

## **CHAPTER II REVIEW OF LITERATURE**

### **B.1. Theoretical Framework**

#### **B. 1. 1. Pragmatics**

In daily life, people communicate by expressing feelings, opinions, or commands to their interlocutors or listeners. The words spoken can have a clear meaning or a hidden meaning. The meaning of a sentence spoken by a speaker depends on the context of the time when speaking and to whom the speaker is speaking. To understand the meaning of an utterance is necessary to study the use of language. The science that studies a speaker's meaning is pragmatics. According to Levinson (1983) academic disciplines, including pragmatics, are characterized by a constellation of methodologies, underlying assumptions, and central issues, making precise definitions difficult to achieve. The meaning that the speaker or writer communicates to the listener or reader.

Since people might not understand what is meant by an expression, it analyzes the expression in an actual utterance in a particular context to achieve the intended message in a communication. According to Yule (1996) this type of research inherently involves interpreting people's intentions in specific contexts and how those contexts affect what is said. Kreidler (1998) states that speech acts as a locutionary that expresses what you wish to say. The speaker's intended message to the audience is illocutionary. Speech acts can be performed in spoken and written form as

communication aspects. Speech acts can be recognized in various contexts, including spoken and written speech in books, movies, comic books, and other media. A speaker makes a statement, expresses an opinion, affirms or denies something, poses a query, gives an order, and so on (Austin, 1962). The three related acts of speech acts are perlocutionary, illocutionary, and locutionary.

The study of pragmatics explores the complex and dynamic nature of language use in context. It is a broad and rich subject of study. According to Dey (2021), pragmatics offers important insights into communication's social, cognitive, and cultural aspects by studying how speakers and listeners negotiate meaning, carry out speech acts, generate implicatures, and participate in discourse.

Yule (1996) says This approach must investigate how the speaker's intended meaning might be inferred from the listeners' understanding of what is stated.

#### 1. Speaker meaning

The study of meaning that is expressed by the speaker and understood by the listener is known as pragmatics. Rather than focusing on the potential meaning of words alone, it examines the meaning underlying what individuals say.

#### 2. Contextual meaning

Whenever people communicate, they think about who they are speaking with, where they are talking, when they are talking, and why. It's because a speaker's words may be influenced by the context in which they are said.

### 3. How more gets communicated than what it said

Pragmatic discovers how a great deal of what is unsaid is recognized as part of what is communicated. Similarly, pragmatics is the study of invisible meaning.

### 4. Expression meaning

People will not say anything to anyone whom they do not recognize well. Therefore, closeness whether it is physical, social, or conceptual, implies shared experience.

It is clear from the many definitions above that pragmatics is an important subject to study. The appropriate truth conditions can be assigned only when a sentence's context is considered. Thus, pragmatics is the study of language that is always connected to the speaker's and listener's context. To put it briefly, pragmatics emphasizes the connection between language and circumstance. As a result, the context has been important and contributed greatly to spoken and written language.

Pragmatics studies how the environment influences the interpretation of meaning in communication. Speech act is one of pragmatics studies, examines how utterances are used not just to transmit information but also to conduct actions. This idea, developed by philosophers J.L. Austin and John Searle, divides speaking acts into

locutionary, illocutionary, and perlocutionary acts, with each serving a specific purpose in communication. Speech acts emphasize the importance of context in interpreting communicative intentions, as well as the performative nature of language in everyday interactions.

### **B. 1. 2. Speech Act and Speech Event**

We cannot separate language from our daily lives. It refers to a tool for communicating thoughts, ideas, and opinions. There are times when it's necessary for us to understand language precisely in a given circumstance. Speech acts are carried out by utterances typically described by more precise terms like compliment, apology, demand, promise, or invitation. Searle's speech act theory examines the relationship between language and the speaker's actions to determine its meaning. In pragmatics, knowing the ideas of speech acts and speech events is critical for examining how language functions in different settings. These ideas, developed by linguists such as John Searle and George Yule, give a framework for studying the complexities of communication.

According to Austin (1962), speech consists of three simultaneous acts, namely locutionary, illocutionary, and perlocutionary. Locutionary act refers to the structure of an utterance that has a literal meaning. There are four structural forms: declarative, interrogative, imperative, and exclamation. Three types of speech acts are involved in the process of making an utterance: the locutionary act, illocutionary act, and perlocutionary act (Yule 1996).

