounts of money, loads of success and celebrity status.” (as cited in Gate Dean, 2010, para.5). In the other words, people mostly see happiness into having everything that they want to reach, and money can help them to gain their dream. Related to the movie, *Chris Gardner* also has a similar understanding to common people who see that money can bring happiness.

## 2.5 Previous Study

Fitriyani Fajriyatun Nufus (2009) a student of School of Teacher Training and Education in Muhammadiyah University of Surakarta, has done a study entitled "Struggle of Chris Gardner to Get Happiness in *The Pursuit of Happiness*

Movie: An Individual Psychological Approach." She was interested to analyze the struggle of Chris Gardner in pursuing happiness in *The Pursuit of Happiness* the movie. She found that Chris Gardner has a strong characteristic in the movie.

Chris Gardner is not only pictured as a good father for his son, Christopher, but also his struggle in pursuing happiness has inspired many people.

There are some differences that can be found from this study. This study recognizes to analyze the changing motivation of Chris Gardner in pursuing happiness, while the previous study was more interested in exploring the struggle of Chris Gardner. The target of this study does not only focus on Chris Gardner, but it studies on any circumstances and the influence of other characters in the movie that support Chris Gardner's journey in gaining happiness. Therefore, the approach in analyzing the movie is also different. This study uses the Reader response theory as the appropriate theory with the supports from The Philosophy of money by Georg Simmel's, camera elements and the concept of happiness.

## CHAPTER III

### FINDING AND ANALYSIS

#### 3.1 Chris Gardner and His Early Perception about Happiness

The movie of *The Pursuit of Happyness* is based on a true story of Chris Gardner. He is a salesman of scanner machines, called as *Osteo National*, a portable bone-density scanner. It is able to give a better picture of bone scanning and this machine is smaller than the usual scanner so it can be brought everywhere easily. Chris considers the machine as a revolutionary one at that time and he is sure that by selling those scanners, he can earn a lot of money which means that happiness will come to his family. Therefore, he decides to spend his whole family's saving to buy a lot of scanners since he feels confident to involve in that business.



**Picture 3.1 Chris and Linda just buy the scanners**  
(*The Pursuit of Happyness*, 2006, minute 20:22 & 20:36 )

The camera gets the expression of Chris and Linda by using one of the types in camera position, which is called as the medium shot. The shot shows the smiley face of Linda and Chris at that time. They look so excited moving the

scanners into their apartment. Meanwhile, the other function of medium shot is also to show the environment around the characters. Both pictures show all of the scanners that Chris has bought from the company agent. The scanners are put inside their apartment, and to celebrate their day, Chris and Linda ask their landlord to take a picture of them in front of the scanners. That is the beginning of Chris' job as a salesman of scanner machines. Unfortunately, his carrier as a salesman faces many problems. He feels difficult to sell the scanners because for some hospitals the cost of the scanners is too expensive and it is unnecessary either. A doctor from a hospital says so directly to Chris:

- Chris : Thank you for the opportunity to discuss it with you. I appreciate it.
- The Doctor : We just don't need it, Chris. It's unnecessary and expensive. (*The Pursuit of Happiness*, 2006, minute 05:30)

From the circumstances above, the writer can see how Chris starts a new business and finally he has to face a failure in his business. Yet, the writer can portray some of Chris' self characteristics. Chris is a person who has a big appreciation to a new innovation. At that time, there are only a few number of people who consider about a new innovation, such as the scanners which are sold by Chris, is important or useful. He calls the scanner as a revolutionary one in that era. It seems like Chris becomes pretty sure about his decision to involve in that business since he sees a chance for him to try something new. He sells the scanner that is really sophisticated and modern, so he can understand why the price becomes twice as much as an ordinary x-ray machine. In fact, his estimation is

different from the responses from the buyers who do not see the machines as he does. That fact becomes an unexpected situation for Chris' new carrier.

The difficulty in selling the scanners brings Chris to a difficult situation that makes him fall to a financial problem. Chris and Linda already use their entire saving money for that business, so when they fail, they run out of money. The money from selling the scanners is used to fulfill the family needs.

Chris : I spent our entire life savings on these things.  
So if I lost one, it was like losing a month' groceries.  
(*The Pursuit of Happiness*, 2006, minute 20:14)

Nevertheless, they still have the machines to be sold. They also cannot be out of that business directly because they have already signed a contract with the company. Therefore, they cannot return the machines and ask for their money back. Indeed, they depend their life for paying all of their obligations by selling those scanners.

Chris : I needed to sell at least two scanners a month for rent and daycare. I'd have to sell one more to pay off all of those tickets under my windshield wiper. The problem is I haven't sold any for a while.  
(*The Pursuit of Happiness*, 2006, minute 06:32)

Chris makes selling the scanners as his main job, which means that everyday he will not do anything except becoming a salesman for work. He has a minimal target in selling his scanners, which is two scanners for a month. Happiness becomes more difficult to be reached for Chris, but he cannot do anything except continuing his business.

In this case, the second characteristic of Chris is he is a risk taker person. He has courage to totally involve in that business. The writer is sure that his

decision may not be done by many people, including the write. Chris spends his whole family's saving money for that business. If the writer stands in a position like Chris has, the writer will think twice to use the whole money to start a new business, because the writer thinks that it is a risky decision to be taken. Any bad situations can come during doing the business, including running out of money and becoming broke, but the decision that has been taken by Chris shows his courage in taking any risks. He is optimistic that the business can bring him and his family to a better life than before. He does not want to be pessimistic before he starts the business. Anyway, Chris never imagines they will get stucked in a bad situation like that.

Actually, there is still a hope for Chris because he does not totally fail in his business. He is still able to sell the machines and gets money from it. Chris never gives up finishing his job on selling them all, but he has to work harder in finding the buyers. Money becomes the main tool that is really needed for Chris to solve the problem. He finds that money makes his life become far from being happy. Anyway, Chris has to be able to motivate himself in pursuing happiness, because a motivation will help Chris to gain his happiness.

Talking about motivation, it can come because of internal and external factors. Motivation is needed to "stimulate desire and energy in people to be continually interested in and committed to a job, role, or subject, and to exert persistent effort in attaining a goal"(Definition of Motivation, 2010, para.1). Chris has a goal which is to find happiness. The bad situation in his family becomes the extrinsic factor that influenced him a lot. Meanwhile, the intrinsic factor is, Chris

has a promise to become a good father for his son Christopher and he would like to release his burden from all of problems that come to his life. Therefore, while pursuing happiness, Chris needs a strong motivation to end his journey.

Yet, Chris still has to sell the scanners to hospitals while trying to find a way out for his problem, and a hope emerges when he finds that if he can become a stockbroker, he can earn sufficient income for his family. From this step Chris starts to build his confidence to have a better life by having a promising job as a stockbroker. However, he still has to face many stumbles in his way in gaining his dream. It makes his happiness become more valuable in his life, since he has to survive not only in reaching his happiness in life and also in doing his role as a breadwinner for his family. At that time Chris feels that he becomes the only person who is responsible for the financial problem in his family. Therefore, he tries any opportunity that comes to release him from his burden.

