

ISBN 978-602-72614-4-0

PROSIDING
SEMINAR NASIONAL



Paramasastra

4



*Bahasa, Sastra, dan
Pengajarannya
dalam Paradigma
Kekinian*

Sabtu, 23 Juli 2016
Kampus UNESA Lidah Wetan
Gedung T2, Lantai 3
Auditorium Prof. Dr. Leo Idra Ardiana, M.Pd.

**FAKULTAS BAHASA DAN SENI
UNIVERSITAS NEGERI SURABAYA**

Editor :
**Mohammad Rokib
Masilva Raynox M.**

<http://fbs.unesa.ac.id>

Seminar Nasional "Paramasastra 4"

"Bahasa, Sastra, dan Pengajarannya dalam Paradigma Kekinian"

PROSIDING

Penanggung Jawab : Prof. Dr. Bambang Yulianto, M.Pd

Dr. Subandi, M.litt

Ketua : Dr. Didik Nurhadi, M.Pd., M.A.

Wakil Ketua : Dr. phil. Agus Ridwan

Sekretaris : Lina Purwaning Hartanti, M.EIL

Editor : Mohammad Rokib, M.A.

Masilva Raynox M., M.Pd

Setting dan Layout : Tim Penerbit

ISBN: 978-602-72614-4-0

Diterbitkan Oleh:

FBS UNIVERSITAS NEGERI SURABAYA

Dilarang memperbanyak atau memindahkan sebagian atau seluruh isi buku ini dalam bentuk apapun, baik secara elektronik maupun mekanis, termasuk memfotokopi, merekam atau dengan sistem penyimpanan lainnya, tanpa izin tertulis dari penerbit.

DAFTAR ISI

PROSIDING SEMINAR NASIONAL PARAMASASTRA 4 2016 "Bahasa, Sastra, dan Pengajarannya dalam Paradigma Kekinian"

Hari, Tanggal : SABTU, 23 Juli 2016

Tempat: Auditorium Prof. Dr. Leo Indradriana, M.Pd. Fakultas Bahasa Dan Seni Universitas Negeri Surabaya

Penyelenggara: Fakultas Bahasa Dan Seni Universitas Negeri Surabaya

BIDANG KEBAHASAAN

Bahasa Indonesia di Simpang Jalan: Kajian atas Struktur Sintaktik Nama-nama Produk Kosmetika Indonesia <i>I Dewa Putu Wijana</i>	1
Perkembangan Struktur Kata Dan Suku Kata Pada Tahap Kalimat Kata Tunggal Hingga Kalimat Sederhana Dan Kompleks <i>Bambang Yulianto</i>	10
Aspek Sintaktis Interjeksi Bahasa Jawa <i>Endang Sri Maruti</i>	28
Fungsi Pelaku dalam Kalimat Pasif Bahasa Indonesia <i>Suher M. Saidi</i>	39
Metode Terjemahan Istilah Asing dari Bahasa Inggris ke Bahasa Indonesia dalam Kamus Besar Bahasa Indonesia Edisi IV <i>Dian Karina Rachmawati</i>	51
Penggunaan Dialek Surabaya pada Film Pendek Culoboyo Juniol Pembelajaran Bahasa Berbasis Kearifan Lokal pada Anak-anak <i>Pheni Cahya Kartika</i>	66
Berita dan Pemberitaan <i>Zakia Habsari</i>	84
Diatesis (<i>tai</i>) dalam Bahasa Jepang (Tinjauan dalam buku <i>Minna no Nihongo</i>) <i>Parwati Hadi Noorsanti</i>	92
Analisis Kasus dan Penyebab Gangguan Berbahasa (Language Disorders) <i>Deden Ahmad Suspendi, David Setiadi</i>	101
Teknik Penerjemahan dalam Cerkak Jawa Timur sebagai Upaya Pemertahanan Bahasa Jawa <i>Ai Siti Rohmah</i>	113
Intercultural Nonverbal Communication among Players of Manchester United Football Club in England <i>Pramesti Kumala Bimawanti, Slamet Setiawan</i>	124

Bill Porter's Speech Style in <i>Door to Door</i> Movie: Cognitive Perspective <i>Yenni Wulandari, Slamet Setiawan</i>	138
The Reception of Jokes on 9GAG's Meme by Lecturers in English Department <i>Iffatur Nyssa Putri, Dian Rivia Himmawati</i>	155
Pemakaian Ejaan pada Bahasa Indonesia Tulis Anak Usia 9—11 Tahun: Perkembangan dan Kesalahan <i>Syamsul Ghufron</i>	172
Analisis Semiotik pada Iklan-iklan Aqua di Media Televisi <i>Bunga Diantirta YP</i>	186
An Analysis of Slang Words used in Social Media <i>Wahyu Trimastuti</i>	197
Konstruksi Teks Bahasa Jepang -Tinjauan Melalui Sudut Pandang Bentuk Pengulangan- <i>Didik Nurhadi</i>	204
Modifikasi Intern pada Kosakata Bahasa Jawa Dialek Banyumas Grup SPGN 85 dalam Media Sosial <i>Whatsapp</i> <i>Yani Paryono</i>	227
Pencemaran Nama Baik: Kajian Linguistik Forensik <i>Mintowati</i>	237
Estetika Bahasa Dalam Bunyi Artikulatoris Sistemis <i>Budinuryanta Yohanes</i>	245
Penggunaan Bahasa Indonesia dan Bahasa Asing dalam Judul Acara di Televisi Nasional: Analisis Deskriptif <i>Yulia Agustin, Sulis Setiawati</i>	256
Analisis Lirik Lagu " <i>Honjitsu Wa Seiten Nari</i> " -Tinjauan dalam Fonologi dan Morfologi Bahasa Jepang- <i>Masilva Raynox Mael</i>	263
Kesalahan Pelafalan Huruf [E] pada Kata-kata dan Akronim Berbahasa Indonesia <i>Hilda Hilaliyah</i>	271
BIDANG SASTRA	
Religiusitas dalam Novel Sastra Indonesia Tahun 2000-an <i>Haris Supratno</i>	279
Teori Harmoni Pengantar Kajian Sastra Berbasis Konstitusi <i>Aprinus Salam</i>	301
Bahasa Dan Sastra <i>Using</i> Sebagai Identitas Ke-Banyuwangi-An Komodifikasi Syair- Syair Lagu <i>Using</i> dalam Industri Budaya Populer	

