POLITENESS STRATEGIES USED BY THE ENGLISH LITERATURE STUDENTS

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Abstract

This research is an analysis about the use of politeness strategies in the conversation between students English literature department. The purposes of this research are to classify the strategies of politeness which are used by the students of the third grade during the studying activity and the factor which is support them to use politeness strategies. This research used qualitative method. The researcher analyzes the data based on the Brown and Levinson's theory which explains about the strategies and factors of politeness. The research subject is the students of the third grade of sixth semester in English literature department. The research object is the conversation conducted by them during the studying process. The result of the research showed that the total of politeness strategies used by the students is 53 data. The highest number of politeness strategies used by the students is bald on record strategy. In addition, the lowest number of politeness used by the students is positive politeness strategy. The factors which are influenced the students to use these politeness strategies are social distance, power relation, and the degree of impositions. The most dominant factor which influence students to use politeness strategies is social distance.

Keywords: *conversation, factor, politeness, strategies, students*

INTRODUCTION

In our daily life we use language to communicate with other people because we cannot avoid interaction. Language helps people to understand each other. In addition, as a social creature we have to build a good relationship with other people. To build a good relationship, people need politeness as a tool to make the communication and the relationship among other run well.

Politeness is needed to keep the conversation smooth, keep another person's feeling and maintain the relationship among people. According to Leech (1983) politeness is a form of behavior that establishes and maintains comity and the ability of participants in social interaction to engage in interaction in an atmosphere of relative harmony. The application of politeness strategy occurs when the speaker realizes that saving the hearer's face is important. It would not be polite if a speaker directly gives an order, for example to someone that the relationship is not too close. It may threaten the face of his friend. Communication is the most important step for the social process. The researcher can listen to communicator's politeness when they are interacting.

In our social life, we interact with different kinds of people. They also have the different ways of communication when they are interacting. That circumstance could bring the people misunderstanding in communication. We need to use politeness and understand kinds of politeness strategies because when it is understood we will be able to choose the kind of utterance to use depends on the circumstance and with whom we are talking. That is why politeness strategies are important to be discussed.

Regarding the explanation above, In doing this research, the purposes to be achieved are based on the research question above, there are: 1) To find out the kinds of politeness strategies used by the 3rd year students of English literature department; and 2) to find out the factors making the 3rd grade students of the English literature department choosing the politeness strategies.

Politeness

In communication, people need politeness when they are interacting with each other. Politeness is important to make the communication run well. According to Yule (1996) politeness is a rule or habit which is established and agreed upon as a form of human cooperation in social life. Politeness is one of the branches of pragmatics study. Politeness is the study of how the people interact in their daily life to show their politeness depends on the culture, situation, social distance or closeness. It is also different when we use it depends on the social distance, it will be different when a person talks with his close friend and when he talks with a friend that not too close with the speaker.

According to Brown and Levinson (1978), there are some actions that might threat either positive face or negative face of somebody else. Those kinds of actions are called face threatening act (FTA). The actions that threats negative face include request, order, reminding, advice, suggestion and warning. Then, the actions that might threat positive face are expression of disapproval, criticism, contradiction, disagreement and also bringing bad news of the hearer. Furthermore, there are several actions that threat both positive face and negative face namely complaint, interruption, threat and also strong expression of emotion. There are several ways to convey FTA. It can be conveyed directly, more politely, or indirectly. These ways are called politeness strategies.

Regarding the utterance situation, Leech (1983) stated the several aspects contained in the utterance situation. These aspects are:
a. The participant consists of the speaker and the listener.
b. The context of the utterance.
c. The purpose of the utterance.
d. Speech as a form of action or activity.
e. Utterances as a verbal products.

The rules of politeness are different in each culture. In one culture it may be polite but in the other culture it may be impolite. For example in Sundanese when we are making conversation with the person who is older than us it will be impolite when we look at the speaker's eyes. Furthermore, politeness can be used to show awareness of the other person's face in the interaction among people in the university. Each person has to know and be aware that in their interaction there are some norms and rules. So we have to be sympathy and respect for each other.

