

## **The Effects of Speech Acts towards Behavior in *Real Steel* Movie**

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### ***Abstract:***

*This research aims to find the types of speech acts and to explain how the effect toward behavior of main character in Real Steel movie. The researcher uses speech act theory by Austin and Searle to discuss the type and effect toward behavior of the main character in the movie. The method used in this research is qualitative method that explained descriptively. Qualitative research is a research conducted with the source of data that comes in form of writing and descriptive means that the researcher would describe the collected data descriptively throughout the thesis. The results of this research, the researcher found the types of speech acts namely locution, illocution, and perlocution, locution consist of five classifications namely to describe something, to declare the amount, to declare the name of a place, to declare the name of an object, and to declare ownership. Illocution itself consist of five types, namely assertive, descriptive, commissive, expressive, and declaration. While perlocution itself consist twelve types, but the researcher only found five types that contained in the dialogue to convince the listener, to scare the listener, to remind the listener, to make the listener do something, and to make the listener aware of something. As for the effect on behavior, the researcher concludes in two parts, namely whether include in a positive effect or negative effect on the behavior of speaker or speech partner.*

***Keywords:*** *speech acts, behavior*

## **INTRODUCTION**

Literature is a human-made, a result of thought or imagination that is written or spoken, later it transforms into a literary work such as novels, prose, poetry, film, and drama. Learning literature is important for human life because studying literature is studying life. According to Abrams (2009, p.212) human beings as an integral part of a social organization, are regards as the primary subject matter of the major form of literature. In other words, literature always involves every aspect of life, such as on social, moral, psychology and religion. In social life, a language is a tool for people to communicate with each other. Through language, people can communicate and share their feeling, emotion, intention, information, or learn about the cultures of a certain region.

Every person uses language as a way to communicate. Language influences human life as the bridge to have a relationship with other people or society. Sometimes, people do not aware that they use the language by making unstructured utterances in communication but it is not a problem because the most important is that their speech could be accepted and there is not any misunderstanding between speaker and hearer when they have conversation or communication. Yule (1996, p.47) in his book say that in the effort to express and asserting himself, people not only produce or show actions in that language. The researcher uses the theory of speech acts there is a theory of illocutionary acts by John. R Searle and theory of perlocutionary acts by Austin J. L. and uses a movie entitled *Real Steel* directed by Shawn Levy.

## **LITERATURE REVIEW**

### **SOCIOLINGUISTICS**

Language is essential in human life. People need language as a tool to interact with each other in society simply to express their ideas and their feelings. Without language, people will have difficulties to do their activity in daily life. A study that focuses on language and society is called sociolinguistics.

There are several possible relationships between language and society. One is that social structure may either influence or determine linguistic structure and behavior. Certain evidence may be adduced to support this view: the age-grading phenomenon whereby young children speak differently from mature adults; studies which show that the varieties of language that speakers use reflect such matters as their regional, social, or ethnic origin or possibly even their sex (gender); and other studies which show that particular ways of speaking, choices of words, and even rules for conversing are in fact highly determined by certain social requirements. The second possible relationship is directly opposed to the first: linguistic structure and behavior may either influence or determine social structure. The third possible relationship is that the influence is bi-directional: language and society may influence each other. One variant of this approach is that this influence is dialectical. The fourth possibility is to assume that there is no relationship at all between linguistic structures and that each is independent of the other. A variant of this possibility would be to say that, although there might be some such relationship, it presents attempts to characterize

it are essentially premature, given what we know about both language and society. These variant views asocial linguistics as a preliminary to any other kind of linguistics, such as asocial approach being, in his view, and logically prior.

## **PRAGMATICS**

People utter information and express their ideas to those they address. A person can have a certain goal and the outcome of the communication depends on the hearer how they perceive the message. It is important to acknowledge the relation between language and the context in the structure of a language. There are advantages and disadvantages of studying language using pragmatics. "The advantage of studying language via pragmatics is that one can talk about people's intended meaning, their assumptions, their purposes or goals, and the kinds of actions (for example, requests) that they are performing when they speak. The big disadvantage is that all these very human concepts are extremely difficult to analyze consistently and objectively" (Yule, 1996, p.4). Therefore, to understand the meaning of the utterances said by the speaker, the interlocutor should learn certain speech acts by John R. Searle.