BILL PORTER'S SPEECH STYLE IN *DOOR TO DOOR* MOVIE: COGNITIVE PERSPECTIVE

Yenni Wulandari¹, Slamet Setiawan²

¹The State University of Surabaya, yenniwulandariunesa@yahoo.com

²English Literature, Faculty of Languages and Arts, the State University of Surabaya, slametsetiawan@unesa.ac.id

ABSTRACT

Speech intelligibility is the important aspect that should be considered by cerebral palsy person in doing communication. Positive or negative response from interlocutor depends on the way how he speaks using certain type of speech style. This study analyses the way how cerebral palsy person keeps his existence in doing communication with the interlocutor. This is due to the fact that he lacks of speech intelligibility because of cerebral palsy. This study uses *Analysis documents and materials culture* technique with Joos (1967), Tannen (1994) and Maassen & Povel (1985) theories. This study found that cerebral palsy affects muscle control around the mouth when cerebral palsy person produces the utterance. It causes lack of comprehensibility for the interlocutor toward his utterances. The result confirms that minimal response is the most conversational strategy used by cerebral palsy person to keep his existence when communicates with the interlocutor.

Key Words: *speech style, Door to door Movie, salesman, cerebral palsy, cognitive perspective*

INTRODUCTION

Communication can run well when there is no misunderstanding between the speaker and the hearer. It also can happen toward the communication between cerebral palsy people with normal people. Most people think that cerebral palsy person cannot build up successful communication, especially if he is working as a salesman. Holmes (1992:12) states that people usually use language to ask for and give information to other people. The customer will gives positive or negative response to the salesman depends on the type of speech style and the intelligibility in delivering his utterance. Successful selling depends on successful interpersonal communication (Spiro & Williams, 1985: 3). The way how the salesman delivers his speech is the main thing that should be considered by the person who works in sales marketing as a salesman because he has to communicate with many people. It means that a salesman should use good language fluently and properly toward the customers.

Mostly people underestimate cerebral palsy person to get or do the same thing like a normal people because they lack of speech intelligibility and comprehensibility. The way how cerebral palsy person who works as a salesman keeps his existence in communication is good aspect to be analysed. If he lack of intelligibility, it can create lack of comprehensibility for the customers in understanding his utterances. The purpose is to show that cerebral palsy person also can build up successful communication with the interlocutor even he has a weakness in the way how he speaks. It can be known through the certain speech style and conversational strategy used by salesman. According to Coupland (2007: 1), style refers to ways of speaking - how speakers use the resource of language variation to make meaning in social encounters. From the statement, this

study focuses in analysing the way how cerebral palsy person keeps his existence when communicating with the interlocutor in *Door to Door* movie which is produced in 2002 by Steven Schachter because it concerns in cerebral palsy person who works as a salesman.

Joos (1967, cited, in Broderick, 1976: 2) states that someone should have the way to adjust his manner of speaking according to the context in which he employs language. It means that speech style and conversational strategy have the important part in delivering someone's utterances toward the interlocutor. Related to the statement, being salesman deals with speech style in which language they are used when communicating with the interlocutor. This study is interesting in analysing the way how Bill Porter who has cerebral palsy keeps his existence in doing communication with the interlocutor because of some reasons. First, the intelligibility of his utterance during the conversation is important to avoid lack of comprehensibility from the interlocutor. Second, the conversation can run well even he has lack of speech intelligibility. So, the urgent thing that can be analysed is he can get award and being a top salesman in Watkins Company whereas he is disable person and does not accepted in society. The way how he keeps his existence in conversation is the important thing that should be known more which considered him as salesman with cerebral palsy.

The analysis of cerebral palsy person's speech style has been studied by some researchers in the past few decades. One of them is written by Nip (2013) entitled *Kinematic Characteristics of Speaking Rate in Individuals with Cerebral Palsy: A Preliminary Study*. Through his study, Nip (2013) tried to determine the relations between linguistic and physiologic factors in individuals with cerebral palsy to better understand how the pathophysiology of cerebral palsy affects speech production in these individuals. He found that cerebral palsy has slower speaking rate because it is caused by and task demands. The intelligibility of cerebral palsy person decreased when the length of his utterance increased.

The way how cerebral palsy person keeps his existence in communication can be analysed using Tannen theory (1994). People have the different way of speaking when communicating one another because they correlate language which is used and the context of speaking using conversational strategy such as interruption, indirectness, adversativeness/verbal conflict, silence, topic rising, and minimal response (Tannen, 1994:23). Then, Joos theory (1967) is used to analyse the intelligibility of cerebral palsy person utterance through type of speech style that he used, those are frozen, formal, consultative, casual, and intimate styles. Besides, Maassen & Povel theory (1985) is used to find out the effect of cerebral palsy toward speech production, such as speech of speed, speech of volume, not clear speech, speech difficult to be understood, and poor controlling muscle around the mouth. It is because cerebral palsy person has problem in lack of intelligibility and comprehensibility based on cognitive perspective.

Method

This study used descriptive – qualitative because the research question relates to someone behaviour. Besides, the data of this study is not numerical but description of Bill Porter behaviour related to research questions. So, the data in this study is not for proof but for finding the data of the subject in this study by

observing what Bill Porter does within the movie. This study does not use statistic but descriptive by using theories of Joos (1967), Tannen (1994), and Maassen & Povel (1985).

Subject of the study is Bill Porter as the main character in *Door-to-door* movie that has cerebral palsy. He got his illness since he was born until he was old. He was a door-to-door salesman for detergent product in Watskin Company. Then, the setting is the conversation between Bill Porter and another character in the movie such as *Mr Hernandez, Shelly, Hospital staff, Watkins' staff, Bill Porter's mother, and Bill Porter's customer*. The location of the conversation which is done by Bill Porter and another characters is in *Watkins' Company, in front of Bob's house, Hospital, Shelly's house, Bill Porter's house, and customer's house*. The data of this study is the utterances in the forms of words, phrases, or sentences which are taken by the script of Bill Porter's conversation in *Door to Door* movie. The source of data is the form of utterances which is spoken by Bill Porter as the main character. It was taken during the conversation between Bill Porter and another character in *Door-to-door* movie.