### **3.1.1 The Inspiration to Become a Stockbroker**

One day, Chris meets a rich man who becomes his inspiration to become a stockbroker. At that time, Chris is walking on his way to a hospital where he wants to offer one of his scanners, but he slows down when he is seeing a red Mercedes stop in front of him. Chris cannot hide his amazement to the car, which looks so expensive and luxurious.



Picture 3.2 Chris' first meeting with the man in a red Mercedes (The Pursuit of Happiness, 2006, minute: 09:05 & 09:13)

A man sits in that car, and he needs to park his car. The man wears nice clothes and rides a marvelous car. Chris becomes curious to know more about the man, so he asks some questions to him directly:

- Chris : Man, I got two questions for you:  
What do you do? And how do you do it?
  - The Man : I'm a stockbroker
  - Chris : Stockbroker. Oh, goodness. Had to go to college to be a stockbroker, huh?
  - The Man : You don't have to. Have to be good with numbers and good with people. That's it!
- (The Pursuit of Happiness, 2006, minute 09:12)

Chris finally knows that the man is a stockbroker in Dean Witter Reynolds Company. He sees a chance to be rich by becoming a stockbroker, since the man tells him that to become a stockbroker he does not need a college degree.

Meanwhile, Chris is only graduated from senior high school, but was a smart student at that time. He often got good scores in his class, but his achievements do not guarantee him to have an excellent job or a happy life.

- Chris : Because when I was young and I'd get an A on a history test or whatever, I'd get this good feeling about all the things that I could be. And then I never became any of them. (The Pursuit of Happiness, 2006, minute 47:47)

The man says that Chris only has to be good with numbers and people if he wants to be a stockbroker, and Chris is good in both of them. He can finish a Rubik's Cube game and find the key of playing that game. In 1980's, the Rubik's Cube was very famous and everyone tried hard to make the same color in every side. Usually, people find difficulty to play that game, but Chris can finish it fast. Chris is still a smart person, but the problem is he does not find a good chance yet to show his best. Therefore, he becomes optimistic when he realizes that he can be a stockbroker also.

Chris thinks that it is impossible for him who is only graduated from a senior high school to work in an office. Therefore, Chris decides to become a salesman, so he can work and earn some money for his family by selling the revolutionary scanners. Chris spends his entire family's saving because he imagines that if he can sell the whole scanners he can get more money and make his money become twice as much. However, there are many unexpected situations happen in his life while he is still trying to sell the scanners. There is no way out for him and his family except trying to find another job to help them fix the financial problem in his family.

The day when he meets the man becomes a turning point for Chris to try a new thing again after becoming a salesman. The conversation between Chris and the man happens normally. The man looks relax to answer Chris' questions. There writer sees that, there is one reason why Chris is interested to start a conversation with the man. The man's car has impressed him a lot, and it makes him want to know more about the man's job and the way he does his job. The expensive car

becomes a symbol of the man's wealth and prosperity that Chris does not have yet. It means that the interest of Chris at that time is to find materializing things, such as having a lot of money and an expensive car. The writer takes this circumstance as a "gap" to be seen. It delivers hidden meaning that is not directly shown to the viewer of the movie. The "gap" is between the car and Chris' idea of what happiness is. In reader response theory, it is called as *indeterminate meaning*, when the reader can catch the "gaps" from the literary work to build interpretations.

People may easily guess that the man with nice clothes and a beautiful car is a type of rich people, and there is somewhere in Chris' heart to have a dream of becoming a rich person. The writer thinks that there is no prohibition to someone who has a dream to be rich. Yet, what makes it different is about the motivation to reach out the dream. At that time, Chris thinks that the main problem in his family is about having a lot of money and his motivation is finding a better job which can bring more money for solving his financial problem and finally happiness come to his life.

Happiness becomes the main topic in the movie of *The Pursuit of Happiness*. In front of the Dean Witter Reynolds Company's building, Chris for the first time realizes that he does not feel happy yet. He sees many smiley faces pass in front of him and he suddenly concludes that those people are very happy with their life. He guesses that they must have a great job and do not have a financial problems as he does.



**Picture 3.3 Chris gets his inspiration as a stockbroker**  
(*The Pursuit of Happyness*, 2006, minute: 09:36 & 09:55 )

The first picture shows the expression of the people around Chris. For Chris, their smiles represent their happiness, while Chris is asking to himself about his own happiness.

Chris : I still remember that moment. They all looked so damn happy to me. Why couldn't I look like that? (*The Pursuit of Happyness*, 2006, minute 09:36)

His statement stresses that he feels jealous to them, because he cannot feel the same way as they do. Smiles commonly become a body language for people if they feel happy. Morgan (2002, para.10) states that “people smile for all sorts of reason, only one of which is show signal happiness.” At that time Chris almost gives up, that is why he feels that he is the one who does not feel happy yet. While he is still thinking about his happiness, in the second picture, it shows the way

Chris stares at the building, which means that he has an inspiration to work there.

He wants to try every chance that can make him become a stockbroker because he thinks that working as a stockbroker can make his family’s life better and happier.

As a breadwinner, Chris realizes that he has the biggest responsibility of fulfilling his family’s needs. Personally, Chris often feels unhappy and blames himself. He feels that he does not only fail in his business but also he fails to

become a good husband and father for his family. He needs the money and the man in the red Mercedes to inspire him an idea to become a stockbroker. As what the man says that he does not need to go to college if he wants to be like him. For Chris it is a good news since he thinks that only people with college degrees that can work as a stockbroker, but then he knows that he also has the same opportunity, it makes Chris feel more confident to try the chance of becoming a stockbroker. Therefore, Chris does not need to think twice when one day he sees an announcement about broker trainee program in Dean Witter Reynolds Company.

Chris depends on the trainee program if he really wants to reach his dream to become a stockbroker. Chris is a risk taker person, although he knows that the internship program will take six months without any payment and there are many consequences, but Chris finally decides to take the chance for some considerations.

Chris : There was no salary. Not even a reasonable promise of a job. One intern was hired at the end of the program from a pool of 20. And if you weren't that guy, you couldn't even apply the six months' training to another brokerage. The only resource I would have for six months would be my six scanners, which I could still try to sell. If I sold them all, maybe we might get by.

*(The Pursuit of Happiness, 2006, minute 44:58)*

Chris has met for a couple times with one of Dean Witter's staff, who is Mr. Jay Twistle. He is the head of Dean Witter's Resources, and he is impressed by Chris personally because he knows that Chris is a smart and interesting man. Mr. Twistle sees by himself how Chris plays the Rubik's Cube game and he sees Chris wait for him in front of his office to have a discussion of the trainee program.

Therefore, he helps him to be approved to follow the internship program with 20 other people because he knows Chris has a potential to work in Dean Witter Company. Yet, for the next step Chris has to fight alone to get the stockbroker position and show his best for his own good.

