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## An Analysis of Merry Riana's Speech Acts in Alberthiene Endah's Million Dollar Dream

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### Abstract

*This research is entitled analysis of Merry Riana's speech acts in the novel A Million Dollar Dream by Alberthiene Endah. This research is limited to several main ideas related to observations of the following two questions: what are the types of Riana's speech acts in the Million Dollar Dream Novel and the types of Riana's reference expressions in the Million Dollar Dream Novel. To explain this, the theory used comes from Austin's theory and Kroeger's theory which is used to dissect and get answers to the objectives of this research. For the data analysis method, the author uses a qualitative method by emphasizing the meaning and meaning of Merry Riana's speech acts. This research uses data collection techniques in the form of reading and taking notes. The conclusion in this research is the meaning contained in Merry Riana's speech acts. There are locutionary speech acts, namely speech acts to state something, illocutionary speech acts, namely speech acts that contain hidden meanings or other meanings that the speaker wants to convey to the interlocutor, perlocutionary speech acts are acts of increasing influence or impact on the interlocutor.*

**Keywords:** Locution, Illocution, Perlocution

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## I INTRODUCTION

Discussing speech acts we can not be separated from one of the philosophical thinkers from the United States, Austin. The term speech act was first introduced by Austin in his book entitled How to Do Things With Word. He emphasized that in communication there are interesting things, namely when the speech act takes place the speaker always has the intention of the speech partner or has a certain intention to

have an effect on the listener. In language there are two main reasons, the first is the use of language which is one of the centers of human activity for the continuation of life, the second is the research of language as an auxiliary tool. Saifudin (2019: 2) states that every statement in language is bound by what is referred to as a condition or condition of truth. Languages are usually well-referenced for purposes that are

frequently performed. But in other cases we are faced with the question whether a sentence can be used in certain circumstances to state whether a statement is true or not.

Speech acts do not only produce sentences but also produce an action. This action Austin divides it into two parts, namely constative speech acts and performative speech acts. The following is an explanation of a constative speech act, which is where the expression aims to describe something to the speech partner and always follows the standard of the utterance of the utterance. Meanwhile, performative speech acts are expressions whose purpose is to give orders to the speech partners to do something. Saifudin (2019: 3) says that performative utterances form or create actions. In relation to performative speech acts, there are several conditions, namely the condition of felicity to determine whether or not an utterance is true.

Speech acts basically help us to communicate with each other so that good relationships are established as long as they meet the recommended conditions. Austin divides three types of speech acts, namely locutionary, illocutionary, and perlocutionary speech acts. Each of them has a certain part based on the type they have. First, in locutionary illocutionary simply saying something, conveying information, speaking and asking (Austin, 1962: 108). The point is that the speaker conveys something to the partner he says. The second is that illocutionary acts are criminal utterances that convey a specific purpose. The third is perlocutionary speech acts, this means what we experience we convey through an expression to the speech partner. Usually perlocutionary speech acts lead to persuading, convincing, blocking, and surprising. It can be said that perlocutionary speech acts are actions or thoughts of someone who is obtained from saying something.

This research discuss about the main character in the Million Dollar Dream Novel by Endah (2011), namely Riana who acts as the

perpetrator of perlocutionary speech acts. According to Austin (1962) perlocutionary acts are what we produce or achieve by saying something such as convincing, persuading, blocking, telling, surprising or misleading. Riana is a successful motivator from Indonesia, who has studied at the Nanyang Technological University (NTU) in Singapore. Many achievements have been achieved by Riana, namely young billionaires, successful entrepreneurs, bestselling researcher, number 1 motivator in Indonesia, award holders, young celebrities, young artists, and social activists.

