

CHAPTER IV

FINDINGS AND DISCUSSION

This chapter contains two sub-chapters, finding and discussion. The sub-chapters tells about the data description and analysis of the collected data to answer the problems of the study and also the discussion about the analysis.

4.1 Finding

4.1.1 Data Description

Dialogue between Django and Dr. Schultz are separated into group of utterances that contain politeness strategies. This step has been done by the researcher to find the mostly used politeness strategies which appeared on those utterances. The result is displayed on a table framework in appendix. The data which have been analyzed are presented in a table framework. Positive politeness are the mostly used politeness strategies that appeared on their dialogue with twenty three utterances. The table contains some attributes such as, Datum Number, Speaker, Utterances, Types of Positive Politeness Strategies. Data description are displayed in table 4.1.

Table 4.1. Twenty three positive politeness strategies performed by Django and Dr. Schultz on their dialogue

Datum Number	Types of Positive Politeness Strategies	Utterances	Speaker
1.	Identity Markers	Sit down my boy!	ScZ
2.	Identity Markers	And buddy, that's pretty fuckin' low.	DjO
3.	Avoid Disagreement	Certain people, yeah.	ScZ
4.	Avoid Disagreement	Yeah, on that occasion, you were a tad overzealous, but normally, that's a good thing.	ScZ
5.	Seek Agreement	Aah! Badder they are, bigger the reward!	ScZ
6.	Seek Agreement	On the other hand...I need your help, if you're not in a position to refuse, all the better.	ScZ
7.	Seek Agreement	What you said was... You said "this is my world...and in my world, you got to get dirty". So that's what I'm doing. I'm getting dirty.	DjO
8.	Include S & H in Activity	So... I would like the two of us to enter into an agreement.	ScZ
9.	Include S & H in Activity	So here's my agreement, You travel with me until we find them.	ScZ
10.	Include S & H in Activity	That means we visit every plantation in Gatlinburg till we find them. And when we find them...you point them out, and I kill them	ScZ
11.	Include S & H in Activity	When we gain access to these plantations, we'll be putting on an "Act".	ScZ
12.	Be Optimistic	However, at this endeavor, I'm- I'm at a slight disadvantage, in so far as, I don't know what they look like. But you do... don't you?	ScZ
13.	Assert Reciprocity	You do that, I agree to give you your freedom, twenty-five dollars per Brittle brother that's seventyfive dollars, and as if on cue, here comes the sheriff	ScZ
14.	Assert Reciprocity	You work with me through the winter till the snow melts. I give you a third of my bounties.	ScZ

15.	Assert Reciprocity	So we make some money this winter, and when the snow melts, I'll take you to Greenville myself, and we'll find where they sent your wife.	ScZ
16.	Intensify Interest	And now Django, you may chose your character's costume.	ScZ
17.	Intensify Interest	Every German knows that story. Would you like me to tell you?	ScZ
18.	Noticing H's Interest	Broomhilda is the name of a character in the most popular of all the German legends.	ScZ
19.	Noticing H's Interest	I've confirmed that Broomhilda's at Candyland.	ScZ
20.	Asserting S's Knowledges	Now... Look... Django... I don't doubt that one day you will save your lady love. But I can't let you go to Greenville in a good conscious.	ScZ
21.	Asserting S's Knowledges	Fair enough, but now you are horse thief, and they hang horse thieves.	ScZ
22.	Asserting S's Knowledges	No, it's far too big, but apparently, this farmer ain't all about the farm.	ScZ
23.	Gift Gifts (Sympathy)	Frankly... I've never given anybody their freedom before. And now that I have, I feel vaguely responsible for you.	ScZ

Table 4.1 presented the utterances with the mostly politeness strategies appeared on dialogue between Django and Dr. Schultz. Datum Number column is the list of data which is analyzed. The "Speaker" column is the person who produces the utterance. There are only two people who become the objects in this research. They are Django who has code "DjO" and Dr. Schultz who has code "ScZ". The "Utterances" column are the selected utterances which contain positive politeness strategies as the mostly politeness strategies. The last is "Types of Positive Politeness Strategies" column which explains the types of positive politeness strategies of the

utterances. Based on Table 4.1, the mostly used politeness strategies which are performed is positive politeness with 23 utterances. The rest are bald on-record with 11 utterances, negative politeness with 12 utterances, and off record with 7 utterances. The other strategies are displayed in the appendix.