In Chris' case, he knows that the opportunity of being a stockbroker may be the dream of many people. A brokerage may not be an easy job, because it needs a special skill to become a successful stockbroker and it is full of consequences and responsibilities. Yet, once again Chris shows his characteristic as a risk-taker person. Meanwhile, in his internship program he will compete with 20 other people who also have a big chance to get the job. Anyway, Chris just wants to try any chance to get a better job for his family and he thinks that by becoming a stockbroker he can be like the man in a red Mercedes.

On the other hand, the writer has her own opinion about a stockbroker. According to her experiences, she does not have relatives who work as a stockbroker, so she does not have enough information exactly about the world of a stockbroker, about how they work and what they do. Yet, the writer thinks that people who want to be a stockbroker should have to be genius and have a relevant education, because it is not easy to get that job. Meanwhile, Chris' wife, Linda, has a similar idea with the writer's. She thinks that becoming a stockbroker is only a dream because that job is a prestigious job, especially for poor people like Chris' family. It is shown by Linda, when Chris tries to convey his idea about becoming a stockbroker. Linda thinks that her husband's idea is ridiculous and impossible;

- Chris : I'm gonna stop by a brokerage firm after work  
 Linda : For what?  
 Chris : I wanna see about a job there.  
 Linda : Yeah? What job?  
 Chris : You know, when I... When I was a kid, I could go through a math book in a week. So I'm gonna go see about what job they got down there.  
 Linda : What job?  
 Chris : Stockbroker.  
 Linda : Stockbroker?  
 Chris : Yeah?  
 Linda : Not an astronaut?  
 (*The Pursuit of Happyness*, 2006, minute 10:20)

From the conversation above, Linda seems so shocked when Chris says that he wants to be a stockbroker. She cannot imagine how her husband has an idea like that while their family is still facing many problems. She even underestimates him by making a comparison between becoming a stockbroker with an astronaut.

Becoming an astronaut is an extraordinary thing. For Linda a stockbroker is similar with an astronaut since both of them are too high to imagine. Moreover, Linda is already depressed about her family's problems, so she thinks that there is no hope for her family except selling all of the scanners.

- Linda : Just sell what's in your contract. Get us out of that business.  
 Chris : Linda, that is what I am trying to do. This is what I'm trying to do for my family, for you and for Christopher.  
 (*The Pursuit of Happyness*, 2006, minute 11:37)

The quarrel between Chris and Linda is caused by a misunderstanding in their communication or there is a different perception between Linda's and Chris' idea. Linda is drawn by all of the problems in her family and she cannot hide her confusion to solve the problems. What she can do is just taking double shifts in her work which is already four months in order to earn more money. The problem

is there is no good communication between Chris and Linda since they are all busy with their own job.

Linda becomes so pessimistic about her family's future, while Chris is still having an optimism to find a way out for his family's problem. Chris has tried to calm down his wife, but Linda always refuses him.

Chris : Look, Linda, relax. We're gonna come out of this.  
 Everything is gonna be fine, all right?  
 Linda : You said that before, when I got pregnant. "It'll be fine."  
 Chris : So you don't trust me now?  
 Linda : Whatever. I don't care.

(*The Pursuit of Happiness*, 2006, minute 22:53)

Both of them are different in facing their problems. They are busy with their own thought. Linda becomes so sensitive and easy to get angry if she talks to her husband when they discuss about their problem. It is caused by the negative thought of Linda who blames her husband for all of the things that happen in their family. She does not need to hear the whole explanation from Chris about his idea of becoming a stockbroker. She even does not give any support for her husband. It happens because money has influenced Linda's thought to become more rational in facing the bad condition in her house. In Simmel's theory (as cited in Ritzer, 2004, p. 171) he recognizes about this phenomenon, that money makes people separate themselves to the nonrational things, such as love, emotion and faith. He states that the nonrational things are primary things for the essential element of human's life. Linda almost loses her love for her husband because of the disability of her husband in finding a way out for their financial problem. She needs the money as the source of her happiness. This action only makes the condition become worse and leads to a tragedy and Simmel calls it as "a real human

tragedy” (as cited in Ritzer, 2004, p. 171). In this case, Linda becomes the representation of people who sees money as the source of happiness, “they think having it (money) will make them happy, but these feelings of happiness will be short lived” (*Does Money Bring Happiness*, 2010. para.5). It shows that money can influence someone’s life in understanding about the meaning of happiness in life. It also gives effects to Chris’ perception about happiness and he cannot deny that he is also influenced by the perception of making money as the source of happiness.

### 3.1.2 Chris’ Concept of Pursuing Happiness

In the beginning of the movie, it is shown an excerpt from American Declaration of Independence which has almost the same phrase with the title of the movie, which is the pursuit of happiness, although the movie has the word “happiness” in a wrong spelling. The movie and also the analysis will not relate the story to the history of America because it is based on a true story of Chris Gardner. However, sometimes the movie still relates the story to the words in the Declaration of Independence since the title of the movie is taken from the words in the Declaration of Independence which is written by Thomas Jefferson.

Happiness for Chris becomes the most difficult thing to be pursued. The movie shows how hard Chris tries to pursue happiness by showing how Chris has to run all the time as the representation of Chris’ trial to pursue his dream of gaining happiness.

In his daily life, he has to run to catch the bus when he wants to visit the hospitals to sell one of his scanners. In the movie, he calls it as “riding the bus.”

He does not have a car since the police have taken it as the consequence for being late to pay the parking ticket for his car. It continues to other circumstances when he wants to attend the interview test in Dean Witter Company. Chris has to run from the police station to the Dean Witter Company. Because of the limitation of the time he even does not have enough time to change his clothes to wear proper ones. Before he goes to the police station, he is still painting his apartment.



**Picture 3.4 Chris runs to follow the interview test**  
(*The Pursuit of Happyness*, 2006, minute 39:48 & 40:16 )

The first picture shows how the camera moves so fast to follow Chris who runs from the police station to the Dean Witter Company. He does not think anything except getting on time to the office. The emotion of Chris is captured by the position of the camera in medium angle. It develops viewer's reaction to feel the spirit of Chris in catching the interview test on time. Meanwhile, the second picture shows some other people who also want to follow the interview test. Chris becomes the only person who wears unusual clothes, while the others look so neat and fresh. Therefore the camera uses medium shot to show the comparison between Chris and other applicants. At that time, they are too busy with their own thought in facing the test, including Chris, but he feels so terrible and confused,

since he cannot think anything to tell for the interview test. He feels that he does not have any preparation to give an excellent presentation. However, he still continues his test until he gets the job in Dean Witter Company.

The important point is, he will not let the interview test end without him.

He knows that he needs the job and the interview test becomes important to be one out of 20 people who will follow the internship program. During the interview test, the judges cannot hide their shocked feeling by way of Chris appearance.

Yet, Chris succeeds to impress the judges by his intelligence and personality.



Yang aku yakin  
kalian akan mengaguminya.



...mengapa aku datang  
dengan pakaian seperti ini.