Riana's speech act in the Million Dollar Dream Novel by Endah (2011) has attracted a lot of public attention, because she is considered one of the most influential people in the country. As said by the host of the Kick Andy program on Metro TV, Andy F. Noya (in Endah, 2011) What Merry Riana did is an example that age does not limit us to success, but tenacity and hard work are the key. In this research, there is still much that needs to be analyzed regarding Riana's speech acts, especially in the Million Dollar Dream Novel by Endah (2011), because not many people have discussed it. The researcher analyze it to provide a more detailed explanation to the reader in which the Million Dollar Dream Novel by Endah (2011) be the main source in this research. The reason the writer chose this title is because Riana is a motivator who gives inspiration or motivation to many people through her speech acts which influence a person's attitude in order to achieve their goals.

The researcher complete this research by summarizing two questions, namely what types of speech acts are used by Riana and what are the speech acts most often used in the Million Dollar Dream Novel by Endah (2011). There are many speech acts spoken by Riana in which the speech influences a person's attitude towards reality which often occurs. The researcher sort out the speech acts contained in this novel, which are included in the category of perlocutionary acts.

## II RESEARCH METHODS

The research method or scientific method is a procedure or steps to obtain scientific knowledge or information. Therefore, the research method is a systematic way of gathering information. While the research technique is a way of doing research methods. Research methods usually mean forms of research.

Descriptive qualitative method used in this research. The qualitative method that the researcher uses as a research and analysis instrument is carried out continuously from the beginning of the research to data analysis. Research has what is called a research methodology. What is meant by research methodology in analyzing literary works are the steps used by someone in research to collect the information needed to process and analyze literary works. The definition of a research method based on KBBI is a way to find the truth and principles of natural, social, or humanitarian phenomena based on the scientific discipline concerned. In the opinion of Nazir (2014: 26) also states that the scientific research method can be said to be a pursuit of truth that is governed by logical considerations.

There are several types of research methods including qualitative research methods and quantitative research methods, in this case the researcher use qualitative research methods to carry out this final assignment, starting with the definition of qualitative methods. qualitative method, some of you may have heard this term, but it would be nice if the researcher defines it. Qualitative methods are generally used to examine an object, based on the point of view of the in-depth researcher himself. Data is collected through techniques that combine various sources, which can then be analyzed carefully.

An equally important step in research is data collection. Information originating from various sources is processed and analyzed so that it becomes valid information and also supports research results. It is important to understand what techniques and methods should be used in data collection.

This research uses a qualitative descriptive method, where the data is not in the form of numbers but in the form of words. To collect data, the researchers searched from

various sources, namely the internet, library books, newspapers and others. Dollar Novel's book of dreams is the main source in the analysis of this research. As well as other sources related to this research. Based on what the researchers found on the internet, good data in research must meet certain requirements, namely. data must be objective, relevant, current, and representative.

The purpose of this research is to reveal a variety of qualitative information through careful descriptions. The purpose of this descriptive research is to make a systematic, factual and accurate description, picture or painting of the facts, characteristics and relationships between the phenomena investigated (Nazir, 2005: 54). The strategy used in this research is a fixed case research that focuses on the linguistic events of the main character's speech in the Million Dollar Dream Novel. The data in this research are in the form of sentences that contain the meaning of perlocutionary speech acts. The source of information for this research is the Million Dollar Dream Novel by Endah. Data acquisition techniques use library techniques, observe and record. The data analysis technique uses a semiotic reading model consisting of heuristic and hermeneutic reading. The researcher analyzed reading data of the Million Dollar Dream Novel by Endah with the aim of interpreting the meaning of events and incidents in the Million Dollar Dream Novel by Endah and found perlocutionary utterances from the main character of the novel.

Data analysis is an attempt to find useful information for readers by drawing conclusions to support a decision. The analytical method used by the researcher in analyzing the Million Dollar Dream Novel is based on perlocutionary elements contained in the action and psychological approach.