## **SPEECH ACTS**

The term 'speech act' was found by the linguist named Austin (1962) and it was developed by another linguist named Searle (1969). They explain that people describe situations and communicative actions in a conversation when they use language or words.

Generally, when someone speaks in particular contexts, they also perform a certain act. Austin (1962, p.12), states that to say something is to do something or in which by saying or in saying something we are doing something. It means while the speaker saying something, the speaker also doing something like the offer, an explanation, a statement or for some other communicative purposes. In other words, the researcher explains that Speech Acts is an event that occurs between the speaker and the listener where the speaker delivers an utterance to the listener in the hope that he will get a response from the listener or does not expect a response at all.

Speech acts are quite essentially pragmatics because it is created when the speaker makes an utterance to the hearer in context and must be interpreted as an aspect of social interaction. To make an effective social interaction the speaker and hearer should acknowledge the context and interpret the meaning of the context based on the contexts.

## **LOCUTIONARY, ILLOCUTIONARY AND PERLOCUTIONARY**

Austin divided three kinds of acts: locutionary, illocutionary and perlocutionary act.

### **Locutionary**

Locutionary act is the basic act of utterances and the act of saying something. The meaning of the speech usually based on a fact or real situation. In locutionary act, the information that delivered is substantive. This speech does not contain the hidden meaning behind the utterances. The locutionary act contain three sub-acts, namely phonetic, phatic and rhetic.

### **Illocutionary**

Illocutionary act is an action performed by the speaker to produce an utterance. In uttering a sentence, by the conventional force associated with it (or with its explicit performative paraphrase). In other words, this act is directly connected to speaker intentions like requesting, threatening, giving commands, stating and many others. The effect of the utterance is contextual, depends on the intentions of the speaker.

### **Perlocutionary**

Perlocutionary act is speech to produce an effect on the hearer. When the speaker says something and it gives an effect or result to the hearer it produces perlocutionary act. This act only succeeds if the hearer did or gives a verbal response to the speaker. In other words, the researcher explains that Perlocutionary is an effect that is done by the listener after hearing what is said by the speaker where the speaker conveys an utterance with a specific purpose to cause a response from the listener whether the listener will accept, reject, or ignore it at all. The example: when A said: it is so dark in here, and B response with a switch on the lamp. In this case, the listener is accepting what the speaker command.

### **THE CLASSIFICATIONS OF ILLOCUTIONARY SPEECH ACTS**

There are several classifications of illocutionary speech acts which use in daily life. According to Searle (1997, p.148), the classifications of illocutionary are assertive, directive, commission, expressive, declarations.

#### **Assertive**

According to Searle (1998, p.148), the point of the assertive speech act is to commit the hearer to the truth of the proposition. It is to present the proposition as representing a state of affairs in the world. Assertive is a speech where the speaker conveys the truth of the expressed proposition, using verbs such as to conclude, affirm, report, deny, etc. It also includes some concluding, replying, denying, stating, suggesting, etc.

#### **Directive**

Searle (1998, p.148-149), states the illocutionary act point of directive is to try to get the hearer to behave in such a way to make his behavior match the propositional content of the directive. They express what the speaker wants, with such words as commands, requests, advice, orders, etc. For instance, " Max: I'm either coming with you, or you're fishing for your keys in the sewer", in this utterance the speaker ordered the hearer to do something for the hearer.

#### **Commissive**

According to Searle (1998, p.149), every commissive is a commitment by the speaker to undertake the course of action represented in the propositional content. Commissive is a speech act that commits the speaker to a future action such as promises, swears, VOWS, and oaths. They express the intention of the speaker.

### **Expressive**

Searle (1998, p.149) states that the illocutionary point of the expressive is simply to express the sincerity condition of the speech act. Expressive is a speech act that expresses the speaker's attitude or feeling towards the proposition using such verb as congratulate, apologize, thank, regret, welcome, etc. It can be caused by something the speaker does or the hearer does, but they are about the speaker's experience.

### **Declarations**

According to Searle (1998, p.150) in a declaration, the illocutionary point is to bring about a change in the world by representing it as having been changed. In other terms, the speaker changes the external condition of an object or situation using utterance. The speaker has to have a special institutional role, in a specific context, to perform a declaration appropriately.