**Picture 3.5 Chris in his interview test**

*(The Pursuit of Happyness, 2006, minute 41:31 & 41:44)*

The first picture uses the medium shot to make the interviewer and Chris become in one frame. It shows how the interviewers express their shocking feeling of seeing Chris appearance, while asking some questions to Chris. Chris

sits in his terrible appearance in front of the high class people. In the other side, the second picture takes the low angle to make the position of the viewer similar as the judges who are listening to Chris' presentation. The camera shoots how

Chris looks so relax during the test. He smiles and answers the entire questions confidently. In the end of the test he stresses about his real personality.

Chris : I'm the type of person, if you ask me a question, and I don't know the answer. I 'm gonna tell you that I don't know. But I bet you what. I know how to find the answer, and I will find the answer.  
(*The Pursuit of Happiness*, 2006, minute 43:06)

The movie wants to show that Chris is allowed to follow the interview test, although he wears improper clothes, which become a symbol of his poor condition. The movie wants to show that Chris is accepted not because he wears nice clothes as the other people but he has good intelligence. Although he is different in his appearance, his intelligence can make Mr. Jay Twistle and other judges are impressed.

Mr. Twistle : Chris, I don't know how you did it dressed as a garbage man, but you pulled it off.  
(*The Pursuit of Happiness*, 2006, minute 43:58)

Mr. Twistle becomes one of the judges in the test, and he recommends Chris to become one of 20 candidates who will follow the internship program. Chris will not let this opportunity out, so he takes the challenge and starts a new day following the internship program. In this case, Chris runs to pursue his happiness by stepping from the lowest ladder, up to the next ladder. In his daily life, he is only an ordinary salesman who sells scanners to some hospitals, but after passing the interview test and follows the internship program, it can bring him to the next step of becoming a stockbroker, which means that he almost gets his happiness.

His success in passing the interview test does not make him get the support from his wife. Again he has to run, but in this case he runs to save the unity of his family when one day his wife, Linda, decides to leave. At that time

Chris tries to catch the bus in a rainy day to get home as fast as he can, in order to avoid Linda's leaving. Unfortunately, he comes late and finally finds his apartment empty. Linda brings his son together with her. Chris knows that he cannot live without his family beside him, especially his son.



**Picture 3.6 Chris relates happiness with Jefferson's words**  
(*The Pursuit of Happiness*, 2006, minute 29:42 & 30:00)

The first picture shows the expression of Chris who is shocked when he hears that Linda wants to leave, and close-up angle is used to explore Chris' shocked expression. For Chris, his family is the center of his life, because he does not have anyone else except his family. His wife and Christopher are the two important people in his life. Chris cannot live without his family. However, Linda chooses to leave him, and she lets their family's members become separated.

Since then he starts to think of the meaning of pursuing happiness as how Thomas Jefferson's words are prescribed in the Declaration of Independence.

The second picture becomes the reason why Chris suddenly remembers about Thomas Jefferson's words. At that time he calls in a coin telephone, and on the coin there is a picture of Jefferson, and he starts to relate his experience in

pursuing happiness to Jefferson's words. He creates his understanding of happiness based on his own opinion.

Chris : It was right then that I started thinking about Thomas Jefferson...the Declaration of Independence and the part about our right to life, liberty and the pursuit of happiness. And I remember thinking: How did he know to put the "pursuit" part in there? That maybe happiness is something that we can only pursue. And maybe we can actually never have it...no matter what. How did he know that?  
(*The Pursuit of Happiness*, 2006, minute 30:05)

Based on the script above, Chris has his own interpretation about the word pursuit of happiness. This study believes that Chris' opinion about it is based on his own experiences in pursuing happiness. In reader response theory, the reader may take some evidences that can be found in the text, and it is called as the *determinate* meaning (Tyson, 2006, p.174). In this case, this study also uses the function of *determinate* meaning in order to support the analysis. It is useful to show that, at that time Chris has built an opinion about pursuing happiness. He considers that happiness as an unpredictable thing and mysterious. No one can guess what will happen in the final of the journey in pursuing happiness. Therefore, Chris decides to keep trying and believing in gaining his dream.

In the Declaration of Independence, Jefferson does not give a strict definition about the meaning of the word happiness. It means the meaning happiness is very individual. For American, the sentence of the pursuit of happiness has shared a positive value for them. Meanwhile, Indonesia does not have the same declaration as the American's, but the points of American Dream about life, liberty and pursuit of happiness, are very universal that can be used for everyone in the world. The writer does agree to those three points to improve the

quality of life of each person. Since the time the declaration was made, America becomes the dream land for the immigrants until now. The differences in culture and background of the people makes each person has their own understanding about pursuing happiness. In fact, money still becomes the most important thing for someone's happiness. Chris does think so, but the word pursuit becomes a key word to get the happiness. Chris realizes that in his life, he has tried hard to get the happiness, but the happiness never comes to his life. Indeed, there are many failures and disappointments come to his life. Chris is just wondering how Jefferson puts the word pursue before happiness. He thinks that Jefferson understands that happiness will come if there is an effort to pursue it. However, Chris does not get his happiness yet. At that time his motivation in pursuing happiness is his passion to become a good and responsible breadwinner for his family.

Happiness becomes the hardest thing to get since Chris has to face the truth that his wife cannot stay in a bad financial problem in his family. He tries to make his wife survive and makes her sure that there is a way out for them.

Unfortunately, she prefers to pursue her happiness alone, without her family. She even directly says to her husband about her opinion about happiness in her life:

Linda : You're the one that dragged us down. You hear me?

Chris : You are so weak

Linda : No. I am not happy anymore. I'm just not happy!

Chris : Then go get happy, Linda! Just go get happy.

But Christopher's living with me.

*(The Pursuit of Happiness, 2006, minute 33:42)*

The problem of money can be a sensitive thing to be discussed, especially for two people that have different points of view in facing the problem. Linda and Chris

cannot handle their emotion when they start to talk about happiness. Chris thinks that the unity of his family is the source of happiness and it becomes the reason why he needs to get a better job and make his family happy. In contrast, Linda does not feel the same way as Chris. She quarrels with her husband often and he cannot take care of her son properly.

Linda states that he does not feel happy anymore living with Chris. Her decision of leaving her family becomes the final point of Linda. Actually, Linda is a type of woman that is really lovable and she cares for her family. In the beginning of the movie when for the first time they start the business, Linda looks happy, when she has to face the financial problems Linda feels unhappy. Her husband fails in his business many times and the financial problem comes to their family as the consequence. Thus, she gets frustrated and easy to get angry.



**Picture 3.7 Chris' and Linda's quarrels**  
(*The Pursuit of Happiness*, 2006, minute 07:32 & 22:40)

The camera shoots how Linda shows her emotion while Chris is trying to talk with her. The medium shots are used in both pictures, since their emotions are important. For example, in the first picture, Chris and Linda are quarrelling about the apartment rent while Christopher sits near his parents. The second picture

shows how Linda and Chris are in a tight conversation, which is shown by Linda's behavior of putting her hands over her hips. She talks to her husband as she talks to her enemy. The reduction of love in their relationship has a significant influence in their life.