In the analysis according to the structural method, there are various studies that can be taken the Million Dollar Dream Novel by Endah. As said by Gergen (in Murray and Smith, 2008) identified three progressives, namely moving towards a goal, regressive which moves away from the goal, stable, namely there is only a little movement or even not moving at all. In the search conducted by the researcher it was

determined that the method of data analysis must be based on the events that occur in the story, in this case the million dollar dream novel is used as the main measure in this research. The text found in the Million Dollar Dream Novel by Endah is used in collecting narrative data. Narration does not only deal with speech acts, but also with stories about everyday experiences, especially the chaos of everyday life caused by life changes, which in this research functions as perlocuta Riana.

The researchers use qualitative techniques. Research materials can be refined according to existing locations. This technique provides an overview and interprets the meaning of the data as deeply as possible according to the research objective to describe moral values in the Million Dollar Dream Novel. The used in this research is the Keraf which analyzes relationships logically and systematically and the technique used by the researcher in conducting this research is reading and writing techniques.

The material is arranged in the form of words in such a way as to make it easier for the reader to understand the results of this research. The note-taking technique is to record several forms that are relevant to research from the use of written language (Mahsum, 2005:93). Reading and note-taking techniques are steps taken by the researcher in analyzing the novel, which makes it easier to interpret the story or determine the moral message conveyed in the story.

Data collection techniques can be borrowed from texts, notes, fieldwork, and documents. Djajasudarma (1993: 17) states that data that is described according to its nature is its original nature. The collected scientific written material must be intuitively sorted linguistically according to certain scientific criteria, based on the acquisition of grammatical experience of certain linguistic rules as a result of literary research carried out at the beginning of the research. For scientific reasons, it must be carefully compiled in sections. Analysis provides data for the purpose of understanding an issue or

as a means of verifying or disproving previously acquired knowledge or information. Syaodih (2013: 221) explains that the note technique is a technique of filtering information from sources to get maximum results and data during research. Data collection techniques through data source analysis are data collection techniques that collect and analyze data both written and analytical.

The researchers use notes techniques. This technique explores and interprets the meaning of the data as deeply as possible according to the research objective to describe Riana's speech in the Million Dollar Dream Novel. According to Keraf (1997: 165) the literature research method is a data collection method that utilizes books or literature as reference material to obtain conclusions or opinions of experts by obtaining these conclusions as their own method. The approach used in this research is the Keraf which analyzes relationships logically and systematically and also provide that Austin's about speech acts and Kroegeer's about types of referring expressions make sense for the truth to the readers.

Data analysis technique is the process of systematically collecting data so that researchers can draw conclusions. According to Bogdan, Sugiyono's data analysis is a process of systematically searching and comparing data from interviews, field notes and other materials so that it is easy to understand and the results can be shared with others. Analysis based on the data obtained. Data analysis is the process of systematically searching for and compiling data obtained from interviews, field notes, and documentation, by organizing data into categories, describing them into units, synthesizing them, compiling them into patterns, choosing which ones are important and which ones be studied and draw conclusions so that they are easily understood by themselves (Sugiyono, 2014). Presentation of the material in this research makes it easier for researchers to understand the knowledge obtained in the field.

### III RESULTS AND DISCUSSION

There chapter explain the results of research on the types of speech acts and the types of referring expressions used by Merry Riana in Dollar Dream Novel (2011). The results of ther study describe 93 data, consisting of 17 locutionary acts, 30 illocutionary acts, 46 perlocutionary acts, and 71 indexical elements. The description of the results of ther research is adapted to the research objectives, namely to explain Riana's speech act and types of referring expression in Million Dollar Dream Novel (2011). Description of research results are presented as follows.

#### A. Analysis Types of Speech Acts Used by Merry Riana in Million Dollar Dream

- **Illocutionary**

Illocutionary act is a speech act which besides functioning to state or inform something is also used to do something. That is why illocutionary speech acts are called The Act Doing Something. In illocutionary speech acts relevant to giving permission, thanking, ordering, offering, and promising.