Politeness Strategies

Politeness strategy is one of communication strategy that focuses on the hearer's face by minimizing the potential conflict when communicating between people by using good words and polite actions (Brown and Levinson, 1978). In general, the basic idea of politeness strategy is an effort or desire to understand people's involvement in language interaction must always be based on satisfaction from fulfilling people's desire. Brown and Levinson (1987) classified the politeness strategies according to how the communicator find the way to minimize the problem which may occur when they are getting interaction. There are bald on record strategy, off record strategy, positive politeness strategy, and negative politeness strategy.

Bald on Record

On the record is the opposite of off the record strategy. When we say something directly about our purpose and what we need. This strategy can only be done if the speaker is not afraid of the response that will be carried out by the hearer. For example:
1) "Lisa, borrow me your book."
2) "Give me your hat."

The instruction above shows that the speaker uses direct strategy without further commotion, since the speaker does not care about the opponent's face. This strategy can also be used if speakers have higher power than the other speaker and speakers do not care if there is no cooperation from the opponent speaker.

Off Record Strategy

When the speaker wants to say something, he/she not always say it directly. Sometime the speaker uses the code which is certainly the other people will understand it. This strategy is also used when the speaker wants to do something but wants to avoid responsibility for doing so. For example:

1) "OMG I forgot to bring money."
2) "Umm… I think I forget where I put my wallet."

The instruction above shows that the speakers allow the listeners to give more than one interpretation of what the speakers say. This strategy does not always succeed because it is depend on the listener's sensitivity.

Positive Politeness Strategy

Positive politeness refers to keep the positive face from the other person. In doing this strategy, speakers give the impression that speakers have the same desire to the other speaker to show friendship between them. For example:

1) "Oh Anne, so beautiful you are. Just the girl I wanted to see."
2) "I'd appreciate it if you'd let me use your computer?"
3) "John, you are really good at solving computer problems."

The example above shows that the speaker can satisfy the addressee's positive face wants by emphasizing that speaker wants what the hearer's wants. Besides, this strategy also as kind of social accelerator which indicates that speaker wants to come closer to hearer.

Negative Politeness Strategy

Negative Politeness is a kind of politeness which deals with satisfying the hearer's negative face. It concerns with respect behavior. In conducting this strategy, speaker would like to emphasize the hearer's relative power. The characteristic of negative politeness is the use a modal verb. For example:

1) "Would you like to lend me your book?"
2) "Can I ask you something?"
3) "I was wondering if you could help me."

The example above shows that the use of this strategy is more likely if there is a social distance between the speaker and the listener. When the speaker uses negative strategy, it uses to emphasize the speaker's respect for the listener. According to Brown and Levinson (1978:71-83), there are several factors which influences the choice of politeness strategies. People could choose which strategy to use depends on social distance, power relation, and the degree of imposition.

Social Distance

Social distance is a measure of social contact between speakers and the other person to know each other, and how they relate in context (Brown & Levinson, 1987). When the speaker interacts with the listener who has a close relationship with them, they usually use the higher degree of politeness. For Example: John is in the class and he forgot to bring the pen. Then he can tell to his closer friend by saying "Lend me your pen, I forgot to bring it". While when John says it to the person or friend that he does not have the close relationship with him, he may say "Excuse me, would you like to lend me a pen? I forgot to bring it." Based on the example that has been stated before, social distance refers to the relationship between the interlocutors. If two people are so close, they will have a low social distance.

Power Relations

Power is a relationship statement that states how much a person can force others without losing face (Brown & Levinson, 1987). We can use the higher degree of politeness to the person who has the higher power. For example: When Talita asks to her lecturer, she may say, "Sorry Mam, could give the explanation about this material?". Diferrent with if she asks the same question to her friend, she may say, "Hey John, give me the explanation about this." Based on the example that has been stated before, the lecturer has the high power than the students so Talita be more polite than when she speaks with her friends. Furthermore, the higher degree of politeness strategy can be used when one side has more or better information than the other.

The Degree of Imposition

The higher degree of imposition of the object that we talking about, we will choose to use indirect utterance when we speak. It is because the direct utterance is less polite that indirect utterance. For the example when a person want to borrow a pen from someone we may say "Borrow me your pen", while if the person want to borrow something that has the higher degree of imposition than pen he/she may use the indirect utterance, because when the person use the direct utterance such as "Borrow me your diamond.", it will be inappropriate.