Until one day, there will be no quarrel anymore because Linda decides to go out off town and luckily she agrees to let Christopher live with his father. It is a big day when Chris gets his son back, and right then he realizes about one thing, that is the importance of his son in his life. Now he has someone to be loved and Christopher becomes his biggest responsibility for him. Chris will never leave his son no matter what happens, because for Chris, it is important for him to let his son know his father well.

Chris : I'm Chris Gardner. I met my father for the first time when I was 28 years old. And I made up my mind as a young kid that when I had children, my children were gonna know who their father was. (*The Pursuit of Happyness*, 2006, minute 04:34)

Chris has tried to pursue his happiness with his family, but he loses his wife. Otherwise, Chris still loves his wife but he cannot do anything to make Linda stay. All of his efforts to bring happiness in his house are dedicated for his family. Yet, Linda's leaving does not make him stop to pursue his happiness.

Chris has to continue his life, although it is without his wife. He only has Christopher and the movie starts to focus on Chris' struggle with his son. Their relationship is also shown so dramatically in the movie. They cannot be suddenly free from problems; moreover they become homeless and broke again. Chris as a father tries to protect his son and keeps trying to catch his dream of becoming a stockbroker. However, Chris has unforgettable experiences during the pursuing of

happiness with his son. Slowly he changes his motivation in pursuing happiness and he learns about the real meaning of happiness which is different from getting more money. The next subchapter will show the next steps of the changing motivation of Chris Gardner in pursuing happiness and how Christopher becomes the most important person in his life. The life of Chris Gardner is slowly changing until he finally arrives to a point where he feels a little part of happiness.

### **3.2 The Roles of Christopher for Chris in Pursuing Happiness**

The life of Chris becomes more complicated after Linda leaves the house and stays in New York and Chris has to make himself to be used to live only with his son, Christopher. His son becomes the most important reason for Chris to continue his struggle. The role of Christopher becomes significant for his father since from him Chris can find another meaning of happiness. When he still lives with Linda, Chris makes money as his admiration, so when he does not get money he feels far from happiness. Yet, Christopher who always be with him becomes the only witness who sees how hard Chris has to pass his life with many disappointments and failures. Together they become partners to pursue happiness.

Chris still has his six scanners to be sold for living, so sometimes Chris spends the time with his son selling the rest of the scanners to some hospitals.

Christopher often accompanies his father selling the scanners to the hospitals.

There is no one who can take care of him except Chris. He still entrusts his son to the daycare, but after that he picks Christopher from the daycare and brings him home. Unfortunately, Chris cannot stay in his apartment anymore, the landlord asks him to go out from there. He still cannot able to pay the rent, taxes, and the

interests. They decide to stay in a small motel and bring all of the scanners with them. Chris does not only lose his apartment as his home but he also loses the meaning of home since his wife decides to leave him. The members of his family become incomplete without his wife and it affects him a lot. Chris becomes a single fighter in his family. However, he still has Christopher with him, and he never thinks of his son as his burden.

They decide to choose a cheaper motel than his apartment for staying, and it becomes the beginning of Chris' life only with his son. The roles of Christopher are shown by many circumstances when they are together.



**Picture 3.8 Chris and his son move to a cheaper motel**  
(*The Pursuit of Happiness*, 2006, minute 50:40 & 51:00)

The first picture shows when Chris moves his scanners to be brought to his new motel. A friend of him helps him move by driving him with his car. The picture of the condition of the motel is shown in the second picture. The place is so dirty and it only has a medium room. Chris stays with his son in the motel while he is still trying to sell all of the scanners. Yet, he still feels difficult to earn money so he is late in paying the motel. The owner of the motel often gives him warnings for being late.

Chris still has problem of paying his obligation, in this case for the motel rent. He has to sell at least one scanner to earn some money, but it is difficult since he has to do two works at once. In spite of selling the scanners, Chris has to wake early in the morning to follow the internship program. Christopher becomes the one who always accompanies him to sell the scanners on the weekend.



**Picture 3.9** Chris is accompanied by his son everyday  
(*The Pursuit of Happyness*, 2006, minute: 25:30 & 10:57)

The first picture shows how Chris handles his responsibilities on selling the scanner and taking care of his son alone. The duty as a father makes Chris cannot leave his son alone, so he invites Christopher to sell the scanners to the hospitals (second picture).

Chris and his son become closer one to another. There is a tight relationship between Chris and his son. He knows that Christopher wants to be a professional basketball player, and he will not let his son give up before he fights for getting what he is dreaming about.

Chris : Don't ever let somebody tell you, you can't do something. Not even me! All right?

Christopher : All right.

Chris : You got a dream, you gotta protect it. People can't do something themselves, they wanna tell you you can't do it. If you want something, go get it. Period!

(*The Pursuit of Happyness*, 2006, minute 52:45)

By telling some advices to Christopher, Chris sees his son as the reflection of himself who is still trying to pursue the happiness. He sees Christopher has a dream that he wants to reach and so does Chris. Chris' utterances become the *aesthetic* side of the movie, teaching the viewer to be more optimistic in pursuing any dreams. He wants his son to be undefeated and keep believing in his dream.

Chris unconsciously feels that his son reminds him to be more optimistic to pursue his dream. Chris has a dream to become a stockbroker and to reach his dream he has to struggle in facing many stumbles in his way to pass the six months internship program. The program chooses 20 people to compete in getting the position.

Chris involves in a tight competition, but his son never feels tired to support him. Christopher becomes his partner in continuing his life, although they have to be homeless. Chris tries hard to study hard about the lessons in his internship program and Christopher helps him in developing his confidence to face the examination.



**Picture 3.10 Christopher always cares about his father**  
(*The Pursuit of Happyness*, 2006, minute 35:46 & 39:08 )

The emotion between Chris and his son is portrayed in the two pictures above.

The first picture shows Christopher really cares about his father. He becomes the one who is always with Chris in supporting and motivating his struggle.

Christopher brings a big influence for Chris. He never feels lonely because he has his son in his life although sometimes Chris has to act unfair to his son.

Christopher loses his favorite Captain America toy when they are in hurry for catching a bus. As a child, Christopher cries for his toy, but he never feels angry to his father. Indeed, when one day Chris has to make him sleep in a toilet, he does not reject it and he never blames his father for it.

Sleeping in a toilet becomes the worst thing that ever happens in his life. It is not about him but he blames himself because he makes his son sleep in a toilet, which breaks his heart.



**Picture 3.11 Chris' sadness of making his son sleep in a toilet**

(*The Pursuit of Happyness*, 2006, minute 29:09 & 29:27)

The high angle in the first picture shows Chris who uses the toilet tissues as the cover for his son to sleep. Chris locks the door, so no one can get into the toilet.

The second picture closes up Chris' face which looks so confused and afraid. He cries for every single thing that happens in his life. He feels so guilty to let his son

sleep in a toilet. However, it motivates him more to pursue his happiness, because he will not let his son feel the same way again.