### **Behaviorism**

Behaviorism is a systematic approach to understanding the behavior of humans and other animals. It assumes that all behaviors are either reflexes produced by a response to certain stimuli in the environment, or a consequence of that individual's history, including especially reinforcement and punishment, together with the individual's current motivational state and controlling stimuli. Although behaviorists generally accept the important role of inheritance in determining behavior, they focus primarily on environmental factors. According to Skinner (1974) states that "behaviorism is not the science of human behavior, it is the philosophy of that science." (p.11). In other words, the researcher explains that Behaviorism is a philosophy that is based on the proposition that everything that an organism does, including actions, thoughts, or feelings can and should be considered as behavior.

## **RESEARCH METHODOLOGY**

In this research, the researcher uses a movie entitled *Real Steel* as a data source. The primary data are taken from the movie in the form of dialogue. The data are in the form of English words, phrases, and sentences assembled from the conversations used by the characters in the movie that contain illocutionary speech acts. The researcher watches the movie to get the data. The secondary data supported by references such as books, previous journals written by scholars and universities, and internet resources are used to analyze the data collected from the movie. In this study, the researcher was research with qualitative research. According to Denzin and Yvona (1994, p.1), qualitative research is a field of inquiry in its rights. It crosscuts disciplines, fields, and subject matter. It is descriptive qualitative research because it attempts to describe the linguistics phenomena found in the movie. The purpose of qualitative research is to understand something specifically, not always looking for the cause and effect of something and to deepen comprehension about something that studied (Moleong, 2009, p.31). The result of descriptive qualitative does not show statistic procedures in analyzing the data, but the results present data in the form of

description. It is because of the data that collect is words and may picture, not numeral data. Because of this, the report consists of a quotation to give the image of the report. In a qualitative approach, the researcher makes an accurate explanation to analyze and present what has been found.

## **FINDINGS AND DISCUSSIONS**

### **TYPES OF SPEECH ACTS**

The researcher found that locutionary is divided into five, namely to describe something, to state the amount, to state the name of the place, to State the name of something and to declare ownership and the most dominant is to describe something that is as much as eight times the utterance. Whereas illocutionary is divided into 5 namely assertives, directives, commissive, expressive, and declarative and the most commonly found is assertive which is six times utterance while declarative is not found. The last is perlocutionary, researcher found five classifications namely to convince the hearer, to hear the hearer, to alarm the hearer, to make the hearer to do something, and to make the hearer realize something.

#### **Locutionary**

Locutionary act is the basic act of utterances and is the act of saying something. The meaning of the speech usually based on a fact or based in real situation. In locutionary act, the information that delivered is substantively. This speech does not contain hidden meaning behind the utterances. The locutionary act contain three sub-acts, namely phonetic, phatic and rhetic. In this research, researcher found five types of locutionary that is to describe something, to state the name of the place, to state the name of something, to state the amount, and to declare ownership. The examples of locutionary uttered by character in RealSteel movie can be seen below.

#### **1. To describe something**

Charlie: "I saw how scared you were at Crash Palace. The places that would let you fight this robot would make you pee your pants." (46:05-46:12)

In the previous excerpt, this happened when they were in Bailey's garage and Max kept asking Charlie for the robot match. Max felt that the old robot he had just discovered could be invited to fight against other robots while Charlie was not sure that even according to Charlie, Max could not control the robot. Charlie said that Max would pee in his pants once he entered the arena of the robot match.

The researcher explains that the character used locutionary especially to describe the feeling of the hearer when Charlie said "I saw how scared you at Crash Palace. The places that would let you fight this robot would make you pee your pants". The reason Charlie only describes the feeling of Max. Charlie illustrates where they compete even scarier than before, even it makes you wet. Charlie only says statement and did not expect a response from his listener.

2. To state the amount

Charlie: "What are you? Like nine? Ten?"

Max: "I'm eleven"

Charlie: "are you sure you're eleven?"

Max: "yes. I'm sure I'm eleven" (1:09:51-1:09:59)

In this excerpt, this figure happened when interrupted between Charlie convincing Max to dance Charlie asks about Max's age. Charlie felt his robot had been damaged because it did not obey what was ordered by Charlie then Max tried to rule in Japanese and the robot did what was ordered by Max. Max said that he got this ability from playing games that use Japanese.