So based on the explanation above, politeness is divided into three strategies. The first is bald on record, the speaker uses the direct utterance. Second is off record, the speaker uses code in hopes the listener will understand it. Third is positive politeness, the speaker gives impression to the listener to show friendship between them. The last is negative politeness, deals with satisfying the listener's negative face. Furthermore, those strategies are also influenced by several factors. There are social distance, power relations, and the degree of Impositions.

METHOD

The researcher used descriptive method because the result of the research would be explained by descriptive sentences. The politeness strategies used by the third grade students could be explored systematically and accurately based on Brown and Levinson theory about politeness strategy.In this research, the researcher not only collected and arranged the data, but also, interpret the data and interview the objects of this research to get the best result. The researcher used the descriptive method in this research, in conducting this research the researcher did some ways to collect data, such as doing observation and interview. The first technique is observation, during observation, the researcher takes a seat at the back to investigate the use of politeness strategies in student's utterances. Then, the researcher records the conversation of the students by using video recorder. After getting the data, the researcher writes the script from the recording to determine easily the parts of the dialogues which contain the certain forms of politeness. The second technique is interview, the unstructured interview technique was used in this research to obtain information directly through question and answer whits informants without preparing the question. The interview is aimed to support the result of the research about the factors which influence the use of politeness strategies. The researcher interprets the data in data analysis.The researcher's supervisor and classmate checked the findings data and the data interpretation through discussions and gave some suggestions about the findings. After analysing the data, the researcher draw a conclusion based on the finding from the study. Suggestions are also needed to make this study more correct and complete.

FINDINGS AND DISCUSSION

From the video and voice recorder, the data which have been collected belong to all strategies of politeness: 1) Bald on Record, 2) Off Record, 3) Positive Politeness and 4) Negative Politeness. These data are divided into the fourth of politeness strategies as showed in the table below.

No.	Politeness Strategies	Number	Percentage (%)
1.	Bald On Record	22	41%
2.	Off Record	10	19%
3.	Positive Politeness	9	17%
4.	Negative Politeness	12	23%
	TOTAL	**53**	**100%**

Based on the data percentage above, it can be considered that the highest percentage of politeness strategies used by the student is bald on record strategy which attains 41%. In addition the fewest percentage of politeness strategy is positive politeness which only has 17%. The data below are some utterances from the students which have been chosen by the researcher as an utterance samples which is containing politeness strategies. Further description is in these data table.

1. Strategies of Politeness

a. Bald on Record Politeness Strategy

According to Brown and Levinson (1987) bald on-record politeness strategy is used when the threat of the hearer's face is very small or in situations where the speaker has more power than the hearer. There are student's utterances samples including to bald on record.

No.	Data Code	Utterance
1.	Datum04/S4/BOR	*Mending ge pang motokeunuranglah.* (It is better just to take a picture of me.)
2.	Datum11/S5/BOR	*Tan dieukeun cai nu kamu.* (Tan, bring your drinking water here.)
3.	Datum41/S4/BOR	*Cik feb pangmukakeun panto.* (Feb, open the door.)

b. Off Record Politeness Strategy

Off record strategies allows the listeners to give more than one interpretation of what the speakers say. The statement as the result is not directly addressed to the hearers Brown and Levinson, 1987). There are student's utterances samples including to off record.

No.	Data Code	Utterance
1.	Datum01/S13/OR	*Barusan ga kedengeran.* (Just now it does not sound.)
2.	Datum24/S13/OR	*Ya Allah ieu hawa meni panas meni hareudang.* (Ya Allah the weather is so hot itis really hot.)
3.	Datum13/S5/OR	*Itugeurapulpennakalahmurag.* (Well, the pen just fell.)

c. Positive Politeness Strategy

Positive politeness is a strategy which is oriented towards the face saving or the positive self-image of the hearers. It promotes solidarity and friendship between the two parties involved (Brown and Levinson, 1987). There are student's utterances samplesincluding to positive politeness strategy.