4.1.2 Analysis

Positive politeness is the mostly used politeness strategies which appear on dialogue between Django and Dr. Schultz with 23 utterances. The researcher found out the factors which made the speaker use the strategy using contextualism theory.

Each utterances was analyzed by using the contextualism theory and the situation was reviewed from the conversation between Django and Dr. Schultz in the movie.

Positive politeness is a strategy seek to minimize the threat to the hearer's positive face. The following are the analysis of utterances which contain positive politeness strategies based on Table 4.1 :

Datum 1

Utterance : *Sit down my boy!*
Type : *Identity marker*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation was after Dr. Schultz found Django and brought him to have a conversation inside a saloon. It was the opening of their first bussiness conversation.

He ordered Django to sit down and got relax because they just knew each other. Dr.

Schultz used the strategy to give a friendly impression. Django felt so nervous after what just happened, especially after he had seen Dr. Schultz had killed two men who brought Django before. They were “Specks Brother”. Django was brought by “Specks Brother” with other slaves. Dr. Schultz stopped the group and interrogated the slaves one by one about whoever once ever worked with “Brittle Brothers. Later on, Django admitted if he once worked with “Brittle Brothers”.

Dr. Schultz approached to get closer with “my boy” identity mark to Django. Dr. Schultz did that, because he realized that Django felt nervous and anxious. He wanted to gain some information from Django for his business, so he treated Django to diminish Django’s anxiety. Dr. Schultz believed Django would be more cooperative if he was treated well so his anxiety would be vanished and to be more relax.

Datum 2

- Utterance** : *And buddy, that’s pretty fuckin’ low.*
- Type** : *Identity markers*
- Speaker** : *Django*
- Hearer** : *Dr.Schultz*

The situation was when Django and Dr. Schultz were arranging a plan to get Django’s wife back together with Django. They prepared a situation which is called ‘an act’ to do the mission. Dr. Schultz used to play an act when doing a mission on his bounty hunter business. On a scene before, Dr. Schultz and Django had ever played as a landlord who want to buy a slave and a valet. Dr. Schultz played as the

landlord and Django played as the valet. The role which Dr. Schultz demanded to

Django was Django had to play as a 'black slaver'.

Django : You want me to play a black slaver? Ain't nothin lower than a black slaver. A black slaver is lower than the head house nigger. **And buddy, that's pretty fuckin' low.**

Dr. Schultz : Then play him that way, give me your black slaver.

Django as a former slave felt a little bit offended by the role. However, he realized that he had no choice. He did not want to be a mandingo expert, but he had to do that and sacrificed his pride for his wife's sake. He used the strategy as a respect to

Dr. Schultz and called him 'buddy' because he wanted to say his objection of Dr. Schultz choice about black slaver. Django knew how to act professionally eventhough he showed his dislike in his utterance.

Datum 3

- Utterance** : *Certain people, yeah.*
- Type** : *Avoid disagreement*
- Speaker** : *Dr. Schultz*
- Hearer** : *Django*

The situation was when Django and Dr. Schultz were having a conversation about Dr. Schultz's background as a bounty hunter. Dr. Schultz had introduced who he was and explained anything necessary to Django to make him understood well about his job and business.

- Django** : *What's a bounty*
- Dr. Schultz** : *It's like a reward.*
- Django** : *You kill people and they give you a reward?*
- Dr.Schultz** : *Certain people, yeah.*

The dialogue between Django and Dr. Schultz showed that Django felt curious about Dr. Schultz's job. Django became more curious because Dr. Schultz killed people and got money from it. Dr. Schultz performed the strategy to show that he did not totally agree neither disagree. However, he wanted to make a clear understanding, that not everyone who was killed by him had a reward. It was only certain people who was 'wanted' that had bounty. The way Dr. Schultz answered Django was to fulfill Django's curiosity and also to give a better understanding to Django.

Datum 4

- Utterance** : *Yeah, on that occasion, you were a tad overzealous, but normally, that's a good thing.*
- Type** : *Avoid disagreement*
- Speaker** : *Dr. Schultz*
- Hearer** : *Django*

The situation was when Dr. Schultz invited Django to work with him again. Dr. Schultz saw that Django had a great potential on being bounty hunter apprentice. They would make a team in bounty hunter business. This situation was related with the will of Django who wanted to take his wife back. Dr. Schultz would help Django to do that, but as a reciprocity, he also wanted Django to join him.