3. To state the name of the place

Charlie: "I told your aunt I'll get you to New York at the end of summer".  
(20:19-20:22)

This excerpt happened when Charlie tells Max that Charlie would take him to aunt Debra to New York after the summer is over and Max does not need to ask for more money to live alone out there. Max does not want to stay with Charlie because Charlie has sold it to Debra, Max wants half the money Marvin gave Charlie and plans to use the money to survive until Debra has finished the vacation. But Charlie felt that this was impossible and explained to Max that he had used the money and he would return Max to Debra after the holidays.

The researcher explains Charlie used locutionary especially to state the name of the place when he said "I told your aunt I'll get you to New York at the end of summer". The reason why the character used locutionary especially to state the name of the place because Charlie wanted to explain to Max that he would deliver Max to aunt Debra in New York.

4. To state the name of something

Charlie: "Noisy Boy's in there. You ever heard of him?"

Max: "Of course. He fought Rubicon" (21:14-21:18)

This figure happened when they were in Bailey's workshop and open the chest containing Noisy Boy, the robot Charlie just bought from Marvin's money. Charlie asks Max if he knows Noisy Boy, and Max replies that he knows who the robot is in front of them and he also knows that Noisy Boy has often been dealing with Rubicon, a great robot too.

The researcher explains Charlie used locutionary especially to state the name of something when he said, "noisy boys in there". The researcher explains the reason why the character used locutionary especially to state the name of something because Charlie want to tell that the robot that came out of the box was named Noisy Boy. Charlie doesn't need a response from the hearer.

5. To declare ownership

Max: "It's my robot! It took me half the night dragging him out of there. He is Mine." (43:22-43:28)

This figure happened in the Bailey's workshop. Max states that Atom is his robot and does not want anyone to damage or tamper with it. Max is not happy because Charlie and Bailey fiddled with his robot without his permission. Max felt that he struggled all night to be able to bring the robot home and did not want if there were other people who wanted to change or damage the robot. The researcher explains Max used locutionary especially to declare ownership because Max wants to state and tell anyone that the robot is his robot.

**Illocutionary**

Illocutionary act is an action performed by speaker to produce an utterance. In uttering a sentence, by virtue of the conventional force associated with it (or with its explicit performative paraphrase). In other words, this act is directly connected to speaker intentions, i.e. requesting, threatening, giving commands, stating and many others. The classifications of illocutionary are assertive, directive, commissive, expressive, and declarations.

1. Assertive

Max: "I told you we shouldn't have sold him"

Charlie: "Ok Ok." (1:26:16-1:26:19)

This figure happened when Max and Charlie just won the race. Max who still feels great, even then reassures Charlie that what Max said earlier is true that they should not sell their robot because their robot is great and will make even more money, Charlie also admitted that what Max said was true.

The researcher explain Max used illocutionary when he said "I told you we shouldn't have sold him". The researcher explains Max who felt this match won because he expressed the opinion that they were very lucky because they did not sell the robot. If they were to sell it surely, they would not make money like now.

2. Commissive

Charlie: "one... two... three! that's it. I got you. You're safe. You're safe. All right, I got you. You all right?"

Max: "Yeah." (38:50-39:00)

In the figure above, the dialog happened in edge of the warehouse for used goods. they went there at night because they wanted to pick up used goods without being noticed by those who owned the warehouse but because the two characters were too busy talking about the problem of robot matches that started from the match of fellow humans, max did not see where he stood, that is on the edge of the cliff but it was too late for Charlie to remind because Max had already fallen but Max was lucky because he was stuck in a robotic hand so it didn't fall into a deep ravine.

Based on the excerpt, the researcher explains character used illocutionary commissive when he said “You're safe. You're safe” simply to promising. Charlie wants to promise that Max is safe in Charlie's hands. Charlie has caught him, he has promised that Max is safe and will not fall again. The researcher explains used commissive illocutionary because Charlie is only concerned with the benefits or safety of the Max even exceeding his safety. He really hugged Max hardly because he almost had to lose max forever.