### 1. Locutionary act

The locutionary act is the basic act of speaking or creating a meaningful language expression. It is also the creation of utterances with a particular structure, meaning, and reference. Stated differently, locutionary acts pertain to an utterance's meaning or grammatical (or phonological) structure.

### 2. Illocutionary act

The illocutionary act is The speaker's intended meaning or communication objective when making an utterance. In order to determine which illocutionary we will employ, we must first identify the first locutionary act, which includes asking or responding to questions, providing information, a guarantee, or a warning, declaring a decision or intention, uttering sentences, scheduling an appointment, identifying someone, or providing a description.

### 3. Perlocutionary act

Perlocutionary acts are speech acts that depend on the emergence of a particular impact. This effect is produced by the hearer. Because the speaker seeks to persuade the listener to do as they please, perlocutionary speech has an impact (Rumaria, 2015). The perlocutionary effect is the name given to this phenomenon.

According to Searle in Putu Wijaya's book "Dasar-dasar Pragmatik", speech act, there are two classifications, namely direct and indirect speech acts. There are three functions in direct speech acts, declarative sentences that function to state or say something, interrogative sentences that function to ask, and imperative sentences that function to order, beg, and so on. There are indirect speech acts that function to ask, order, beg, invite and so on using declarative or interrogative sentences that function as imperative sentences.

Meanwhile, Speech Event studies an activity in which participants interact using language in order to achieve a specific outcome (Yule, 1996). Speech event is a broader term that refers to the context in which speech acts occur. It includes the interaction's context, participants, and purpose. Yule illustrates that a speech event is a social gathering where communicative interactions are governed by cultural and situational norms. There are four components of a speech event, namely participants, settings, purpose, and form. Participants, or individuals involved in communication, such as speakers and listeners. The setting refers to where and when the interaction occurs, such as in a courtroom or a classroom. The purpose of the interaction is to inform, negotiate, or achieve any other communicative intent. Finally, the form refers to the types of speech acts used, such as questioning or ordering, which shape the nature of the interaction during the speech event.

In general, a speech act focuses on the function of a single utterance, whereas a speech event considers the larger context in which communication takes place. Both concepts are necessary for a thorough analysis of language in use, as they provide an understanding of how meaning is constructed and understood in various contexts.

However, the researcher only focuses on analyzing the Speech Acts to find the types of speech acts and the function used in the utterances in the object of the research. Speech acts have five types with general functions. Based on George Yule's theory there are Declaration, Representatives, Expressives, Directives, and Commissives.

### **B. 1. 3. Types of Illocutionary Speech Act**

There are many theories to analyze speech acts; each theory has different functions and types. Austin classifies the types of speech acts into five types in his theory, namely verdictive, expositive, exercitive, behabitive, and commisive. According to Searle, studying speech acts is similar to studying any other form of communication that involves language. Speech acts are the fundamental components of linguistic communication, consisting of the generation of a phrase token under specific conditions. Searle (1979) classified illocutionary acts into five levels: assertive, directive, commissive, expressive, and declarative.

Yule improves on Austin and Searle's work by emphasizing the various purposes of speech acts. This category can be used to investigate the specific purposes of the characters' statements in the film. For

example, Barnum's promotional speeches (assertives) seek to inform and persuade his audience, yet his commitments to his performers (commissives) commit him to future activities.

Yule (1996) classifies speech acts into five categories. These five types have general functions performed by speech acts: declarations, representatives, expressives, directives, and commissives.

1. Declarations are the utterance that can change the world. It is said that a statement changes reality. Words to world and world to words are two ways they have it. The speaker must have a unique institutional role while employing declaration.

For example:

"Welcome to the greatest show on Earth"

The ringmaster officially opens the circus and defines its grandiose nature.

2. Representatives state what the speaker believes about the facts, assertions, conclusions, and descriptions to be the case or not. The speaker describes how something has come to be based on his beliefs by employing the representative. Fact, assertions, conclusion, and description are some examples of representative speech. These sentences show problems with belief, commitment, conclusion, complaint, and boasting.