This study uses *analysis documents and materials culture* to collect the data (Marshall, 2006: 97). The data is collecting from analysing the movie and the script as the form of Bill Porter's utterances. In answering the research question, this study uses some aspects to collect the data, those are 1) Participant, 2) Type of speech style, 3) Interruption, 4) Indirectness, 5) Adversativeness/verbal conflict, 6) Silence, 7) Topic rising, and 8) Minimal response. Therefore, the researcher is employed as the tool in seeking the answer for the research question. As Fraenkel and Wallen in Creswell (2009:195) stated that the researcher is the primary instrument in data collection rather than some inanimate mechanism. So, the writer is used because she is the one who described and gave interpretation on the data.

There are eight steps which are applied in data collecting procedure, those are 1) Downloading movie from You Tube, 2) Downloading the subtitle from the internet, 3) Printed out the movie script which consists of subtitle, 4) Watching the movie which has already downloaded, 5) Matching the utterances in the movie with the movie script that has already printed out, 6) Transcribing the script relates to the Bill Porter's speech style based on the movie, 7) Grouping the speech style which is used by Bill Porter based on Joos theory (1967) and supported by Maassen & Povel (1985) theories, and 8) Identifying Bill Porter's speech style when watching the movie to get the data about the way how Bill Porter keeps his existence in the conversation when doing communication with the interlocutor using Tannen theory (1994).

In order to provide good analysis of the data, there are three points which involved in data analysis technique, those are *data condensation, data display, and conclusion drawing and verification* (Miles, Huberman, & Saldaña, 2014: 31). Data condensation is applied to strengthen the data. The data is taken from conversation and only the sentence which fulfils the aspect for answering the research question is applied. It only focused on the conversation between Bill Porter and another character; they are *Mr Hernandez, Shelly, Hospital staff, Watkins' staff, Bill Porter's mother, and Bill Porter's customer*. Those are classified depending on types of conversational strategies which are proposed by Tannen (1994). Looking at data displays help us to understand what is happening

and to do something-further analysis or caution on that understanding (Miles and Huberman, 2014: 31). The last section is conclusion drawing and verification. This part means an activity of examining the validity of the data which is supported by some theories. By using Tannen theory (1994) which is supported by Joos (1967) and Maassen & Povel (1985) theories, research question about the way how Bill Porter keeps his existence in conversation when doing communication with people around him may be answered.

RESULT AND DISCUSSION

Result

Door to Door movie is applied in this study to analyse the way how a door to door salesman who has cerebral palsy keeps his existence when doing communication with the interlocutor. In this movie, Bill Porter work as salesman but many people underestimate the way he speaks. It can be seen from the utterance of hospital employee toward him when he wants to pay his mother medical treatment by saying:

(01)

Hospital staff : Bill, you could collect disability....
Bill Porter : **I'm working. I'm a salesman for Watkins Company!**
Hospital staff : I know you are.

(00:37:14,778 - 00:37:38,764)

Because Bill Porter has cerebral palsy, his condition makes him getting little difficulty when he speaks with people around him. He cannot avoid when someone wants to talk with him, because his work is as a salesman. Even he has weakness in the way how to speak clearly and fluently, but Bill Porter still communicates with another people. Because he has cerebral palsy, it makes him should have the way how to keep his existence in the conversation when he communicates with the interlocutor because he uses different speech style when speaking with them. He cannot use his cerebral palsy as the obstacle to be the great salesman because he has already got it since birth. It can be seen from his conversation when Shelly meets him at the first time, in his house.

(02)

Shelly : Why do you talk like that?
Bill Porter : **Cerebral palsy.**
Shelly : How do you get that?
Bill Porter : From birth.

(00:45:15,891 -

00:45:24,594)

The dialog above shows that Bill Porter gets cerebral palsy since birth, so there is something that he has already done to keep his existence during the communication with the interlocutor especially his customer and people in Watkins Company because he cannot cover his illness when he is speaking since his illness is permanent disorder. The effect of cerebral palsy is influence the way how to speak and the influence of cerebral palsy toward his cognitive, so it also happens to Bill Porter. The way how Bill Porter keeps his existence in communication with the interlocutor using certain type of conversational

strategies is appropriate to be analysed more. Through the strategies, it can be seen whether he still can join in the conversation or not based on the comprehensibility of the hearer toward his utterances. From the *Door to Door* movie, there are four conversational strategies which are used by Bill Porter for keeping his existence while communicating with the interlocutor, those are *interruption, adversativeness or verbal conflict, topic rising, and minimal response.*

Interruption

Usually, interruption is done by men rather than women. Within *Door to Door* movie, Bill Porter also does interruption when he speaks with the interlocutor. He does interruption because he does not want to be competitive in conversation or take control of the conversation, but he wants to create connection that makes the interlocutor interest to his utterances. There is the datum which reflects Bill Porter does interruption in order to keeps his existence during the conversation with Mr Hernandez even though there is one of his word lack of intelligibility and difficult to be understood by Mr Hernandez. The first datum refers to the interruption which is done by Bill porter when he speaks with Mr Hernandez using formal style.

(03)

Mr Hernandez	:	I can see the tremendous effort you're putting into this. I know it can't be easy, but you're not even close...
Bill Porter	:	It's only been four days.
Mr Hernandez	:	For day? (<i>asking to Bill Porter</i>)
Bill Porter	:	Four days, Mr Hernandez. (<i>showing his hand</i>)
Mr Hernandez	:	I understand, but the average... You're gonna have to hit at least-
Bill Porter	:	I'm building. It takes time.