- Dr. Schultz** : And I have to admit, we make a good team.
- Django** : I thought you was mad at me for killin' Big John and Li'l Raj?
- Dr. Schultz** : **Yeah, on that occasion, you were a tad overzealous, but normally, that's a good thing.**
- Django** : How'd you like to partner up for the winter?

Django : What'cha mean partner up?

Dr. Schultz used the strategy to avoid misunderstanding for Django. On a scene before, Django selfishly killed Big John and Li'l Raj because he also has a vengeance with them. Django was afraid if Dr. Schultz did not like it. Otherwise, Dr. Schultz admitted that Django did a little mistake for being selfish, but he also encouraged Django if it was normal and still a good thing for their mission. Dr.

Schultz wanted to reach Django's potential by doing this politeness strategy.

Datum 5

- Utterance** : *Aah! Badder they are, bigger the reward!*
- Type** : *Seek agreement*
- Speaker** : *Dr. Schultz*
- Hearer** : *Django*

The situation was when Dr. Schultz had a conversation with Django about his job. He described what he do in his job as a bounty hunter. He already told Django that his job was killing people for money and Django was curious about it.

- Django** : *You kill people and they give you a reward?*
- Dr. Schultz** : *Certain people, yeah.*
- Django** : *Bad people?*
- Dr. Schultz** : *Aah! Badder they are, bigger the reward! Which brings me to you.*

Based on the dialogue above, Django asked more about killing people and got money from it. He thought that it had to be bad people who had a bounty. Dr. Schultz answered Django with politeness strategy to open Django thought about people who had bounty. He also tried to seek agreement from Django, if killing 'wanted' man

was allowed and would gain some money from it. Dr. Schultz did this strategy, because he wanted to do cooperative business with Django. Django might be fine if people who they want to kill was a bad people.

Datum 6

Utterance : *On the other hand...I need your help, if you're not in a position to refuse, all the better.*

Type : *Seeking agreement*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was after Dr. Schultz told Django many things about his job as a bounty hunter. He went straight to tell Django that he needed Django to help his job.

Django had something that Dr. Schultz did not have. Django was a key to Dr. Schultz's next target, because Django once worked with them (Brittle Brothers). Dr.

Schultz used this strategy because he knew if Django might refuse to help him killing people (Dr. Schultz's job). Dr. Schultz also knew if Django in the other side had a

slave soul who would obey his master. Django had been bought by Dr. Schultz and treated well by him. Therefore Dr. Schultz saw this opportunity to seek agreement

that Django possibly would not refuse him because of those reasons.

Datum 7

Utterance : *What you said was... You said "this is my world...and in my world, you got to get dirty". So that's what I'm doing. I'm getting dirty.*

Type : *Seeking agreement*

Speaker : *Django*

Hearer : *Dr. Schultz (Django to Dr. Schultz)*

The situation was when Dr. Schultz warned Django about what had Django did in Candyland. Dr. Schultz wanted his mission went smoothly. He did not want to see if Django overdoing himself and fell in a stupidity. He felt afraid if their role would be revealed by Calvin Candie. This story is about Django's mission to find his wife. Django and Dr. Schultz went to Mississippi to find that Broomhilda (Django's wife) was somewhere there. Then finally they found out that Broomhilda was on Candyland, a plantation who owned by a landlord named Calvin Candie.

Django : I'm not antagonizing. I'm intriguing him.
 Dr. Schultz : You you're yelling abuse at these poor slaves!
 Django : I recall the man... who had me killed another man in front o' his son, and he didn't bat an eye. Ya r'member that?
 Dr. Schultz : Yeah of course I remember!
Django : What you said was... You said "this is my world...and in my world, you got to get dirty". So that's what I'm doing. I'm getting dirty.
 Dr. Schultz : Well you're paraphrasing a tad, but...that was the generally gist...see you at Candyland.

Based on the dialogue above Django and Dr. Schultz were having a different understanding about their situation. Dr. Schultz thought if Django started overdoing himself, but Django thought if he was doing right. Django used the strategy to make sure the hearer had the same understanding with him. He answered Dr. Schultz pragmatically with recalled a situation that ever happened on the 'Smitty Bacall' mission. Django accepted the understanding of getting dirty differently with Dr. Schultz. Dr. Schultz had no idea what to say again after hearing Django's answer. He could not argued again with Django, so he calmed down himself. Django successfully used the strategy to deliver his real condition.