Illocutionary acts are very difficult to identify because first you have to consider who the speaker and addressee are, when and where the speech act occurs, and so on. Thus the illocutionary act is a central part of understanding speech acts. Illocutionary acts are carried out through a communicative approach from an utterance. Illocutionary acts are utterances that have a specific function. In every utterance that we produce is also another action performed in that utterance.

Austin's theory the grouping of illocutionary speech acts into 5 parts, namely: The first is judgment, which is a type of non-statement denoted by a jury or arbitrator's decision statement. However, this decision is not final and is only an estimate, calculation or evaluation. It basically yields the truth, or value in unbelievable circumstances. We can say that judgment is a speech act characterized by a right or wrong decision.

The second is assertiveness, namely the type of speech act that uses researcherity, researcherity, or influence. For example: specify, select, message, prompt, hint, warning. This

statement is in accordance with what Nadar said, namely that speech acts are speech acts that result from the existence of power, rights or influence.

The third is commutative, namely the type of speech act that promises or seeks an opponent; something that compels the speaker to do something, including a statement or announcement of an unpromising and unclear purpose or so-called complicity, such as taking sides with something. All of these factors have a clear relationship with judgment and affirmation.

Fourth is behavior, which is a series of types of speech acts, as well as attitudes and social behavior. Examples include apologies, congratulations, compliments, condolences, swearing, and challenges. Behavior can be said as a verbal action that shows interest or sympathy in society.

Fifth, interpretation, which is a type of speech act that is difficult to define. This type explains how an utterance can enter into a series of explanations or conversations, or what we usually call interpreters. For example, I answer, I think, I realize, I explain, I think, I postulate. It should be clear from the outset that there likely still be deviations. Exposure can be said as a speech act used to facilitate understanding.

#### Data 1

"You can take me out of  
Indonesia, but you can never  
take Indonesia out of me"

(Million Dollar Dream, 2011)

This utterances are categorized as behabitive illocutionary speech acts, meaning that there are various types of speech acts and do them with social attitudes and behaviors such as apologizing, congratulating, praising, condolences, cursing and challenging. The utterance above is a challenging speech act marked by the speaker telling you can never take Indonesia out of me the illocutionary is the speaker's love for his country so that love cannot be taken away from him. Whatever price other people offer him cannot be exchanged for the amount of love he has for his country. Wherever the speakers want to go or migrate to the country of people leaving Indonesia, basically in their



heart is the beloved country of Indonesia. The speaker really loves his country, namely Indonesia. The situation of the speaker may be when in a foreign country there are many differences that he sees with his country, maybe in terms of infrastructure, other people's countries are more advanced compared to their country so that there are other people who offer speakers an opportunity to change citizenship, but speakers challenge by saying that their country does not exist. Second to none.

### • Locutionary

A locutionary speech act is a speech act to express something. This speech act is referred to as The Act of Saying Something. When observed carefully the concept of locutionary is a concept related to sentence propositions. Sentences or utterances in this case are seen as a unit consisting of two elements, namely the subject and the predicate. Locutionary speech acts are the relatively easiest speech acts to identify because they tend to be identified without including the speech context included in the speech situation.

In a locutionary speech act, a speaker says something with certainty. The style of the speaker's language is directly related to something that takes precedence in the content of the speaker's speech. Locutionary acts are speech acts that produce meaningful linguistic expressions. A locutionary speech act conveys a message or information from a speaker to his speech partner without any specific purpose or just information.

### Data 1

"life is constantly moving. The human strength is never static. God give us the gift of success in our bodies and minds. I am grateful for having realized it at such a young age I could achieve my goals"

(Million Dollar Dream, 2011 : 1)