(00:15:33,644 - 00:15:50,052)

Related to the conversation in the datum (03) above, Bill Porter interrupts when Mr Hernandez is talking by saying **"I'm building. It takes time"** to interrupt the sentence **"You're gonna have to hit at least-"**. The conversation happens in Watkins Company when Mr Hernandez wants to discharged him as door to door salesman. However, he delivers his utterance using formal style by saying that he needs some times to proof that he can be a good salesman. However, his utterance creates lack of intelligibility that is from the word **"four day"** in the sentence *"It's only been four days"* where the speech feature refers to declarative sentence. Because he is difficult in controlling the muscle around his mouth, so Mr Hernandez hears "four day" as "for day". That is makes Bill Porter should repeat his statement and also using gesture of hand to make his utterance "four day" clearer. Even his utterance creates lack of comprehensibility for Mr Hernandez as the hearer, but Bill Porter can keep his existence in the conversation. Also, Mr Hernandez still continues his conversation with Bill porter. From that, it can be seen that even Mr Hernandez little bit misunderstood with Bill Porter's utterance but Bill Porter know how to make his utterances clearer to be understood by Mr Hernandez and their conversation still run well.

Adversativeness or Verbal Conflict

Both man and woman involve in the conflict when they are doing conversation one another. In this study, Bill Porter also does verbal conflict with the interlocutor, such as Shelly and hospital staff. It is used by Bill Porter to gain power which shows people cannot underestimate his ability even he is disable person. Most of adversativeness is used by Bill Porter toward someone who has closest relationship with him, who is Shelly. She is the woman who is closest with him. Bill Porter can do verbal conflict with Shelly for many things. When Shelly has good purpose to help Bill Porter, he always thinks that she treats him like a child and cripple. So, he often does adversativeness with Shelly to show that he can do anything by himself. The form of adversativeness that is done by Bill Porter is not only in form of arguing but it can be in the form of command. It can be seen through the three data which are provided in this type of conversational strategies.

(04)

Shelly	:	Bill, you labelled that wrong.
Bill Porter	:	It's all right.
Shelly	:	No. You've got Bob at 825 Elm. That's Charlotte's.
Bill Porter	:	No, it's all right.
Shelly	:	What do you want me to do with the box?
Bill Porter	:	To Bob.
Shelly	:	Who? (<i>asking again</i>)
Bill Porter	:	To Bob, Shelly.
Shelly	:	Should I change the label?
Bill Porter	:	No.
Shelly	:	Bill! Okay, fine. It's wrong, but fine!

(01:03:03,024 - 01:03:27,438)

Based on the datum (04) above, type of feature for adversativeness which is done by Bill Porter toward Shelly is arguing. The conversation happens in front of Bob's house when Shelly wants to deliver Charlotte's box. This is one of the way how he keeps his existence in the conversation when doing communication with Shelly. When arguing each other, Bill Porter uses the short response by delivering the word or sentence such as "**No, it's all right**", "**To Bob**", or "**No**" as the characteristic of casual style where the speech feature is for responding. However, his utterance creates lack of intelligibility when he utters the word "**to Bob**". Shelly should ask him again to make sure who is the person is. It shows that Bill Porter's utterance creates lack of comprehensibility for Shelly. She cannot hear and understand well his utterance, which is why she asks Bill Porter again. Even though, there is one sentence that create misunderstanding but Shelly and Bill Porter still continue the conversation. Bill Porter cannot cover his cerebral palsy because it is permanent disorder. So, by doing adversativeness, it shows that he can keep his existence in the conversation even the hearer get difficulty in understanding his utterance.

Verbal conflict in the form of arguing not only happens when Bill Porter talks to Shelly, but it also happens when he is talking to hospital staff when he wants to pay his mother's treatment in that hospital. He does not like when

someone underestimate his ability especially because of his physic. He realizes that even he is disable person but he still can earn money rather than collecting money from disability insurance as what hospital staff suggested to him. Because of that Bill Porter having verbal conflict with the hospital staff by delivering some arguments to her using formal style. It can be seen through the datum (05) as follow.

(05)

Hospital staff	:	Bill, with your condition, you could collect disability.
Bill Porter	:	I'm working.
Hospital staff	:	I'm sorry? (<i>she doesn't hear clearly</i>)
Bill Porter	:	I'm working.
Hospital staff	:	I know, but I'm saying, if you weren't working...
Bill Porter	:	But I am working!
Hospital staff	:	I just wanna make sure you're aware of what's available to you.
Bill Porter	:	I have a job.
Hospital staff	:	I know.
Bill Porter	:	I'm a salesman. For Watkins!
	:	I know you are.

(00:37:14,778- 00:37:38,764)

Conversation in datum (05) shows that Bill Porter uses formal style in doing verbal conflict with hospital staff by delivering some arguments that he is working. Because the conversation happens in the hospital and the situation is he does not accept the staff's statement for him, so he uses formal style to keep his attitude even though he is angry. When delivering the sentence "**I'm working**" using declarative sentence as the speech feature of formal style, he cannot utter it clearly. It makes the hearer asks again what he is talking about. It shows that he cannot control the muscle around his mouth and create lack of intelligibility toward his utterance. He understand what the hospital staff said to him, but the hospital staff does hear clearly when he is saying "**I'm working**" as the effect of cerebral palsy. However, the conversation still runs well because hospital staff understands what he is talking about. It shows that his cerebral palsy cannot to be covered when he builds up communication, but he can keep his existence in the conversation by doing verbal conflict even though there is an utterance which is not hear clearly and creates lack of comprehensibility for the hospital staff as the hearer.

Topic Rising

Topic rising is used to dominate the conversation, to build interaction situation, or to find out more information from the interlocutor during the conversation. Through the *Door to Door* movie, Bill Porter applies topic rising because he wants to find out more information through the interlocutor, which is Shelly, Watkins staff and his mother. He cannot switch the topic but he can develop the topic by delivering some question to the interlocutor related to the topic. When using this type in communication, Bill Porter should be the active speaker because he wants to know more information. The datum (06) is proposed

to show the conversation between Bill Porter and Shelly which discusses about Shelly who buys Bill Porter's house.