- a. Fact

This involves providing causes or explanations for certain phenomena or facts. For example:

“Indonesia is located in South East Asia”

b. Assertions

In representation, people could try to explain or strengthen their assertions using explanations. For example:

“The earth is flat” The speaker asserts the opinion or believes confidently.

c. Conclusions

The term "conclusion" usually refers to the last section of something, frequently a discussion, argument, or analysis, in which the key ideas or conclusions are outlined, along with any relevant ramifications of closing remarks. For example:

“In conclusion, the finding of this research is the functions used in the utterances of the movie”

d. Descriptions

People may elaborate or explain situations in depth to give context or specifics. For example, If someone says “A picture is beautiful,” they may explain their opinion by highlighting particular aspects or traits that they find attractive.

3. Expressives are the utterances that relate to the speaker’s feelings or expressions. It conveys psychological states and can be used to

express joy, grief, distress, appreciation, prejudice, and other emotions like thanks, apologies, compliments, and so on. Expressive art is illocutionary, to express emotions. When delivering an expressive speech, the speaker is expressing the reality of an idea rather than attempting to make the world or the words fit the world. For example, “Thank you for the delicious meal!” they express their emotion to thank someone who cooked the meal for them.

4. Directives are the classification that the speaker wants someone else or the hearer to do something. Stated otherwise, a directive refers to the intention of the speaker to request action from the hearer. The classification of directive speech acts are command, order, request, and suggestion. According to Austin (1962), a speaker will use directives to persuade hearers or listeners to do or not to do anything. Speakers utilize illocutionary acts, or directives, to persuade their audience to take action. Through these actions, the speaker expresses the use of illocutionary acts or directives they want and attempts to shape the world to fit their words (Yule, 1996). When communication is taking place, this is typically done to those in positions of authority. A request is an expression of what the speaker wants the listener to do, and it comes in two forms. The speaker has no influence over the other person's actions at their request. Suggestions are the final category; they can be defined as

an action that expresses our opinions about what we believe others should or shouldn't do.

a. Command

Command is successful only if the speaker has some degree of control over the behavior of the hearer. For example:

“Clean your room right now!”

b. Order

Knowing the order of speech acts is important for proficient communication as it helps speakers navigate through conversations with ease and politeness. It also contributes to maintaining social interactions and showing politeness and respect. For example:

"Clean up the class before you leave."

c. Request

★ Request is an expression of what the speaker wants the addressee to do or not do. A request does not imply that the speaker has authority over the recipient. Requests serve the purpose of politely asking others to accomplish what the speaker desires.

“Can you give me the glass, please?”

d. Suggest

The purpose of a proposal is to express the proposer's viewpoint to the recipient regarding the appropriate behavior for the orders. For example:

"How about we try the new cafe next to the mall for a hangout tonight?"

5. Commissives deal with the speakers to commit themselves for future action. The speakers express their intention. The classification of commissive speech acts are promises, threats, refusals, and pledges, and they can be delivered by the speaker both alone and in a group setting. By employing a commissive, the speaker attempts to fit the words—through the speaker—into the world (Yule, 2020). People who are performing a commissive speech act may use performative verbs like vow, promise, pledge, and guarantee in their discourse. Commissive speeches aim to persuade the speaker to take action in the future by illocutionary acts. Directives and commissives fit in the same direction. suggestions from the world to words, where the word or action needs to match the speech. even if their directions are the same. The people who execute the action are distinct.

a. Promises

Promise has unique qualities that set it apart from many other commissive verbs. The two unique characteristics that set it apart from other commissive verbs are (1) a promise that always requires the hearer to take action for his benefit; and (2) promises that include an unusual form of commitment known as obligation.

For example:

“I promise we will go to the zoo this weekend”

b. Treats

Threat is a commitment that is dependent on the hearer's approval.

Threat is a type of speech act where the speaker offers something if the hearer accepts it. For example:

"I'll always support the national football team no matter what."

c. Refusals

Refusal and rejection are the opposites of acceptance and consent.

If someone can accept an invitation and application, then someone else has the option to decline it. The illocutionary denial of acceptance is called a refusal. Another prerequisite for reuse is that they must be offered the choice to accept or reject it. For example:

“I appreciate that you invite me to your house, but I have to visit the doctor this evening.”

d. Pledges

Pledging does not always require seriousness. Pledging are commitments that doesn't have to be made for or against the hearer. A pledge is a resolute commitment to carry out a specific future action. For example:

"I pledge to donate a portion of my income to charity every month."