Datum 8

Utterance : *So... I would like the two of us to enter into an agreement.*

Type : *Include S and H in activity*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was when Django and Dr. Schultz were having conversation about their first mission. After Dr. Schultz told Django that he is a bounty hunter and he needed Django to accomplish his job, Dr. Schultz put Django to make mutual agreement with him. Dr. Schultz used positive politeness strategy with saying 'I would like the two of us' than saying 'let's' to deliver his intention to put Django into his job (agreement). With that strategy, Dr. Schultz put both of them in to an activity with approaching the distance between him and Django who just knew each other.

Later on, The agreement was they would find Brittle Brothers and killed them.

Datum 9

Utterance : *So here's my agreement, You travel with me until we find them.*

Type : *Include S and H in activity*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was after Dr. Schultz finished introducing himself to Django, he told his real business why he needed Django. On the conversation before, Django told Dr. Schultz if he was able to recognize the 'wanted' man who were chased by Dr. Schultz. They were 'Brittle Brothers' who once Django had ever worked for them.

Django : *I know what they look like, all right.*
Dr. Schultz : *Good. So here's my agreement. You travel with me until we find them.*
Django : *Where we goin'?*

The dialogue between Django and Dr. Schultz shown that Django was able to fulfill what was needed by Dr. Schultz. Dr. Schultz used the strategy to make Django do the business together with him as it was necessary for both of them.

Datum 10

Utterance : *That means we visit every plantation in Gatlinburg till we find them. And when we find them...you point them out, and I kill them.*
Type : *Include S and H in activity*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation was Dr. Schultz had already given an agreement to Django. Dr. Schultz told Django what was required for their agreement. They had to go to find Brittle Brothers in every plantation in Gatlinburg.

Django : *I know what they look like, all right.*
Dr. Schultz : *Good. So here's my agreement. You travel with me until we find them.*
Django : *Where we goin'?*
Dr. Schultz : *I hear at least two of them are overseeing up in Gatlinburg, but I don't know where. That means we visit every plantation in Gatlinburg till we find them. And when we find them...you point them out, and I kill them.*

From dialogue above, Dr. Schultz did not know where exactly Brittle Brothers were and also what they looked like. The agreement brought them to go together till they found Brittle Brothers and then Django would pointed them to Dr. Schultz.

Datum 11

Utterance : *When we gain access to these plantations, we'll be putting on an "Act".*
Type : *Include S and H in activity*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation is preparation time before accessing Gatlinburg plantation. Dr. Schultz as the mastermind who accustomed do bounty hunter job told Django that they would play an 'act' on their mission. In doing a mission clearly, Dr. Schultz used to play a character to hide his identity and finished the mission smoothly. Django did not know anything about that, that is why Dr. Schultz told him clearly about it. The strategy was used to make Django participate in act that had been made by Dr. Schultz. Later, Django would played as a 'valet' and Dr. Schultz would play as a 'slave buyer'.

Datum 12

Utterance : *However, at this endeavor, I'm- I'm at a slight disadvantage, in so far as, I don't know what they look like. But you do... don't you?*
Type : *Be optimistic*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation was still related to the situation above. Dr. Schultz used a strategy that might showed how Django could help him. He told to Django he could not recognized Brittle Brothers and thought if Django could recognized them.

Dr. Schultz : I'm looking for the Brittle Brothers. However, at this endeavor, I'm- I'm at a slight disadvantage, in so far as, I don't know what they look like. But you do... don't you?

Django : I know what they look like, all right.

Dr. Schultz : Good.

From that strategy, Django had something that Dr. Schultz need. Dr. Schultz used a question tag in that strategy. Dr. Schultz felt optimistic because he already knew Django used to work for Brittle Brothers. Brittle Brothers was a 'wanted' gang who had bounty on their head. They were Big John, Ellis and Little Raj. Django had ever worked for them as a slave, that was why Django could recognized them well.

Datum 13

Utterance : You do that, I agree to give you your freedom, twenty-five dollars per Brittle brother that's seventy five dollars, and as if on cue, here comes the sheriff.