(06)

Bill Porter	:	Do you think I'm stupid?
Shelly	:	What? (<i>looking at Bill Porter's face</i>)
Bill Porter	:	Do you think I'm stupid?
Shelly	:	Do I think? I know you're stupid.
Bill Porter	:	Why you did it? I don't need charity.
Shelly	:	It's not charity. It's an investment.
Bill Porter	:	Then why didn't you tell me?
Shelly	:	Why do you think?
Bill Porter	:	I am not going to let you buy my house.
(01:16:36,337 - 01:16:45,003)		

The conversation in datum (06) happens in Shelly's house when Bill Porter does not accept if Shelly buys his house. He uses consultative style when speaks with Shelly. Bill Porter uses topic rising to find out why she has to buy his house. He does not like if Shelly helps him because he would not be considered as charity person. The sentence which refers to topic rising can be seen from the sentence "**Why you did it?**" and "**Why didn't you tell me?**". His utterance shows that he cannot switch the topic but he can develop the topic by delivering some questions related to the topic in the conversation above to find more information from the interlocutor. However, when he is saying "**Do you think I'm stupid?**", it creates misunderstanding in Shelly perception because she does not answer Bill Porter's question directly and raise his shoulder which describes that she does not understand with his utterances. Bill Porter utters the sentence "**Do you think I'm stupid?**" with sing-song voice and it makes his utterance does clear enough. So, it creates lack of comprehensibility for Shelly as the hearer toward his utterance. However, she knows that Bill Porter has cerebral palsy since birth. She does not matter about it and keep continuing the conversation with Bill Porter. It shows that topic rising cannot cover his cerebral palsy, but it can be used to keep his existence in the conversation with Shelly as the interlocutor.

Topic rising is also used by Bill Porter when he is speaking to the new staff in Watkins Company. He is looking for Rita the old staff in door to door division, but she does not there. So, he asks to the new staff to find more information where Rita is and who is someone that replaces her place. The datum (07) is provided to show the conversation between Bill Porter and the new staff of Watkins Company using formal style.

(07)

Bill Porter	:	Is Rita here?
Watkins staff	:	Rita? I don't know Rita.
Bill Porter	:	She runs the door-to-door division.
Watkins staff	:	She's gone, I think.
Bill Porter	:	Who took her place?
Watkins staff	:	I don't know, man. I was just told to organize this stuff. Who are you?
Bill Porter	:	I'm Bill Porter.
Watkins staff	:	Bill Parker?
Bill Porter	:	Bill Porter. I need product cards for the new catalogue.

Watkins staff : *(looking at Bill porter and giving some catalogue to Bill Porter)*
 Bill Porter : No. I need the product cards.
 Watkins staff : Okay, you know what? **I have no idea what that means.**

(01:09:04,786 - 01:09:44,551)

The conversation in datum (07) describes the topic rising which is used by Bill Porter when he is talking to the new staff of Watkins Company to ask about the existence of Rita using formal style because he just meets the person at the first time. He wants to find out more information about Rita from the new staff by delivering some question, such as **“Is Rita here?”** and **“Who took her place?”**. It shows that he can develop the topic in the conversation even he cannot change the topic. The Watkins staff never meets Bill Porter before, so he is misunderstanding when he hear the name of Bill Porter by saying **“Bill Parker?”**. It happens because the influence of his cerebral palsy that creates not clear speech toward Bill Porter’s utterance. When Bill Porter delivers the words **“Bill Porter”**, the staff looks at him who shows that he shocks toward the way how Bill Porter speaks because it’s not like normal people. Besides, the staff lack of comprehensibility toward Bill Porter’s utterance by giving some catalogue to him but what Bill Porter needs is product card not catalogue. From that, it can be seen that the new person whom Bill Porter meets at the first time getting problem in understanding his utterance but he can keep his existence in the conversation by doing topic rising toward the new staff of Watkins Company which shows that Bill Porter is active speaker.

Instead of using topic rising to Shelly and Watkins staff, Bill Porter also uses it when he speaks to his mother using consultative style. He does it because he wants to find more information why his mother comes late till night and with the police man. Why she does not call him and where she is from. By doing this strategy, he can find that his mother gets Alzheimer so it makes her cannot remember their address and phone number. Datum (08) is provided to show the conversation between Bill Porter and his mother using topic rising.

(08)

Bill Porter : They said you were on Washington Street. **What were you doing over there?**
 Mother : Just some shopping. I wanted some shoes. Did you eat?
 Bill Porter : **There aren't any shoe stores on Washington Street.**
 Mother : I got turned around, and it got dark... and I ended up on Washington Street.
 Bill Porter : **Why didn't you call?**
 Mother : I couldn't remember our number. Billy.

(00:18:32,223 - 00:19:29,645)

Related to datum (08), Bill Porter uses topic rising when he talks with his mother after she is missing for a day. Bill Porter asks some questions where his mother from till the night with the police man. The topic rising which can be seen from the datum is when Bill Porter asked **“What were you doing over there”** where the word **“there”** refers to **“Washington Street”**. His mother wants to buy shoes but there is shoes market there. Bill Porter still asked some questions to his mother which indicated that he wants to know something else. He does not

dominate the conversation when using topic rising, but he tries to find out that there is something wrong that has already happened toward his mother. Finally, he knows that his mother gets Alzheimer where she cannot remember their address and their phone number. It is the way how he can keep his existence in the conversation to find more information from his mother. His utterance describes that he can develop the topic to get the information that he wants. In the conversation, he can deliver his utterance clearly because his mother understands what is talking about. So, there is no lack of intelligibility from his utterance and lack of comprehensibility from his mother as the hearer.

Minimal Response

Usually, someone who uses minimal response during the conversation can be identified as active hearer or feels bored. In this study, Bill Porter also used minimal response in his conversation with people around him. In order to keep his existence while doing communication with the interlocutor, he uses minimal response to show that he is an active hearer. Also, he uses it depends on his condition, whether he is in good condition or not. He uses it when speaking with Mrs Sullivan, his customer, and Shelly. There are three data which are provided to show the minimal response which is used by Bill Porter in order to keep his existence in the conversation in order to build up successful communication. Datum (09) is proposed to show the use of minimal response in the conversation between Bill Porter and Mrs Sullivan using casual style.