No.	Data Code	Utterance
1.	Datum22/S13/PP	*Ifa bawa kue. Ayang mau ga?* (Ifa bring a cake. Do you want it, Ayang?)
2.	Datum37/S6/PP	*Iya jadi kan bahasa teh ada di dalam pikiran kita, nah dari bahasa dan pikiran kita itulah akhirnya tercipta budaya.* (Yes, the language is in our minds, so from our language and mind, finally it creates the culture.)
3.	Datum14/S5/PP	*Hehe makasih cantik.* (Hehe thanks pretty.)

d. Negative Politeness Strategy

Negative Politeness strategy intends to create distance between the speaker and the listener to show respect. It also performs the function of minimizing particular impositions of the listener (Brown and Levinson, 1987). There are student's utterances samplesincluding to negative politeness strategy.

No.	Data Code	Utterance
1.	Datum32/S7/NP	*Mel bolehminjembukucatetanga?* (Mel, may I borrow your notebook?)
2.	Datum38/S3/NP	*Teh Iis, boleh minjem motornya?*

		(The Iis, may I borrow your motorcycle?)
3.	Datum40/S2/NP	*Mel, maaf boleh pinjem tipe x nya?* (Mel, sorry can I borrow your tape x?)

2. Factors of Politeness Strategies

After categorizing the whole data of politeness strategies, then the researcher classifying the politeness strategies which are influenced by several factors: 1) Social Distance, 2) Power relation, and 3) The Degree of Impositions as showed in the table below.

TABLE 6
FACTORS WHICH INFLUENCED STUDENTS TO USE POLITENESS STRATEGIES

No.	Factors of Politeness Strategies	Number	Percentage (%)
1.	Social Distance	39	74 %
2.	Power Relation	1	2 %
3.	The Degree of Impositions	13	24 %
	TOTAL	53	100%

Based on the data percentage above, it can be considered that the highest percentage of the factors which influenced the students to use politeness strategy is social distance which attains 74%. In addition the fewest percentage of factors which influenced the students to use politeness strategy is power relation which only has 17%. The data below are some example of politeness strategies which is influenced by several factors, as follow:

a. Social Distance

Social distance is a measure of social contact between speakers and the other person to know each other, and how they relate in context (Brown and Levinson, 1987). The utterances below are the example of politeness strategy which depends on this factor.

No.	Data Code	Utterance
1.	Datum49/S1/BOR	*Mawa cai teu?* (Bring the drinking water?)
2.	Datum51/S4/NP	*Wios nitip beli cai?* (May I entrust to buy water?)

b. Power Relation

Power is a relationship statement that states how much a person can force others without losing face. It means when people who have power or authority over us than those who do not, we tend to use a greater degree of politenesscontext (Brown and Levinson, 1987). The utterance below is the example of politeness strategy which depends on this factor.

No.	Data Code	Utterance
1.	Datum36/S3/NP	*Bal tolongjelasinsoalnyaakubelumngertitentangini.* (Bal could you explain because I don't understand this.)

c. The Degree of Impositions

The higher degree of imposition of the object that we talking about, we will choose to use indirect utterance when we speakcontext (Brown and Levinson, 1987). The utterances below are the example of politeness strategy which depends on this factor.

No.	Data Code	Utterance

1.	Datum34/S4/BOR	*Feb aya pulpen teu? Mun aya nginjeum euy urang.* (Feb, is there a pen? If yes, I borrow it.)
2.	Datum43/S4/NP	*Hampuraihurangnginjeumheuladuit. Kepastidigantian.* (Sorry, I borrow the money. It will definitely be returned later.)

Discussions

1. Strategies of Politeness

a.   Bald On Record Politeness Strategy

The bald on-record politeness strategy is used when the threat of the hearer's face is very small or in situations where the speaker has more power than the hearer (Brown and Levinson, 1987). These data below are some analysis of this strategy.

Datum 04/S4/BOR
S4   : "*Horeamaing.***Mending ge pang motokeunuranglah.**"
           (I am lazy, it is better just to take a picture of me.)
S1   : "*Sokatuh sing benerihgayana.*"
           (Look up your pose.)
Context: The conversation above is uttered by S4 and S1. The conversation happened when S4 asked S1 to go to the canteen because the situation of the class was boring.