Type : Assert Reciprocity

Speaker : Dr. Schultz

Hearer : Django

The situation was when Dr. Schultz was making agreement with Django. Django was a key person for the next bounty business. Dr. Schultz used the strategy because he wanted to satisfy Django's face with the future reward. It was like mutual agreement between Dr. Schultz and Django. The expectation was Django would consider this business as a bonus advantage for him. Naturally freedom was very important for a slave like Django. Seventy five dollar was a big deal for him also. He would help Dr. Schultz with all he could did.

Datum 14

Utterance : *You work with me through the winter till the snow melts. I give you a third of my bounties.*

Type : *Assert reciprocity*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was, Dr schultz told Django to make a team a bounty hunter. Dr. Schultz and Django just recently had a conversation about Broomhilda, Django's wife. Dr. Schultz was interested on Django's story. He wanted to help Django to search for Broomhilda. Together with that intention, Dr. Schultz also demanded something from Django. He told Django that they had to finish the bounty hunting business first. Django should help Dr. Schultz and Dr. Schultz told him what he would gain from Dr. Schultz for doing the job. That was a reciprocity between Django and Dr. Schultz. Django would gain some money from it and Dr. Schultz could use Django's ability because Django was good in shooting a rifle.

Datum 15

Utterance : *So we make some money this winter, and when the snow melts, I'll take you to Greenville myself, and we'll find where they sent your wife.*

Type : *Assert reciprocity*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was related with Dr. Schultz's invitation to Django to join him doing next bounty hunter business. Django and Dr. Schultz had discussed about

'Broomhilda' before, and Django thought that the story had a similarity with his life.

Dr. Schultz realized Django really wanted to save his wife, so he made an agreement with Django. Dr. Schultz would give some money to Django to buy his wife's freedom and also assisted Django to find her in one condition, Django had to assist

Dr. Schultz to do bounty hunter business for whole winter.

Dr. Schultz : How'd you like to partner up for the winter?

Django : What'cha mean partner up?

Dr. Schultz : You work with me through the winter till the snow melts. I give you a third of my bounties. **So we make some money this winter, and when the snow melts, I'll take you to Greenville myself, and we'll find where they sent your wife.**

Dr. Schultz used the strategy to approach Django's concern on his offer. He repeated what Django would get after the job finished and what he would do for

Django later. Besides giving money to Django, Dr. Schultz would also helped Django to find his wife back.

Datum 16

Utterance : *And now Django, you may chose your character's costume.*

Type : *Intensify interest*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was after Dr. Schultz told Django that they would played an 'act' in Gatlinburg plantations. After telling Django to play as a 'valet', Dr. Schultz let Django to pick up a costume for himself.

Dr. Schultz : And you character is that of the "Valet".

Django : What that is?
 Dr. Schultz : That's a fancy word for servant.
 Django : "Valet". Hm-hm.

Dr.Schultz : And now Django, you may chose your character's costume.

Django : You's gonna let me pick out my own clothes?

Dr. Schultz : You but of course!

The strategy was used because Dr. Schultz wanted give Django interest on their job. As a slave who had been never free to wear a nice clothes, Django was really surprised and still hard to believe it. Dr. Schultz wanted Django to play the act seriously, so he let Django pick up his own clothes.

Datum 17

Utterance : **Every German knows that story. Would you like me to tell you?**
Type : **Intensify interest**
Speaker : **Dr. Schultz**
Hearer : **Django**

The situation was after Dr. Schultz asked Django why his wife's name was Broomhilda. Django interested on Dr. Schultz's knowledge about 'Broomhilda'.

Dr. Schultz : Broomhilda is the name of a character in the most popular of all the German legends.
 Django : There's a story 'bout Broomhilda?
 Dr. Schultz : Oh yes, there is.
 Django : Do you know it?

Dr. Schultz ; Every German knows that story. Would you like me to tell you?

Dr. Schultz saw that Django had an interest on 'Broomhilda' story because the name was same with his wife's name. Dr. Schultz intensified Django's interest with saying, "would you like me to tell you?" to Django.

Datum 18

- Utterance** : *Broomhilda is the name of a character in the most popular of all the German legends.*
- Type** : *Noticing H's interest*
- Speaker** : *Dr. Schultz*
- Hearer** : *Django*

The situation was when Django and Dr. Schultz were in a tent and had another conversation. It was Django's turn who wanted to know how much Dr. Schultz knowing about 'Broomhilda'. On a scene before, Django told to Dr. Schultz if he was a married men. He had a wife who named 'Broomhilda'. Dr. Schultz was surprised when he found Django had a wife with German name.