(09)

Mrs Sullivan	:	Are you sure I can't ask you to stay for some eggnog?
Bill Porter	:	No, thanks.
Mrs Sullivan	:	Are you all set for Christmas?
Bill Porter	:	<i>(saying yeah by doing humming)</i>
Mrs Sullivan	:	What?
Bill Porter	:	Yeah , Mrs Sullivan.
Mrs Sullivan	:	Have you got your turkey?
Bill Porter	:	Twelve pounds!
Mrs Sullivan	:	Are you having your family over?
Bill Porter	:	No, not really. You?
Mrs Sullivan	:	No

(00:43:23,446 - 00:43:50,268)

Related to datum (09) above, the conversation happens in Mrs Sullivan's house when Bill Porter comes to her house in order to give Christmas card. He uses casual style which shows that their relationship is closest. He uses minimal response in delivering the response of Mrs Sullivan's question, such as "**What?**" and "**No**", showing that he is in good condition in celebrating Christmas Eve. However, when answering Mrs Sullivan's question about "**Are you all set for Christmas?**", he does not answer clearly because he is just humming. It makes Mrs Sullivan lack of comprehensibility toward what Bill Porter said and she has to ask again to him by saying "**What?**". It shows that Bill Porter does not have problem with comprehensibility toward Mrs Sullivan's utterance, but Mrs Sullivan lacks of comprehensibility toward Bill Porter's utterance because it lacks of speech intelligibility. So, he can keep his existence in this conversation even though Mrs Sullivan sometimes does not understand what he is talking about. It is

because she has already known that Bill Porter has cerebral palsy as permanent disorder.

Therefore, he uses minimal respond toward his customer. Even though, he always refuses Bill Porter when promoting and selling Watkins product by delivering the bad utterances, but Bill Porter does not matter. He still respects and regards him as the customer. Here the conversation between Bill Porter and his customer which is applied in datum (10) as below.

(10)

Bill Porter	:	Hello, this is-
A man as Bill's Customer	:	Look, pal, I don't know what to tell you. I don't want anything. I'm never gonna want anything.
Bill Porter	:	Yeah.
A man as Bill's Customer	:	Don't come back here, all right?
Bill Porter	:	All right. (<i>giving Christmas card</i>)

(00:40:17,727 - 00:40:25,091)

The conversation which is provided in the datum (10) shows that Bill Porter uses minimal response when his customers talks with him. The form of minimal response can be seen from the phrase that is delivered by Bill Porter "**All right**". In that case, his customer does not like with Bill Porter's present. He asked Bill Porter to go away because he does not need anything. Because it is Christmas Eve, Bill Porter does not angry to his customer. Christmas refers to the time which full of loves toward one another. Bill Porter is in good condition because of Christmas Eve, so he uses minimal response as the active hearer toward his customer's utterance. Besides, Bill Porter knows that his customer drinks some vodka which means he is little bit being drunk. So, that is make he does not emotional with his customer's utterances. He realizes with the condition that he faces and he knows how to respond his customers well even their words are bad and not polite.

Bill Porter not only uses minimal response when he speaks with his customer, but he also uses sit when he speaks with Shelly, his assistance. It happens when he meets Shelly at the first time in front of his house. Shelly wants to help him who falls down on the snow, but he refuses it. They meet in the night after he comes back from his work as door to door salesman. Even Shelly is younger than him, but Bill Porter speaks using consultative style to shows his respect and regard to her because consultative style quit similar with formal style. The conversation between Bill Porter and Shelly who use minimal response can be seen in the datum (11) as below.

(11)

Shelly	:	I'm here for the interview. I'm Shelly Soentpiet.
Bill Porter	:	Yeah.
Shelly	:	Let me get your bag.
Bill Porter	:	No. Thanks.
Shelly	:	So, what do you have?
Bill Porter	:	Excuse me?
Shelly	:	Your affliction. Why do you talk like that?

Bill Porter	:	Cerebral Palsy
Shelly	:	How do you get that?
Bill Porter	:	From birth.

(00:44:49,365 - 00:45:31,596)

Related to the conversation which involved in datum (11), it shows that Bill Porter answers Shelly's utterance using minimal response by delivering the word **"Yeah"**. It shows that even he does not know well who Shelly is but he can be an active hearer toward her utterance. He uses minimal response because it depends on the situation. He just comes back from his work and it makes him using minimal response to answer Shelly's question because he is not in good condition or tired. In delivering his utterance using consultative style and minimal response, Bill Porter gets lack of comprehensibility toward Shelly's utterance. When Shelly says **"What do you have?"**, he does not understand what she is talking about by giving respond **"excuse me?"**. It shows that Bill Porter also gets problem in understanding the speaker's utterance instead of creating lack of speech intelligibility. It is because the sentence **"Why do you talk like that?"** which is delivered by Shelly shows that she shocked with the way how Bill Porter's speak. It means that he cannot cover his cerebral palsy when he speaks to Shelly. So, it describes that Bill Porter can keep his existence to build up communication with Shelly by doing minimal response even though his utterance lack of intelligibility and he lacks of comprehensibility in understanding Shelly's question.

To sum up, Bill Porter uses four types of conversational strategies, those are interruption, adversativeness or verbal conflict, topic rising, and minimal response in order to keep his existence in doing communication with the interlocutor. Minimal response is the most type of conversational strategy used by him as the active hearer. He uses it when he speaks to Mrs Sullivan, Shelly, and his customer. Adversativeness is used when he speaks to Shelly and hospital staff because they have different argument and it is used to gain power. Next, interruption is used when he speaks with Mr Hernandez to attract the interlocutor to be interested with his utterance. Therefore, topic rising is the lowest type used by Bill Porter toward his mother, Shelly, and Watkins staff. He uses it to find more information from the interlocutor.

The Way Cerebral Palsy Person Keeps His Existence in Communication
 McKilligan, Doorn, & Pitt (1985: 2) argued that the problem for many people who have cerebral palsy is lack of intelligibility and comprehensibility. They cannot build up successful communication with the interlocutor because they cannot keep their existence in the conversation when communicating with the interlocutor. They can create lack of comprehensibility toward the interlocutor because cerebral palsy is permanent disorder (Bax et Al., 2005, cited in Morris, 2007: 9). However, this study found that cerebral palsy person can keeps his existence in the conversation doing four conversational strategies, those are minimal response, topic rising, adversativeness or verbal conflict, and interruption. By using four types of conversational strategies, cerebral palsy person can be active speaker or hearer during the conversation. It happens toward Bill Porter as someone who has cerebral palsy.