The sentence '*mending ge pang motokeunuranglah.*' has English meaning 'it's better to just take a picture of me.' This data is categorized as bald on record strategy because S4 as the speaker has more power than the hearer, so S1 more followed S4's willingness to take a picture of him than fulfilling his desire to go to the canteen. Here is another example:

Datum 11/S5/BOR
S5   : "**Tan dieukeuncai nu kamu**. *Uranghayangnginum.*"
           (Tan, bring your drinking water here. I want to drink)
S15   : "Beli dong. Hahaha..yeuh."
           (buy it by yourself. Haha…. Take it!)
Context: The conversation above is uttered by S5 and S15. The conversation happened when the S5 ask for S15's drinking water.

The speaker above uses direct strategy by saying 'Tan, bring your drinking water here'. S5 also explained the reason why S15 had to give her drinking water by saying 'I want to drink'. It is considered as bald on record politeness strategy because the instruction is clearly stated to S15 without further commotion. Here is another example:

Datum 41/S4/BOR
S4: "**Cikfebpangmukakeunpanto,***di kelashareudangkieu duh nepi ka ngesang*."
      (Feb, open the door, it is very hot in this class. I am sweating)
S1: "*Heehnyapanonpoekuatkamentrangkitu.*"
      (That is right, the sun is sweltering)

Context: The conversation above is uttered by S4 and S1. At that time, the weather in the class is so hot because the sun bright so shine. Because the weather was like that, it is make S4 asked S1 to open the door by saying 'Feb, open the door.'

The bold clause is considered as bald on record politeness strategy because the speaker is not afraid of the response that will be carried out by the hearer.
b. Off Record Politeness Strategy

Off record strategies allows the listeners to give more than one interpretation of what the speakers say. The statement as the result is not directly addressed to the hearers (Brown and Levinson, 1987). These data below are some analysis of this strategy.

Datum 01/S13/OR
S13 : "*Aduuhhh***barusangakedengeran.**"
    (Ouch I did not hear that)
Context: The utterance above is uttered by S13 when she wants to write a sentence delivered by the lecturer.

The data above means 'just now it doesn't sound'. The speaker does not hear about what the lecturer said. So she used the off record politeness strategy by not asking a help to write the sentence that is left behind because it can't be heard. Moreover, the speaker not naming the hearer or addressing her friend directly in hopes that someone will help her. Here is another example:

Datum 24/S13/OR
S13 :"*Eh ga jadi ketang nanti aja hehehe*. **Ya Allah ieu hawa meni panas meni hareudang.**"
    (Yaa Allah the weather is so hot it is really hot.)
S11 : "Bilang we pengen di nyalainkipas. Tuhatoshurung."
    (Just say you want me to turn on the fan. Now, it is already on)

Context: In the situation above, the speaker said that the class is so hot by saying 'Ya Allah the weather is so hot it's really hot.' and the sentence is not intended for anyone.

The data above is considered as off record because even though S13 did not say to others, actually she uses the code that she certain the other people will understand it. This strategy is successfully done because S11 immediately turned on the fan by saying 'Just say you want to turn on the fan. Now, it's already on.' Here is another example:

Datum 13/S5/OR
S5 : "**Itugeurapulpennakalahmurag.**"
    (OMG I dropped my pen)
S3 : "*Initeh*."
    (This is it *teh*)

Context: The utterance above occurred when she was wrote the material but the speaker accidentally dropped her pen. In that situation there is a friend beside her. The speaker said that utterance to give a clue and hopes her friend will help S5. Then S3 understand the utterance which S5 gave and helps S5 to take the pen by saying 'this is it *teh*."

c. **Positive Politeness Strategy**

Positive politeness is a strategy which is oriented towards the face saving or the positive self-image of the hearers. It promotes solidarity and friendship between the two parties involved (Brown and Levinson, 1987). These data below are some analysis of this strategy.

Datum22/S13/PP
S13 : "**Ifabawakue. Ayangmauga?**"
    (Ifa bring a cake. Do you want it, Ayang?)
S14 : "Inginiih, hehe."
    (I want it, hehe.)
Context: S13 brings a cake to the classroom, then she offers it to her close friend.