- Django : How you know Broomhilda's first masters were German?
- Dr. Schultz : Broomhilda is a German name. If they named her, it stands to reason they'd be German.
- Django : Lots of gals where you from named Broomhilda?
- Dr. Schultz : **Broomhilda is the name of a character in the most popular of all the German legends.**

From the dialogue above, Django wanted to know what is 'Broomhilda' meaning in German. Dr. Schultz told Django a nice story about 'Broomhilda'. He noticed Django's interest to make their firm relation became more close as a friend do.

Datum 19

- Utterance** : *I've confirmed that Broomhilda's at Candyland.*
- Type** : *Noticing H's interest*
- Speaker** : *Dr. Schultz*
- Hearer** : *Django*

The situation was when Django and Dr. Schultz walked together with Calvin Candy and his people to a big house in Candyland where Django's wife was there.

Django played the 'role' of 'Mandingo expert' too far. Dr. Schultz realized it endangered their situation. Dr. Schultz asked the convoy to stop for a while to talk with Django and warned him.

Django : You mind tellin' me what the hell you doing?
Dr. Schultz : **I've confirmed that Broomhilda's at Candyland.**
Django : You sure it's her?
Dr. Schultz : He didn't call her by name, but she's a young lady, whip marks on her back, and speaks German.

From the dialogue above, shown that Django still held his role for being a rude 'Mandingo expert'. Django asked to Dr. Schultz why he came down and came to Django. Dr. Schultz used the strategy with saying a progress of their mission. Dr. Schultz was noticing what Django wanted to hear. After hearing the progress, Django lowered down his voice. But after that, Dr. Schultz reminded Django for not doing or saying harsh thing again.

Datum 20

Utterance : *Now... Look... Django... I don't doubt that one day you will save your lady love. But I can't let you go to Greenville in a good conscious.*
Type : *Asserting S's knowledge*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation was Dr. Schultz was telling a whole story about 'Broomhilda' in a German tale to Django. The story of the tale was almost the same with Django's

romance story with his wife Broomhilda. Realizing this coincidence, Dr. Schultz tried to warn Django if helping his wife and let her free would be not easy for Django himself. Eventhough Django was a freeman at the moment, but it was difficult for a black slave to buy a freedom for another slave. Dr. Schultz understood the situation well then he used politeness strategy to make Django understood it clearly also. Dr. Schultz did not want Django dangered himself because of his lack of knowledges about slave auction.

Datum 21

Utterance : *Fair enough, but now you are horse thief, and they hang horse thieves.*
Type : *Asserting S's knowledge*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation was when Dr. Schultz and Django were already in Mississippi and they were discussing about their plan to find Django's wife Broomhilda. Dr. Schultz were talking about possible obstacle for their mission to Django. As an expert, Dr. Schultz knew many things than Django, so he warned Django about that.

Django : So do we offer to buy her?
 Dr. Schultz : So... say... a man wants to buy a horse...needs to buy a horse. He walks up to the farmer's farm, he knocks on the farmer's door, and asks the farmer to buy his horse. And you know what the farmer says? The farmer says: "No".
 Django : Well I say: fuck that farmer. And I'm stealin' that horse.
 Dr. Schultz : **Fair enough, but now you are horse thief, and they hang horse thieves.**

Based on dialogue above, Dr. Schultz used a parable related to a possible condition for their 'act'. Then, Django get caught on that parable and would the wrong thing. Dr. Schultz used the parable as a strategy to give another ways which was safer for them. He used the strategy make Django understood better for the condition.

Datum 22

Utterance : *No, it's far too big, but apparently, this farmer ain't all about the farm.*

Type : *Asserting S's knowledge*

Speaker : *Dr. Schultz*

Hearer : *Django*

The situation was when Django and Dr. Schultz were discussing about their 'act' plan to find Broomhilda and buy her in Mississippi.

Dr. Schultz : May I offer an alternative plan of action?

Django : Go ahead.

Dr.Schultz : The man walks up to the farmer's farm, he knocks on the farmer's door, and asks not to buy the horse, but the farm, and makes an offer so ridiculous, the farmer's forced to say 'yes'.

Django : We're gonna offer to buy Candyland?