*Life is constantly moving* I the words spoken by the speaker are just saying something or informing something and the speaker does not ask the reader to do something. The locutionary in the sentence is that life goes on and never

ends. *The human strength is never static* the location in this sentence is in the sentence itself, the speaker only informs that humans have positive powers that they can change and develop whenever they want, because human strengths not always be like that. *God give us the gift of success in our bodies and minds* the location is that God has provided a success-generating feature in our bodies and minds, it just depends on how we channel it in our daily practice. *I am grateful for having realized it at such a young age I could achieve my goals* The locutionary in this sentence is that the speaker is aware of the power he has without asking the reader to do the same thing. The traditional Mentawai community, especially Taileleu village, is not only men who have known signs through tattoos, but also women. However, in the village of Taileleu the motives for identifying women are not as many as men have in their type. The main sign of recognition for women is *titi dapdap*, tattoos found on the shoulder and chest, the tattoo is a tribal identity. This *Titi dapdap* implies symbolic meaning through the form of Sibalubalu on the shoulder.

### • Perlocutionary

Perlocutionary speech acts are speech acts related to the speech of other people related to non-linguistic attitudes and behavior of other people. The act of perlocutionary speech is called the act of affecting someone. Perlocutionary speech acts include coaxing, deceiving, pushing, annoying, scaring, pleasing, embarrassing, attracting attention, and so on.

In speech act theory, perlocutionary speech act is an action or state of mind caused by saying something. Perlocutionary acts are actions in which illocutionary acts produce a certain effect in or give a certain effect on the recipient. The distraction between illocutionary acts and perlocutionary acts is very important, these perlocutionary speech acts can be called phrases, acts of influencing someone.

### Data 1

"The process of diligently doing my job has naturally taught me the three important things in any struggles: a strong , focused strategies, and relationship with God"

(Million Dollar Dream, 2011:

11)

The perlocutionary in the speech is that the reader reach the goal more quickly because he already knows what is most important in the struggle for this effect that occurs in the reader because the speaker says three important things in any struggles: a strong , focused strategies, and relationship with God the speaker also emphasizes that when the reader has applied these three important things, then whatever field is being worked on on the long journey to success definitely be successful. The speaker wants the reader to work hard in good ways, good intentions, and good determination so that dreams be achieved.

### **B. Analysis Types of Referring Expression Used by Merry Riana in Million Dollar Dream**

#### **• Indexical Elements**

Reference expressions are usually used in nouns by speakers to refer something to the speech partner. Reference identities are defined in different ways and for different types of expressions. Each possible pronoun has a different types of referring expression are found only indexical elements, namely words that refer to something in the speech situation itself. For example, the first sentence is 'I concluded that the harder I work, the more time I need to put in, and the more money I made', the use of the pronoun 'I' refers to the reseacher herself. Then the second sentence, 'We have to be optimistic and we can't give up. We have to be sensitive to everything around us so we can make a good choice that in time be profitable for us'. In ther sentence, there are several pronouns including 'we and us' which are both addressed to the reseacher and invite us to be involved in it.

#### **Data 1**

“We should never limit ourselves or think that we are trapped in a situation forever, we can always develop ourselves through the possibilities and opportunities god has bequeathed upon us”  
(Million Dollar Dream, 2011:

14)

The indexical elements in ther sentence are "we" and "us". The pronouns "we" and "us" are addressed to the reader and the reseacher herself. In ther sentence the reseacher emphasizes and invites readers not to limit themselves or think narrowly, the reseacher invites readers to develop the potential that God has given us, that way we grow and be able to get out of our comfort zone and give results that we can too above average success.

### **C. Researcher Findings**

In ther research, the researcher analyzed the types of speech acts used by Merry Riana in Million Dollar Dream based on Austin's (1962) theory, consists of locutionary acts, illocutionary acts and perlocutionary acts, and types of guiding expressions according based on Kroeger theory (2018) consists of rigid pointers, indexical elements, definite descriptions, indefinite descriptions. The results of the data show that, there are 17 locutionary acts, 30 illocutionary acts, 46 perlocutionary act, and 71 indexical elements.