The conversation above contains politeness strategy because the speaker said a sentence 'Ifa bring a cake. Do you want it, Ayang?' to the hearer. It is categorized as positive politeness strategy because the speaker wanted to grow a positive image in order to increase harmony in friendship between them by offering the food that S13 had. This strategy used when the speaker wants the hearer to receive her cake and it is happen because S14 said 'I want it, hehe'. Here is another example:

Datum 37/S6/PP

S3   : "Bal tolongjelasinsoalnyabelumngertitentangini."
      (Bal, explain it please, I didn't understand about it.)

S6   : **"Iyajadikanbahasatehada di dalampikirankita, nah daribahasa dan pikirankitaitulahakhirnyaterciptabudaya."**
      (Yes, the language is in our minds, so from our language and mind, finally it creates the culture.)

Context: The utterance above uttered when his friend asking about something that she don't understand. S6 explains the material that she did not understand by saying 'Yes, the language is in our minds, so from our language and mind, finally it creates the culture.' He gives a very clear explanation in the hope that his friend would understand.

The strategy that appears in this utterance is positive politeness because S6 hopes that the answer can maintain the solidarity that they have built so far.

Datum 14/S5/PP

S5: "*Hehe*makasihcantik."
   (hehe thanks pretty.)

The utterance above shows that the speaker praised her friend about her friend's kindness. This utterance has English meaning 'thanks pretty'. This data is categorized as positive politeness strategy because the speaker utters that praise in order to save the hearer's positive face and engaging the friendship to her friend. In this case, her friend helps the speaker to take something. Then as a thank you, S5 praised her friend.

d. Negative Politeness Strategy

Negative Politeness strategy intends to create distance between the speaker and the listener to show respect. It also performs the function of minimizing particular impositions of the listener (Brown and Levinson, 1987). These data below are some analysis of this strategy.

Datum 32/S7/NP

S7: **"Mel boleh minjem buku catetan ga?"**
   (Mel, could I borrow your notebook?)
S9: "*Ini ma. Eh, shalathelayuu.*"
   (This is it Ma, lets shalat first)

Context: The situation of the conversation above is crowded because the students understood the material at that time the lecturer gave.
The conversation above contains the data of politeness strategy as the speaker said "Mel, could I borrow you notebook?" This utterance considered as negative politeness strategy because the speaker used a modal verb 'could' as a form of politeness towards friends whose books S7 will borrow. Here is another example:

Datum 38/S3/NP

S3: "**TehIis, bolehminjemmotornya?** Mau ketemucustbentarkok di depan gang unsap."
    (The Iis, may I borrow your motocycle?)
S5: "Iyasokini fit kuncinya."
    (Sure, here is the key)

Context: The students were resting when the conversation above took place.

One of the utterances above contains a politeness strategy as the researcher bold the words which mean 'TehIis, may I borrow your motorcycle?' This utterance considered as negative politeness because the speaker speaks with carefully and also be concerned with politeness because S5 is older than S3. This is also proven by the use of modal verb 'May' as the function of minimizing particular impositions of the listener.

Datum 40/S2/NP

S2   : "**Mel, maafbolehpinjemtipe x nya?**"
      (Mel, sorry can I borrow your tipe x?)

Context: At that time, the students were writing some material which has been given by the lecturer. Then, S2 mistakenly wrote the material and said 'Mel, sorry can I borrow your tape x?' to her friend. The bold sentence shows that this data is categorized as negative politeness strategy. By looking at this data, the speaker wants to emphasize her respect for the listener. Besides, the use of modal verb 'can' is one of the characteristics of negative politeness.