Dr. Schultz : *No, it's far too big, but apparently, this farmer ain't all about the farm.*

Dr. Schultz : How much do you know about mandingo fighting?

Django : What?

Dr. Schultz : Can you convincingly masquerade as someone who's an expert on mandingo fighting?

Once again, Dr. Schultz continued his parable before he went straight to point. Broomhilda is on Candyland, a plantation in Mississippi owned by Calvin Candie.

Django caught if the alternative plan was buying Candyland. Once again, he was

trapped in a wrong conclusion. Dr. Schultz told more about what he knew, that they did not have to buy Candyland because they did not have money to buy that big plantation. The option was actually to buy a ‘mandingo’ fighter which was Calvin Candie’s hobby. ‘Mandingo’ fighting was a boxing battle for black american slave. It was an entertainment for landlord and richman in America. Later in the movie, Dr. Schultz would play as a richman who loved ‘mandingo’ fighting and Django would play as a ‘mandingo’ expert who worked as a talent scout.

Datum 23

Utterance : *Frankly... I've never given anybody their freedom before. And now that I have, I feel vaguely responsible for you.*
Type : *Give sympathy (gifts)*
Speaker : *Dr. Schultz*
Hearer : *Django*

The situation was after Dr. Schultz offered Django a help to get Django’s wife back and Django felt weird with Dr. Schultz kindness. Django and Dr. Schultz just knew each other only for a little time. Dr. Schultz was Django’s boss and Django was a slave who bought by Dr. Schultz. Another thing that made Django wondered was, he was a black skin races and Dr. Schultz was a white skin races. It was so rare for white people helping black people, because most afro-american or black people work as a slave.

Django : Why you care what happen to me? Why you care if I find my wife?
 Dr. Schultz : **Frankly... I've never given anybody their freedom before. And now that I have, I feel vaguely responsible for you.** Plus when a German meets a real life Sigfried, that’s kind of a big deal. As a

German, I'm obliged to help you on your quest to rescue your beloved Broomhilda.

Django wondered why Dr. Schultz cared about him and his wife. Dr. Schultz told Django if he had sympathy on Django's life. Dr. Schultz said that his point of view for saving Broomhilda is as German point of view. Dr. Schultz would get some pride as German and thought if he was responsible for Django's reunion with his wife.

4.2 Discussion

After obtaining the data and analysing them based on the objectives of the study, the researcher discusses the whole analysis as needed to answer the problems which has been mentioned in chapter one. The researcher found twenty three utterances which contain the mostly politeness strategies on dialogue performed by Django and Dr. Schultz. Those utterances use positive politeness strategies with various types. All of those utterances were performed by Django and Dr. Schultz on their dialogue in "Django Unchained" movie.

Table 4.1 shows some types of positives politeness strategies which are performed by both characters. The numbers of the types are: two utterances use 'identity markers', two utterances use 'avoid disagreement', three utterances use 'seek agreement', four utterances us 'include S & H in activity', one utterance uses 'be optimistic', three utterances use 'assert reciprocity', two utterances use 'intensify interest', two utterances use 'noticing H's interest', three utterances use 'asserting S's

knowledge' and one utterances uses 'give gifts (sympathy)' Both Django and Dr. Schultz used 'identity marker' strategy to each other in different situation but in the same occasion. First, Dr. Schultz just recently knew Django and he said 'my boy' to Django to give a good impression In the other situation, Django called Dr. Schultz with 'buddy'. He had became a partner with Dr. Schultz. He used the strategy because he respected Dr. Schultz although he also showed his dislike on what Dr. Schultz said to him. Two utterances which use 'avoid disagreement' strategy were both spoken by Dr. Schultz to Django. Three utterances which use 'seeking agreement' were performed by both Dr. Schultz and Django. Dr. Schultz performed two utterances and Django only performed one utterance. The rest of the strategies were all performed by Dr. Schultz.

Dr. Schultz is the dominant character who used twenty one positive politeness strategies from his dialogue to Django. Based on some factors which had been analyzed by using contextualism theory, Dr. Schultz seems more powerful than Django, and he also has an important role in Django's life in the movie. Dr. Schultz had a broad knowledge which is important for his missions together with Django. Dr. Schultz talked more than Django that made him use more strategies than Django. Dr. Schultz used politeness strategies for some needs. He used positive politeness strategies to show his will to cooperate with Django. The positive politeness strategies which he used was shown in some types such as identity markers, Be optimistic, seek agreement, include S and H in activity, noticing H's interest, avoid disagreement, assert reciprocity, and also give sympathy. He performed the strategies

depend on the context when the utterance is spoken and what is the intention of the utterance.