Actually, Chris is not only a person who has problem in finding a living at that time. The economic condition in the country is bad and it makes many people need for free shelters. The church provides some rooms for the homeless people to stay for a night. The long queue cannot be avoided at that time, so it makes Chris difficult to find a free shelter for his son. The happiness becomes harder to reach and Chris' life is not better yet.



**Picture 3.12 Chris becomes homeless and stays in the Church's shelter**  
(*The Pursuit of Happiness*, 2006, minute 37:19 & 38:30)

In the reason through a reporter who reads the news.

Reporter : A few days ago I was presented with a report I'd asked for a comprehensive audit, if you will, of our economic condition. You won't like it. I didn't like it. But we have to face the truth and then go to work to turn things around. And make o mistake about it, we can turn them around. The federal budget is out of control. And we face runaway deficits of almost \$80 billion for this budget year that ends September 30th. That deficit is larger than the entire federal budget in 1957. And so is the almost \$80 billion we will pay in interest this year on the national debt. Twenty years ago, in 1960 our federal government payroll was less than \$ 13 billion. Today it is 75 billion. During these 20 years, our population has only increased by 23.3 percent.

(*The Pursuit of Happiness*, 2006, minute 07:56)

The fact above shows the real economic condition of U.S federal that faced a terrible deficit. The reporter asks the citizens to also involve helping the country.

The problem of homeless people also occurred during 1980's, ( as cited in Richard P Appelbaum, et.al, 1991, para.3) "As a result, since the early 1980s the homeless population has increased between 20 and 25 percent a year, according to the U.S.

Conference of Mayors annual surveys." The amount of the homeless increased because of many factors, one of which was they lost their job especially for poor worker. Chris becomes one of them that need the free shelter. The problem of finding a shelter becomes the representation of Chris' condition that has lost the meaning of a harmonious home.

Chris Gardner has spent his time until six months, only with his little son.

During that time Chris makes sure that Christopher definitely cannot be separated from him. His son becomes his biggest motivator in pursuing happiness. At the beginning of the movie, we can see how Chris only works by himself to find a way out in solving his financial problem by earning a lot of money. Then, Chris sees there is a stronger motivation that comes from his son Christopher, and finally leads him to the real happiness in his life.

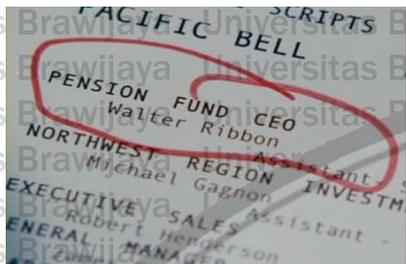
### **3.3 Chris' Final Journey in Pursuing Happiness**

#### **3.3.1 The Ladder to Happiness**

For six months Chris has to follow the internship program because he wants to become a stockbroker. As a good worker, Chris follows the rule to make the calls to people from the bottom to the top of his list. Until, one day he decides to take a risk again, he breaks the rule. When he already arrives in the middle of

the list, he decides to call the number of one person on the list, whose name is Mr.

Walter Ribbon, the CEO of Pacific Bell Company.



**Picture 3.13 Chris meets a rich man, Mr. Ribbon**  
(*The Pursuit of Happyness*, 2006, minute 06:55 & 13:00)

Everyone is given a sheet of paper containing the names of people that they have to call. Chris breaks the rule since for two months he does not have any customers. He has an opportunity to meet Mr. Ribbon in his house. The good side of it is, Chris is introduced to some friends of Mr. Ribbon who are interested in Chris' proposal. It is because Chris is good with people, so Mr. Ribbon and his friends are impressed with his good personality.

His luck is also supported by other circumstances that make Chris ensured.

Chris finds one of his scanners that has been taken from him. His job as a salesman is back, although only one scanner that he has. He already runs out of money because he just broke again.

Chris : It was the 25th of September. I remember that day. Because that' the day that I found out there was only 21 dollars and 33 cents left in my bank account. I was broke.  
(*The Pursuit of Happyness*, 2006, 17:58)

One day Chris finds one of his scanners but it is broken, so he has to fix it if he wants to get money. He has to sell his blood to buy a bulb for the scanner, and he works all night to fix it. In the middle of the dark, he turns on the light.



**Picture 3.14 The light of Chris' life**

*(The Pursuit of Happiness, 2006, minute 45:30 &45:39)*

He feels happy and grateful when he sees the light is on in his scanner. It means that he can sell it to the doctor and bring Christopher to sleep in a better place.

The first picture which uses the medium shot shows how the little light from the lamp makes him shine and it also gives light to Christopher which uses long shot in the second picture. He sells the scanner and gets his money, and then he brings Christopher to stay in a hotel.

The appearance of the light shows the symbolization of Chris' happiness.

The scene shows up when Chris almost finishes his journey, after facing many difficulties, the light comes and it continues to the next circumstances that show the changing of Chris' life. The sequence of events in the appearing of the light leads the viewer to get the sign of Chris' happiness that will come next.

The love for his son makes the light of his life becomes brighter. He wants to be a good father for his son and for Christopher his father is a good papa.



**Picture 3.15 Chris spends his time with his son**  
 (*The Pursuit of Happyness*, 2006, minute 29:42 & 30:00)

Christopher does not mind if he has to sleep in a toilet again as long as he can be with his father, but Chris wants to give a better life for his son. The first picture takes the close up shot to stress the love expression of Chris and his son.

Meanwhile, the second picture is the time when Chris spends his time with his son without thinking about his difficulties in his life. There are only Chris and his son who enjoy the beach.

Chris : The next day, after work, we just went to the beach.  
 Far away from anything. Everything.  
 Just Christopher and me.

Christopher : Did you see me?-

Chris : Yeah.  
 Far away from buses and noise and a constant  
 disappointment in my ten-gallon head and myself.  
 (*The Pursuit of Happyness*, 2006, minute 47:29)

Their love becomes stronger since Chris feels that he is not alone in pursuing happiness. His son becomes the best partner for Chris in his life. Chris feels that the light of his life, which is happiness, will come soon and together with his son he can pass every single stumble in his way of pursuing his happiness.

### 3.3.2 A Little Part of Happiness

The day before Chris comes to the final day in his internship program, Chris still feels confident to himself. Mr. Jay Twistle cannot hide his pride to Chris, because he thinks that Chris has done his job well.

Mr. Twistle : Listen, whatever happens you've done a fantastic job, Chris. I mean that. Take care of yourself.  
(*The Pursuit of Happyness*, 2006, minute 48:36)

He wishes that Chris will get the position of stockbroker in his office. Chris thanks Mr. Twistle and he cannot say anything about the result later. He accepts every decision that is made by the office. Chris is a sportive person and he does his job with a good plan. He takes the risk for getting the best and on the last day he wears his best suits.

In that room, Chris hears the announcement about the result of his six-months training in Dean Witter Company. The owner of the company, Mr. Frown who sits in front of him, says that Chris has succeeded in passing the program.