2.   **The Factors of Politeness Strategies Used by Students**

The students of third grade in STBA Sebelas April Sumedang could choose which strategy to use in their conversation depends on the factors that influence the using of politeness strategy according to Brown and Levinson (1987). Those are:

a.   **Social Distance**

When people interact with someone who has a close relationship with them, they usually use the lower degree of politeness strategy in their utterances or conversation (Brown and Levinson, 1987) . In this case, the student also chooses the lower degree of politeness strategy, as example:

Datum 49/S1/BOR

S1: "**Mawacaiteu?**"
(Bring the water?)
S4: "*Teumawa. Ka kantin we yuurangmeuli.*"
(No, I do not. Let's buy it in the canteen)

       The bold sentence above shows that the speaker used bald on record strategy because the speaker have a close relationship to the listener so S1 used the direct strategy to his friend by asking 'bring the water?'. Then, the listener is not angry to the speaker because S4 gives the direct answer by saying 'I'm not.' The he continued his utterance by saying 'Let go to the canteen.' Different if the speaker do not have a close relationship with the listener, as example:

Datum 51/S1/NP

S1   : "**Wiosnitipbelicai?**"
      (May I entrusted to buy a water?
      The utterance above was uttered by S1 to his friend who he's not close to him. In this case, he uses negative politeness as shows in the data above which has English meaning 'May I entrusted to

buy a water?'. It is considered as negative politeness because the speaker uses the modal verb 'may'. By looking at the data above, the speaker may have a less relationship to the speaker because he uses the higher degree of politeness strategy with a view to minimize a particular imposition of the listener.

b. Power Relation

Power is a relationship statement that states how much a person can force others without losing face. It means when people who have power or authority over us than those who do not, we tend to use a greater degree of politeness. As example if someone has the power about the knowledge that he/she has than the other person. The uses of politeness strategy will more high because the listener has more power than the speaker or otherwise (Brown and Levinson, 1987). For example:

Datum 36/S3/NP
S3   : "**Bal tolongjelasinsoalnyaakubelumngertitentangini.**"
      (Bal, could you explain because I do not understand this.)

The utterance above shows that the speaker has less knowledge than the listener. It is proven because S3 said 'Bal could you explain because I don't understand this.' Besides, the speaker uses the modal verb 'could' because the listener has the authority over the speaker, so she uses a greater degree of politeness. The power that listener have is some special knowledge or skills that others need.

c. The Degree of Impositions

The degree of imposition is influenced by the object that someone will talk about. The object to be selected affects whether someone will speas k using direct or indirect utterance. The data below shows that the speaker uses the different politeness strategy because the object which will be borrowed has a different value (Brown and Levinson, 1987). For example:

Datum 34/S4/BOR
S4: "**Feb ayapulpenteu?Mun ayanginjeumeuyurang.**"
   (Feb, is there a pen? If yes, I borrow it.)

The utterance above has English meaning 'Feb, is there a pen? If yes, I borrow it.' This data shows that the speaker uses direct utterance to borrow a pen to his friend. The use of direct utterance is because the borrowed object has a low value. In contrast to the object that has high value, the speaker will talk like this.

Datum 43/S4/NP
S4: "**Hampuraihurangnginjeumheuladuit**. *Kepastidigantian.*"
   (Sorry, I borrow your money. It will definitely be returned later.)

The utterance above has English meaning 'Sorry, I borrow the money. It will definitely be returned later.' This data shows that speaker uses the word 'sorry' because money has a high value than a pen. The speaker continued his utterance with 'It will definitely be returned later.' because what he is borrowing is more valuable money than a pen. So, to ensure that he would be given something more valuable than a pen, he continued his utterance with that sentence.

From the explanation above, the researcher found that the most frequent politeness strategy used by the students is bald on record strategy and the most dominant factors is social distance. Based on the observation, the researcher found that there is the correlation between the most frequent politeness strategy, the dominant factor, and the student's closeness. Because the have been together for more than 3 years, thus they are more intimate in having conversation.

CONCLUSION

The researcher found the students applied politeness strategy while they are communicating each other. From the analysis conducts by the researcher there are 53 data occurs in the conversation. The data is divided into 22 utterances of bald on record strategy, 10 utterances of off record strategy, 9 utterances of positive politeness strategy, and 12 utterances of negative politeness strategy. So, the most frequent of politeness strategy used by the student is bald on record strategy. Based on the data analysis, the researcher has found the factors which support the third grade students of the English literature department to use politeness strategies in their conversation. There are social distance, power relation, and the degree of impositions. These factors also are supported by the use of bald on record strategy and negative politeness strategy.

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