### **D. Types of Speech Acts**

The first type is locutionary acts there are 17 data in the novel among of them, the first sentence is 'Love is among the most basic things we need as people and love as the amazing ability to bring joy in life no matter how hard things may seem'. Here the reseacher explains clearly that love is our basic need to be able to feel the pleasures of the next life, ther is true to be able to feel even more happiness, the most important thing is that we must have love because without love ther difficult life be much more difficult to live.

The second sentence is 'The final step to success usually presents us with a very difficult challenge'. Here the researcher tells the reader that the final stage in finding success usually has very difficult challenges, the reseacher suggests that the reader does not go through that last stage, because the more difficult the stages that are passed, the closer we be to the steps to success, because most people are getting tired and bored until finally choosing to stop at ther stage, because of that the reseacher reminds readers to never skip ther stage.

The second type is illocutionary acts, in the novel found 30 types of illocutionary, the first is 'I learned to see the reality that not everyone lived well, and that some people were not as fortunate as we were, and were even constantly worried that they would never have enough to get by'. In the sentence contains the meaning of an illocutionary speech act, in which the researcher reminds us of the meaning of gratitude, there are many people out there who are not as lucky as us and if we keep worrying about things that we have not gotten, we continue to feel that we never have enough.

The second sentence is 'People usually bring out the hidden qualities of themselves whenever they are faced with the most difficult situations in their life', The meaning of the expression hidden qualities is that the researcher informs us that each of us has hidden qualities and usually these things present themselves in difficult situations, for example, we cannot defend ourselves at all usually show self defence reflex movements when bad people try to interfere, there is what is called hidden qualities.

The third type is perlocutionary, in the novel found 46 types of perlocutionary, the first is 'We should never limit ourselves or think that we are trapped in a situation forever. We can always develop ourselves through the possibilities and opportunities God has bequeathed upon us'. The meaning contained in the sentence is that we should not limit ourselves with the minds we have, because by always growing, it is likely that the many opportunities that have been entrusted by God continue to increase as well, God's help is of course always beyond the limits of our thinking, so never limit a narrow-minded mind, because for God anything can happen within her control. The second sentence is 'I never thought of my difficult situation during my college years as a dark period of my life. I have never tried to box

them in and toss them a way. Those moments have instead become a drive for me to always lift my spirit up'. The meaning contained in the sentence is that the researcher reminds the reader of the meaning of gratitude, where the researcher never considers her difficult situation during college to be a dark period, but for her, it becomes a trigger to always present a fighting spirit to be even better. That way our enthusiasm increase and make there the basis that we must become successful people in the future.

### **E. Types of Referring Expression**

In the novel *Million Dollar Dream* by Merry Riana, types of referring expression are found only indexical elements, namely words that refer to something in the speech situation itself. For example, the first sentence is 'I concluded that the harder I work, the more time I need to put in, and the more money I made', the use of the pronoun 'I' refers to the researcher herself. Then the second sentence, 'We have to be optimistic and we can't give up. We have to be sensitive to everything around us so we can make a good choice that in time be profitable for us'. In the sentence, there are several pronouns including 'we and us' which are both addressed to the researcher and invite us to be involved in it.

Next in the sentence is 'I tried my best to strengthen then myself and to remain positive. My departure to a foreign country without my parents was probably God's way to prepare me for my independence. It was a huge challenge for me', there are several pronouns namely 'I and my' where both are also addressed to the researcher herself, the researcher tells how he tried her luck while abroad where he was alone without her parents and only had positive thinking capital, that way the researcher believes that God has prepared the best possible for her, even though it is an extraordinary challenge, but with positive belief he succeeds in conquering the challenge.



#### **IV CONCLUSIONS**

The researcher found two problems, which are about the types of speech acts and the types of referring expressions used by Merry Riana in Dollar Dream Novel (2011). After collecting all the data, the researcher found that

there are 93 data, consist of 17 locutionary acts, 30 illocutionary acts, 46 perlocutionary act, and 71 indexical elements. There are three types of speech acts according to Austin's theory in 1962, including locutionary, illocutionary and perlocutionary.

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