Chris is being chosen to become a stockbroker in his office.



**Picture 3.16** Chris's expression of his little happiness  
(*The Pursuit of Happyness*, 2006, minute 50:40 & 51:50)

Chris cannot hide his surprised feeling, and he even cannot stop his rolling tears in front of the people in the room. He thanks to everyone in the room, while he is trying to control his feeling. The first picture uses close up shot to catch the happy expression of Chris. He does not smile to express his happiness, but he cries for his happiness.

Chris : This part of my life, this little part... is called "Happiness."  
(*The Pursuit of Happiness*, 2006, minute 51:30)

Chris concludes his achievement as happiness. He realizes that he has sacrificed many things to pursue happiness. He takes a risky decision to follow the unpaid training program to become a stockbroker. He passes the whole six-month training with his own way and efforts. Thus, he already works hard and feels happy for becoming the winner out of the other twenty people who also follow the training. As what Aristotle says that pursuing happiness is similar to following an Olympic game where the winner is "those who act rightly who carry off the prizes and good things of life." (as cited in *Aristotle's concept of happiness*, 2010, para.1).

As it can be seen from the picture above, Chris expresses his happiness by crying. It shows how deep Chris' feeling at that time. He still cannot believe that he gets the job. He feels happy because his struggle to get the best result ends happily. The second picture shows Chris goes out from the building and stands in the middle of the people. It seems like he is the only one who feels happy at that moment. He becomes speechless suddenly. What he wants to do is running to meet his son and tell him this good news.



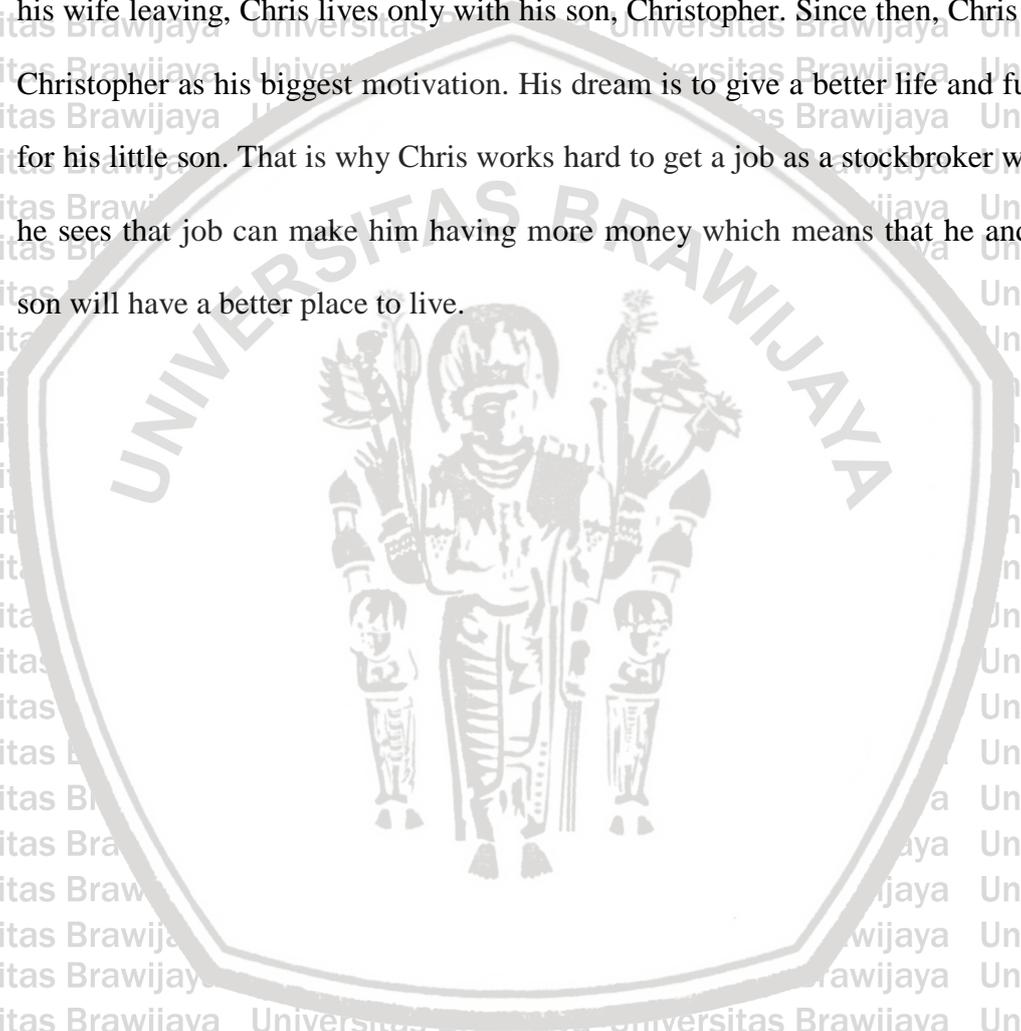
**Picture 3.17 Chris shares happiness with his son**  
(*The Pursuit of Happiness*, 2006, minute 52:10 & 52:3)

Chris finally feels his own happiness, after so many disappointments. He struggles for everything in gaining his happiness although the movie does not show Chris becoming rich by riding an expensive car or living in a big house. His happiness is not only related to his success of getting the job, but the biggest happiness for him is he finally can bring happiness for his son, Christopher. By becoming a stockbroker, Chris realizes or makes his dream come true and it means that he will have better future to give everything for Christopher. Chris gets his own happiness through a long journey in pursuing his happy life.

Simmel explains about the relation between money and value. He says that “Conversely, things that are too far, too difficult, or nearly impossible to obtain are also not very valuable to us. Those things that are most valuable are neither too distant nor too close” (as cited in Ritzer 2004, p.169). Chris has to face many failures, stumbles and everything that can make him down, but his strong will to pursue happiness never ends. He has to run to pursue his happiness, and he deserves to get everything that he wants after becoming a stockbroker. Money is just a gift for him for being so strong in keeping his belief to reach his dream.

Simmel concludes that “The difficulty in obtaining the money and therefore the objects makes them valuable to us” (as cited in Ritzer 2004, p.170). It makes the

happiness become valuable thing for Chris because he knows that it is not an easy thing to pursue. The changing motivation of Chris Gardner in pursuing happiness happens in a process. At first Chris sees his duty as a husband and also a father for his small family as a motivation for him to bring happiness in his family. After his wife leaving, Chris lives only with his son, Christopher. Since then, Chris puts Christopher as his biggest motivation. His dream is to give a better life and future for his little son. That is why Chris works hard to get a job as a stockbroker where he sees that job can make him having more money which means that he and his son will have a better place to live.