### 3. Directives

Charlie: “yeah. I called her. Look at us. We're a mess”

Max: “we're fine. She can leave! Atom's fighting good. We can make the money back. Charlie, please. Charlie, we're doing so good. Charlie, please no. don't. don't. don't. please. Please”

Charlie: “trust me, kid. It's better this way, all right?” (1:30:18-1:30:55)

The figure above happened in the side of the road. Charlie said he called aunt Debra to picked up Max because Charlie felt Max has been through a hard night during his time with him, before that, Max witnessed a fight between his father and the debt Collector. Charlie does not want that to happened again so Charlie called Aunt Debra to pick Max, but Max refused because he felt he already had a bond with his own father, Max felt comfortable living with his father even though their lives were hard, but Charlie reassured Max that he should have a better life so he would not be like him.

From the excerpt above, the researcher explains the characters used illocutionary directives when he said “Charlie, please. Charlie, we're doing so good. Charlie, please, no. don't. don't.” simply to begging. The researcher explains the character used directives illocutionary was because he wants Charlie do what he wants but Charlie ignore it so Max was begging to him to stayed with him.

### 4. Expressive

Max: “That's scaring you, isn't it?, don't do this again?”

Charlie: “Get in, just get in. Give me the keys first!”

Max: “Wait till I get in the truck. Thanks, Big Pops. Sweet ride.”

Charlie: “Put on your seatbelt and don't talk.” (24:04-24:23)

The figure above happened in the truck when in the dialog before Max threatened Charlie would drop his truck key if he didn't invite Max to joined with him. After pretending he would drop the key into the gutter and make Charlie surprised, Charlie finally allowed Max to joined with him.

From the excerpt above, the researched explains the characters used illocutionary expressive when he said “Thank, Big pops” simply to thanking. Max wants to thank Charlie for allowing Max to go with Charlie even though he threatened to Charlie's truck key before.

### **Perlocutionary**

1. To convince the hearer

Charlie: “Look at me. Look at me. That’s it! You don't have to be scared. I got you!”

Max: “It’s so far!”

Charlie: “It’s OK. I got you. Give me your other hand. Nice and slow.”  
(38:10-38:19)

The figure above happened when Charlie and Max were in a used goods warehouse. Max who was not careful in stepping finally fell into a cliff and only stuck in the hands of a buried former robot. Charlie was very worried, tried to calm Max down and promised to help him.

From the excerpt above the researcher explain characters used perlocutionary when he said “It’s OK. I got you. Give me your other hand. Nice and slow.” simply to convince the hearer. The researcher explains the characters used perlocutionary especially to convince the hearer was to convince that Max is doing what Charlie ordered even though Max was worried and unsure that what Charlie had ordered would work but Charlie reassured by saying "It's OK. I got you" then finally made Max sure that Charlie would help him and won't let him fall.

2. To frighten the hearer

Charlie: “You stay put. I’m going to look for parts.”

Max: “I’m coming with you. That drink has my heart pounding. If I sit in this truck by myself, my head will explode.”

Charlie: “Whatever. Just keep up.” (34:23-34:32)

The figure happens when Charlie wants to find used goods to fix his robot in a warehouse without permission or can be called a steal. Charlie did not want to bring Max inside because he was worried that Max would not be able to pass the spotlight that was guarding the warehouse. It takes speed and caution to get past the spotlight, but Max threatened that if he did not come, he would explode in the truck alone. He reasoned because before he drank a drink from Charlie and would blow himself up if he was left alone. And finally, Charlie allowed Max to come on condition he had to be careful and stay behind him.

3. To alarm the hearer

Charlie: “All right, keep up. These searchlights are automated, but you got to time them right, so stay close. It’s all right”. (34:59-35:07)

The figure above happened when Charlie and Max were trying to pass the warehouse guard's spotlight to be able to enter the warehouse and steal some parts to be able to repair the robot. Charlie reminds Max that there are automatic spotlights so they must be careful and avoid immediately if the spotlights are facing them.

From the excerpt above, the research explains the characters used perlocutionary especially to alarm the hearer when he said, "All right, keep up. These searchlights are automated, but you got to time them right, so stay close. It's all right". The researcher explains the characters used perlocutionary especially to alarm the hearer was Charlie didn't want the two of them to be caught by the spotlight that guarded the warehouse, so Charlie always reminded Max to always be careful, the next excerpt is another example of the main character's utterance that has the effect of alarming.

4. To get the hearer to do something

Max: "Show him what to do. You have to fight the last round"

Charlie: "Don't ask me. Don't"

Max: "Charlie... please. I beg you"

Charlie: "Are you kidding me with those eyes? Damn it!"