Cerebral Palsy person such as Bill Porter can give respond to the interlocutor utterances, even he lacks of speech intelligibility. Minimal response is the most of conversational strategy used by cerebral palsy person when he communicates with the interlocutor using consultative style. Tannen (1994, in Faridah, 2015: 22) stated someone use minimal response to show he is active hearer or feel bored toward the conversation. In this study, Bill Porter as cerebral palsy salesman uses it for being an active hearer not for dominated or expressing bored in the conversation. Cerebral palsy person uses minimal response based on the situation aspect whether he is in good condition or not (see data (09), (10) and (11)). Because the use of minimal response depends on the situation factor especially the condition of cerebral palsy person, so it can be said that minimal respond is not the strategy to build up successful communication. It is right to say that the use of minimal response is appropriate to keep the existence of cerebral palsy person in conversation. So, it is appropriate that in delivering response for still exist in conversation as the active hearer depends on cerebral palsy person condition.

Cerebral palsy person creates lack of intelligibility for the hearer when delivering the utterances using minimal response. Based on cognitive perspective, cerebral palsy person can makes the hearer lack of comprehensibility toward his utterances because the effect of cerebral palsy toward controlling the muscle around his mouth (Maassen & Povel, 1985, in McKilligan, Doorn, & Pitt, 1985: 1). For instance, the datum (09) describes that Bill Porter's utterance "Yeah" creates lack of comprehensibility for Mrs Sullivan. It is because he gets difficulty in speech of volume, abnormal speech of rhythm, and not clear speech.

Instead of having problem in lack of speech intelligibility, cerebral palsy person also has problem in comprehensibility refers to cognitive perspective (McKilligan, Doorn, & Pitt, 1985: 2). Cerebral palsy person can deliver the response toward his interlocutor's utterance even he lacks of speech intelligibility. However, he also can lack of comprehensibility for understanding what the interlocutor is talking about. It can be seen where Bill Porter lacks of comprehensibility toward Shelly's question. He does not understand with her utterance "What do you have?", so he says "Excuse me?" (see datum (11)). It shows the cognitive perspective toward the way how cerebral palsy person understanding the interlocutor's utterance. Tannen (1994, cited in Faridah, 2015: 22) declared that minimal response indicates the signal of a certain level of engagement with the speaker. He cannot build successful communication with the interlocutor if there is no engagement between the speaker and the hearer.

To keep his existence in the conversation, cerebral palsy person also applies adversativeness or verbal conflict as type of conversational strategy in conversation. Usually, this type is applied when the speaker uses consultative or casual style because the form of adversativeness is command, argue, conflict, contract, etc. (Tannen, 1994: 33). Bill Porter as cerebral palsy person uses verbal conflict because he has close relationship with the interlocutor. Man and woman create the conflict while female tent to avoid the conflict (Tannen, 1994: 3). It shows that when cerebral palsy person applies it in the conversation with the interlocutor, he is in the conflict situation. He argues about something with the interlocutor, such as about hospital payment (see datum (05)).

Even adversativeness is universal because both of men and women use it, but male tend to be more in conflict rather than female (Tannen, 1994, cited in Faridah, 2015:24). In doing verbal conflict, cerebral palsy person also creates lack of intelligibility when he is delivering respond toward the interlocutor. Based on cognitive perspective, the weakness of cerebral palsy person related to intelligibility makes Shelly and hospital staff does not understand what Bill Porter is talking about (see datum (04) and (05)). Even though he did verbal conflict with hospital staff, but he uses formal style because the setting of the conversation is in the hospital. Besides, cerebral palsy person often uses high intonation when he is arguing with interlocutor because it is used to avoid lack of speech intelligibility toward the language that he produces (i.e. datum (04)).

Cerebral palsy person cannot cover his illness but he can keep his existence in the conversation to build up successful communication with the interlocutor (Nip, 2013: 2). When cerebral palsy person does verbal conflict, he does not have difficulty toward speech of speed and speech of volume because he always delivered the statement or question when doing it (Maassen & Povel, 1985, cited in McKilligan, Doorn, & Pitt, 1985:1). Even he still produces the abnormal speech of rhythm, but his utterance can be understood by the interlocutor. Based on cognitive perspective, cerebral palsy person has lack of intelligibility and makes the interlocutor, i.e Shelly, lacks of comprehensibility (see datum (06)). By doing adversativeness, cerebral palsy person such as Bill Porter tries to show that he can gain power even he is disable person and no one can underestimate his ability. It is because male is having character being competitive (Tannen, 1994, cited in Faridah, 2015:24). So, adversativeness especially commands and arguing can be used to keep the existence of cerebral palsy person in doing communication with the interlocutor.

No one can brave for doing interruption toward someone who has high position. In this result, Bill Porter interrupts Mr Hernandez utterances because he always remembers what his mother said patient and persistence. At the first time, he accepts when Mr Hernandez refused him to get job as door-door salesman (see datum (03)). After seeing his mother, he asks Mr Hernandez to give him the worst area that nobody wants. It shows the social motivation why Bill Porter did interruption. Maassen & Povel (1985, in McKilligan, Doorn, & Pitt, 1985: 1) proposed that the effect of cerebral palsy toward speech production is related to speech of volume, speech of speed, abnormal speech of rhythm, not clear speech, and poor of controlling muscle around the mouth. Based on cognitive perspective, cerebral palsy person who did interruption has problem with lack of intelligibility when delivering his utterance to keep his existence in the conversation.

Therefore, topic rising is type of conversational strategies used by cerebral palsy person to keep his existence in the conversation with the interlocutor. Shuy (1982, in Tannen: 1994) declared that both men and women use topic rising because they have their own purpose of raising the topic or switching the topic of the conversation. In this result, cerebral palsy person cannot switch the topic, but he can develop the topic of the conversation (i.e. datum (06)). When talking with the interlocutor uses consultative style, cerebral palsy person uses topic rising if he wants to find out more information about something, such as by delivering the utterance "There aren't any shoe stores on Washington Street" or "Why didn't you call?" (see datum (08)). In delivering the utterance, cerebral palsy person gets

difficulty in abnormal speech of rhythm as the effect of cerebral palsy toward his muscle of tone (Maassen and Povel, 1985, cited in McKilligan, Doorn, & Pitt, 1985: 1). By doing topic rising, it shows that cerebral palsy person can be normal person because he knows how to find out more information from someone by delivering some questions (see datum (07)).