## CHAPTER 4

### CONCLUSION AND SUGGESTION

#### 4.1 Conclusion

*The Pursuit of Happiness* the movie tells about the hardship in Chris Gardner's life in pursuing happiness. The changing motivation of Chris Gardner happens in a process. In his early perception about happiness, Chris sees happiness as something more materialistic. He considers that having a lot of money and becoming rich can make him happy. Then, it leads him to become a stockbroker by following the six-months training program in Dean Witter Company. Although his wife does not support him and she even underestimates him, Chris has decided to get the job. He thinks that if he can become a stockbroker, it means that he can be free from the financial problems in his family.

When the relationship between Chris and his wife becomes worse, Christopher comes to his life. Christopher becomes his only partner in continuing his life. The roles of Christopher are very important for Chris. His son always supports him even though they have to become homeless people. The strength and love from Christopher develop his confidence. Then, his motivation has changed into dedicating his happiness only for his son. He puts Christopher's happiness as his dream. He wants to give a better life for Christopher, and he wants to keep his promise as a good father for his son.

When he is chosen from 20 other applicants to follow the training program to be a stockbroker, he feels this achievement only as his little happiness because the biggest happiness is giving a better life and future for Christopher. His disappointments, failures and struggles during his journey to his little happiness do not mean anything compared to his dedication for Christopher. Happiness for Chris is something that will come by pursuing it, and motivation becomes the important point in pursuing happiness.

#### 4.2 Suggestion

The writer gives some suggestions for the next researcher who is interested in conducting research using the same movie. First, the movie of *The Pursuit of Happiness* is a 2006 box office movie. However, there are only a few people who conduct the analysis of the movie. There are many opportunities for the next researcher to use various approaches to analyze the movie. Second, it is better for the next researcher to be more careful in selecting any sources about the movie, such as the movie script or the review of the movie, because there are some different responses from the viewers about the movie.

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Appendix: Berita Acara Bimbingan Skripsi

**BERITA ACARA BIMBINGAN SKRIPSI**

1. Nama : Selvi Dharmawanti
2. NIM : 0610330050
3. Program Studi : Sastra Inggris
4. Topik Skripsi : Reader Response
5. Judul Skripsi : The Changing Motivation of Chris Gardner in Pursuing Happiness in *The Pursuit of Happiness* the Movie.
6. Tanggal Mengajukan : 23 Februari 2010
7. Tanggal Selesai : 12 Mei 2011
8. Nama Pembimbing : I. M. Andhy Nurmansyah, M.Hum  
II. Dyah Eko Hapsari, M.Hum
9. Keterangan Konsultasi

No	Tanggal	Materi	Pembimbing	Paraf
1.	23 Februari 2010	Pengajuan Judul	Pembimbing I	
2.	24 Februari 2010	Pengajuan Judul	Pembimbing II	
3.	9 Maret 2010	Pengajuan Bab I	Pembimbing I	
4.	10 Maret 2010	Pengajuan Bab I	Pembimbing II	
5.	18 Maret 2010	Revisi Bab I	Pembimbing I	
6.	23 Maret 2010	Revisi Bab I	Pembimbing II	
7.	13 April 2010	Revisi Bab I	Pembimbing I	
8.	3 Juni 2010	Pengajuan Bab II	Pembimbing I	
9.	16 Juni 2010	Revisi Bab II	Pembimbing I	
10.	18 Juni 2010	Revisi Bab I	Pembimbing II	
11.	2 Juli 2010	Revisi Bab I & II	Pembimbing I	
12.	12 Juli 2010	ACC Bab I	Pembimbing I	
13.	16 Juli 2010	Revisi Bab I	Pembimbing II	
14.	17 Juli 2010	Revisi Bab II	Pembimbing I	
15.	18 Juli 2010	ACC Bab II	Pembimbing I	
16.	19 Juli 2010	Pengajuan Bab II	Pembimbing II	
17.	22 Juli 2010	Revisi Bab II	Pembimbing II	
18.	27 Juli 2010	ACC Bab I & II	Pembimbing II	
19.	3 Agustus 2010	Seminar Proposal		
20.	3 September 2010	Penyerahan Bab III	Pembimbing I	
21.	8 September 2010	Revisi Bab III	Pembimbing I	
22.	24 September 2010	Revisi Bab III	Pembimbing I	
23.	10 Oktober 2010	ACC Bab III	Pembimbing I	
24.	12 Oktober 2010	Penyerahan Bab IV	Pembimbing I	
25.	13 Oktober 2010	Revisi Bab IV	Pembimbing I	
26.	14 Oktober 2010	ACC Bab IV	Pembimbing I	
26.	15 Oktober 2010	Penyerahan Bab I s/d Bab IV	Pembimbing II	

*Lanjutan Tabel Keterangan Konsultasi*

27.	2 November 2010	Revisi Bab I & II	Pembimbing II
22.	15 November 2010	Revisi Bab III & IV	Pembimbing II
23.	19 November 2010	Revisi Bab I & II	Pembimbing II
24.	29 November 2010	ACC Bab I & II	Pembimbing II
25.	6 Desember 2010	Revisi Bab III & IV	Pembimbing II
26.	17 Desember 2010	ACC Bab III	Pembimbing II
27.	30 Desember 2010	ACC Bab IV	Pembimbing II
28.	19 Februari 2011	Seminar hasil	
29.	7 Maret 2011	Konsultasi Revisi Seminar Hasil	Penguji I
30.	9 Maret 2011	Konsultasi Revisi Seminar Hasil	Penguji I
31.	10 Maret 2011	Konsultasi Revisi Seminar Hasil	Penguji I
32.	14 Maret 2011	Konsultasi Revisi Seminar Hasil	Penguji II
33.	22 Maret 2011	Konsultasi Revisi Seminar Hasil	Penguji II
34.	30 Maret 2011	Konsultasi Revisi Seminar Hasil	Pembimbing I
35.	6 April 2011	Konsultasi Revisi Seminar Hasil	Pembimbing I
36.	7 Mei 2011	Konsultasi Revisi Seminar Hasil	Pembimbing II
37.	4 Mei 2011	ACC Revisi Seminar Hasil	Pembimbing II
38.	12 Mei 2011	Ujian Akhir	
39.	18 Mei 2011	Konsultasi Ujian Akhir	Penguji I
40.	19 Mei 2011	Konsultasi Ujian Akhir	Penguji I
41.	20 Mei 2011	Konsultasi Ujian Akhir	Penguji II
42.	25 Mei 2011	Konsultasi Ujian Akhir	Pembimbing I
43.	27 Mei	Konsultasi Ujian Akhir	Pembimbing II
44.	7 Juni 2011	Konsultasi Ujian Akhir	Pembimbing II
45.	8 Juni 2011	Konsultasi Ujian Akhir	Pembimbing II

10. Telah dievaluasi dan diuji dengan nilai:



Malang, 8 Juni 2011

Dosen Pembimbing I

Dosen Pembimbing II

M. Andhy Nurmansyah, M.Hum  
NIP. 19780727 200501 2 001

Dyah Eko Hapsari, M.Hum  
NIP. 19771016 200501 1 002

Mengetahui,  
Ketua Jurusan Bahasa dan Sastra

Syariful Muttaqin, M.A.  
NIP. 19751101 200312 1 001