Max: "Yes!" (1:51:34-1:51:58)

The figure above happened when Charlie and Max are in a match where their robot almost loses because the listener system is damaged so that it cannot hear the commands given by Charlie. Then Max begs Charlie to want to use shadow mode where the robot will imitate Charlie's style through his eyesight. Charlie refused because Charlie didn't want to recall his past days because Charlie didn't want to fight anymore. But Max begged Charlie to do it, and finally Charlie did.

From the excerpt above, the researcher explains the characters used perlocutionary especially to get the hearer to do-something when he said "Charlie... please. I beg you". The researcher explains, the character used that perlocutionary was Max really wants Charlie to control his robot with a shadow mode where Charlie would box outside the ring and the robot will imitate Charlie's style from inside the ring. Max wants Charlie to do it because that's the only way to win. Below is another example of the main character's utterance that has the effect of the hearer to do something.

5. To get the hearer realize something

Max: "You never gave him a chance"

Charlie: "He wasn't that good"

Max: "Noisy Boy was a great robot"

Charlie: "Was, was a great robot" (33:05-33:09)

The figure above happened when the characters lose the robot match. Max convinces Charlie that Noisy Boy is a good robot just because Charlie can't control it properly resulting in them having to lose Noisy Boy. But Charlie still believes that Noisy Boy was once great put now is not.

From the excerpt above the researcher explains characters used perlocutionary especially to get the hearer realize something when he said, "Was, was a great robot".

## **THE EFFECTS OF SPEECH ACTS TOWARDS BEHAVIOR**

### **Positive Effects**

Max committed illocutionary speech acts when Max said: “I told you we shouldn't have sold him”, and was answered by Charlie: “ok ok”, here Max reiterates that his opinion so far is indeed true that would not sell his robot because the robot is able to defeat other robots, Charlie who trapped his own talk finally admitted that he was wrong all this time and admitted that Max was right. It can be seen that the speech partner agrees and is in line with the opinion of the speaker. while in behavior, Charlie, who initially was always insistent with his opinion and did not want to hear other people's opinions, finally could not do anything because it was clear that Max's decision was very correct, here the first time Charlie agreed with the opinions of others.

### **Negative Effects**

In excerpt 28, the researcher explained) that Max committed Illocutionary speech act when Max said: “give me two second, let me look at something!” which gets a negative response by Charlie, Charlie does not believe that Max can fix the robot. Max also proved that he could fix it. Here there is no significant change in behavior because Max is considered trivial directly proving that he really can without feeling arrogant or angry.

## **CONCLUSION**

Based on the results of the study, the researcher concluded that the speech acts can make different effects toward behavior. The effect varies depending on how the speaker is delivering and how the listener is capturing the message from the speaker. The findings of this research show that there are three types of speech acts found in the character's conversation in the *Real Steel* Movie. Those types of speech acts are locutionary, illocutionary consisting of assertive, directive, commissive, expressive, and declarative, and the last type is perlocutionary. The frequencies of each type of speech acts are Locutionary consisting of to describe something, to state the name of something, to state the name of the place, to state the amount, and to declare ownership. When the main character performed speech acts in *Real Steel* movie, the main characters also often used the illocutionary which is divided into assertive consisting of: to express opinions and to stated something, directives consisting of: to command, to begging, and to give advice, commissive to promising and to offering, and expressive to condolences. The last types of speech acts that rarely used was Perlocutionary. Perlocutionary is consisting of to convince the hearer, to alarm the hearer. to frighten the hearer, to make the hearer do something, and to make the hearer realize something. From the frequencies, in the locutionary speech acts, to describing something get the highest frequencies, in the illocutionary, assertive get the highest frequencies, and in the perlocutionary, to convince the hearer get the highest frequencies. It means that the characters in *Real Steel* movie mostly uses to describing something, assertive speech and to convince the hearer acts in doing conversation. In character's conversation in the movie which contains speech acts, the findings reveal two effects of speech acts are negative effects and positive effects, the effects of these effects will also

affect behavior. Negative effects usually contain differences of opinion or disagreement while a positive effect contains agreement, cooperate, agree, and please the other person. The fifteen illocutionary discovered by researcher, there are seven excerpts that are included in the positive effect and there are eight excerpts that are included in the negative effect.

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