In the international journal entitled *Kinematic Characteristics of Speaking Rate in Individuals with Cerebral Palsy: A Preliminary Study*, Nip (2013: 1) stated that someone with cerebral palsy refers to slower speaking rate if it compared with normal people. It makes cerebral palsy person creates misunderstanding for the interlocutor (see datum (07)). For instance when cerebral palsy person introduces his name by saying "Bill Porter" but the interlocutor hears as "Bill Parker". Based on cognitive perspective, the lack of comprehensibility for the hearer happens because cerebral palsy person gets difficulty in controlling muscle around the mouth which creates sing-song voice and lack of intelligibility (Maassen and Povel, 1985, cited in McKilligan, Doorn, & Pitt, 1985: 1). It appropriates that cognitive and language difficulties which many people with cerebral palsy have, also contribute to the slower speaking rate (Nip, 2013: 1). If the cerebral palsy person use topic rising, it makes him should be active speaker because it used to find out more information (Tannen, 1994, cited in Faridah, 2015: 23).

Cerebral palsy can keep his existence in conversation by doing conversational strategies, such as interruption, minimal response, adversativeness or verbal conflict, and topic rising. What Keintz (2007:2) said that cerebral palsy person can create lack of comprehensibility toward the interlocutor is not totally correct, because this study found that cerebral palsy person also can get lack of comprehensibility toward the interlocutor's utterance (see datum (11)). Even though he has lacked of comprehensibility toward the interlocutor's utterance and also creates lack of comprehensibility toward the interlocutors understanding but he can continue the conversation with the interlocutor. It shows that he can act as normal people where the interlocutor still understand what he is talking about even he has lack of intelligibility. This is due to the fact that it against the theory which stated cerebral palsy person cannot build up successful communication with the interlocutor because he lacks of intelligibility and comprehensibility.

In summary, minimal response is the most conversational strategy used by cerebral palsy person in the conversation, because cerebral palsy person has difficulty in speaking ability. Then, topic rising is the low type of conversational strategy used by cerebral palsy person because he cannot switch the topic but he can develop the topic as the active speaker. So, it is not appropriate for cerebral palsy person who has difficulty in speaking ability for using topic rising. Meanwhile, cerebral palsy person can be normal person because he can use those conversational strategies to keep his existence in conversation for building up successful communication even he has lacked of intelligibility of his utterance and causes lack of comprehensibility toward the interlocutor understanding.

CONCLUSION

Cerebral palsy person can act as normal person when delivering the language by using the certain type of speech style even he lacks of speech intelligibility and comprehensibility. He can do active communication even the

length of utterance influences the intelligibility of cerebral palsy person's utterance. This study reveals that cerebral palsy affects the ability of cerebral palsy person in producing the language. When cerebral palsy person faces some obstacles in communication, he can keep his existence in conversation. The interlocutor still understands what he is talking about even he lacks of speech intelligibility. This study found that cerebral palsy person can keep his existence in communication using four conversational strategies, those are 1) minimal response, 2) interruption, 3) adversativeness or verbal conflict, and 4) topic rising. Even though he creates lack of speech intelligibility and comprehensibility, but he can keep his existence in doing communication with the interlocutor in order to build up successful communication.

SUGGESTION

After conducting this research, cerebral palsy person should do active communication with people around him in order to decrease the problem of language production. If he is doing active communication, it can practice the muscle around his mouth for speaking properly and increase the intelligibility of his utterance in communication. It is the relation between cerebral palsy and linguistics.

REFERENCES

- Broderick, John P. (1976). *The Five Clocks of Martin Joos: Why they Keep on Ticking*. Old Dominion University. Retrieved 13 January 2015 from (http://ww2.odu.edu/al/jpbroder/jpb_on_joos_1967.pdf)
- Coupland, Nikolas. (2007). *Style: Language Variation and Identity*. UK: Cambridge University Press.
- Creswell, John W. (2009). *Research Design: Qualitative, Quantitative, and Mixed Methods Approches Third Edition*. California: Thousand Oaks.
- Faridah. (2015). *Transgender Conversational Strategies in TransAmerica Movie*. Unpublished. B.A Thesis. Surabaya: The State University of Surabaya.
- Holmes, Janet. (1992). *An Introduction to Sociolinguistics*. London and New York: Longman.
- Keintz, C. K. (2007). *Influence of visual information on Intelligibility in bilateral facial paralysis*. Paper presented at the annual convention of the American Speech-Language-Hearing Association, Boston, MA.
- Marshall. (2006). *Data Collection Methods*. Vol.4 (97). Retrieved in 29 October 2015 from (http://www.sagepub.com/sites/default/files/upm-binaries/10985_Chapter_4.pdf)
- McKilligan, C., Doorn, J. Van & Pitt, S. (1986). *International Journal the Intelligibility of Speech in Cerebral Palsy: The Effects of Manipulating the Accoustic Speech Signal*. Retrieved in 30 April 2015 from (<http://www.assta.org/sst/SST-94-Vol-II/cache/SST-94-VOL2-Chapter3-p8.pdf>)
- Miles, Matthew B., Huberman, A. Michael & Saldaña, Johnny. (2014). *Qualitative Data Analysis: A Methods Sourcebook 3rd edition*. USA: Sage Publication.

- Morris, Christopher. (2007). *Definition and Classification of Cerebral Palsy: A Historical Perspective*. UK: University of Oxford Press.
- Nip, Ignatius S.B. (2013). *International Journal Kinematic Characteristics of Speaking Rate in Individuals with Cerebral Palsy: A Preliminary Study*. Vol. 20 (4): 1-6. Retrieved on 7 February 2016 from (<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC4213862/>)
- Spiro, Rosann L., & Williams, Kaylene C. (1985). *International Journal of Marketing Research: Communication Style in the Salesperson – Customer Dyad*. Vol. 22(4): 434-442. Retrieved in 25 September 2014 from (<http://www.jstor.org/stable/3151588>)