Django spoke a little and only performed two strategies when he talked to Dr. Schultz. Django only spoke a little and only made two positive politeness strategies from his dialogue to Dr. Schultz. He showed his modesty and he realized his position who was a slave and being freed by Dr. Schultz. He rarely used politeness strategies because in his utterances, he used to talk to the point directly. His background as a low class person and a former slave limited his ability to speak more polite and use some politeness strategies in talking to other. But naturally, he still could use some politeness strategies even the number was far lower than Dr. Schultz.

The twenty three utterances which use positive politeness strategies have been analyzed in sub chapter analysis 4.1.2. The researcher used contextualism theory to see the truth belief/fact behind each utterances. Some analysis used some conversation history taken from dialogue between Django and Dr. Schultz in the appendix. The result shows that positive politeness strategy was used eventually and become the most used strategy because of closeness of friendship which was built by both of the character. Django and Dr. Schultz did not know each other at the beginning of the story. Dr. Schultz only utilized Django's knowledge about Brittle Brothers because Django could recognize them. Through the course of the story, Django and Dr. Schultz shared some story about their life. Dr. Schultz saw some potential on Django to be a good shooter and talented bounty hunter. In the other side, Django felt surprised for being treated well by Dr. Schultz. He was a former

slave and was bought by Dr. Schultz but Dr. Schultz had never treated him like a slave at all. Therefore, a strong friendship had been built unconsciously and conciously in their conversation along their journey.

There are a real social distances between Django and Dr. Schultz because they were strangers to each other. However, they can build not only a good cooperation between each other but also a friendship who can share emphaty to each other. The analysis shows that there are no big gap between Django and Dr. Schultz from the beginning. This can happened because both of the character know to put their position. Django naturally listen and obey what Dr. Schultz say to him because he is a former slave. Although Django is a wild person, he rarely interupt or argue to his master's order. Dr. Schultz is an intelligent person. He comes from German and he is a white folks in America. He is a former dentist (told in the movie) and an experienced bounty hunter. He realizes if Django is black american, but he still be polite to Django and act in a very good and appropriate manner.

The relative power of each characters are very easy to see and has a big gap on it. Dr. Schultz is a superior person who has a big influence in the plot. Dr. Schultz is the one who can be called a teacher of Django. As has been told above in some paragraphs, Dr. Schultz is an educated person, intelligent, polite and also experienced in his job. Django is only a slave who always obeys his master an introvert person and he is not educated well. However, Django learns a lot from Dr. Schultz. He can reach his potential by working together with Dr. Schultz. On their dialogue, Dr.

Schultz is more dominant. He treats Django's positive face well and kindly build a harmony between them.

The rank of imposition of the strategies in analysis sub chapter are different depend on the situation and context. Dr. Schultz used to impose Django to some activities which is good for Dr. Schultz himself. However, he also give reciprocity of what Django did together with him. Based on this condition, Dr. Schultz does not treat Django like a slave, but he treat him like a partner.

Positive politeness strategy is fit for person who wants to build a close friendship, mutual act and relation to another person. Positive politeness is a strategy seek to minimize the threat to the hearer's positive face. Positive politeness strategy can be used to make hearer feel good, about his interests or possessions. At the end of the story, Dr. Schultz voluntarily helped Django to get his wife back. Dr. Schultz wanted to reunite Django with his wife and Django learnt many lessons from his experiences with Dr. Schultz. A gap of social class and race issue is no longer become a problem on their journey. It turns into a strong friendship and professional relation.

This research has some similarities with the two previous studies before in term of theories which is used to answer the problems of the study. Willu (2011) analyzed both FTA and politeness strategies in her research in general terms. She found that negative poltiness appeared frequently. However, this research only find the mostly used politeness strategies and the finding is positive politeness strategies is the mostly used strategies. This research has a close finding with Wulan's (2010)

research. The findings of both research show that there is a character who is dominant and superior. Both of the studies also try to find factors of the politeness strategies.

However, the researcher only focus on the mostly used strategies which appeared in the dialogue between Django and Dr. Schultz.