#### **B. 1. 4. The Function of Speech Acts**

Each type of speech acts has its function due to the circumstances of the utterance. Speech acts, especially if accidental, can potentially affect existing conditions and their functions (Rizki & Golubović, 2020). The main functions of speech acts are based on Yule's book (1996) "Pragmatics" following Searle's (1979) each type of speech act has various functions.

##### **1. Declarations**

The function of the Declarations Act is to declare something to make a change in a certain situation or social situation produced by an utterance. Another function is appointing and pronouncing.

##### **- Appointing**

"I hereby appoint you as the new ringmaster." The speaker appoints the hearer to replace the speaker as the new ringmaster.

##### **- Pronouncing**

"Welcome to the greatest show on Earth." The speaker is the ringmaster of the circus officially opening the circus performance.

##### **2. Representatives**

These speech acts are employed to commit the speaker to the truth of the given state. Representatives are the main reason for conveying information, stating, describing, and asserting the speaker's stance.

- Stating

"The store opens at 8 AM." The speaker states that the store is open at 8 AM, and the speaker the owner of the store states to the customers that will come to the store.

- Describing

"This dress made from the finest fabric." Describing the material of the dress that made from the best fabric.

- Asserting

Someone asserts something, they are expressing their belief or conviction about the truth of the statement.

"We have the best rice in the world."

### 3. Expressives

Expressive acts express the speaker's psychological condition or emotional reaction to a situation. This act has functions for thanking, apologizing, and congratulating.

- Thanking

"Thank you for coming to our show." The speaker expresses his gratitude by thanking the audience for coming to their show.

- Apologizing

"I'm sorry for not coming to our dinner." The speaker expresses their feeling of sorry by apologizing for not coming to the dinner.

- Congratulating

“Congratulations on your graduation!” the speaker congratulated the hearer on her on his achievement.

#### 4. Directives

This act has a function to convince the hearer or someone to do something. The main function includes commanding, requesting, suggesting, and ordering.

- Commanding

"Join us tonight for the show." The speaker commanded the people to watch the show in the theater tonight.

- Requesting

"Could you help set up the stage?" they request help to the hearer to set up the stage.

- Suggesting

"You should visit the circus this weekend." They suggest the hearer visit the circus to spend the weekend.

- Ordering

“Send me the email at 5 PM”. The speaker wants the hearer to do something but the speaker gives time to do it.

#### 5. Commisives

These speech acts bind the speaker to a plan of action for the future. Commissives establish obligations or commitments on the speaker and are focused on the activities the speaker plans to take

in the future. The function of this act is promising, offering, and vowing.

- Promising

“I promise we will give you the best show ever.” The speaker promised to the hearer which is the audience to give them the best show they will perform.

- Offering

“I can give you a help.” The speaker offers help to the hearer when the speaker sees the hearer in trouble.

- Vowing

Vowing is usually used in serious situation, such as, formal, or sacred contexts, such as religious ceremonies, weddings, or significant personal commitments.

"I promise to make this circus the best in the world."

### **B. 1. 5. Movie**

A movie is a type of audiovisual art that is produced with the intention of entertaining viewers. A lot of people enjoy watching movies because they find them to be entertaining. In addition to helping people decompress or relieve stress, watching movies may teach them a lot of new information and show them a different aspect of life. A movie can teach us about the speech act used in the conversation because the dialogue used in the movie is usually using daily conversation.

In this generation, people like to watch movies, which has become popular. They watch movies to enjoy their time with family or friends, to enjoy their time alone, or to get knowledge from it. People can get a lot of information by watching movies by visualization and motion pictures. Watching movies may cause many emotions such as enjoyment, anger, happiness, fear, and sadness. That will be interesting if someone takes too seriously understanding the movies by watching the setting, plot, language, and characters. These are just a few examples of the diverse genres found in the world of cinema, each offering unique experiences and catering to different tastes and preferences.

The language use in the movie usually have different dynamic and various tools, including character development and plot progression, as well as establishing cultural contexts and eliciting emotional responses. Dialogue, the most direct form of language in films, is carefully designed to capture every aspect of the characters' personalities, backgrounds, and motivations. Screenwriters frequently give characters different speech patterns, dialects, and vocabulary choices to make them believable and relatable. Here are some how language aspect utilized in the movies:

a. Dialogue

Each character has various ways of speaking and language use that reflects their background, personality, and development. Dialogue can reveal a great deal about a character's motivations, values, and relationships. What characters say is frequently layered with

underlying significance. Subtext can convey tension, emotions, and themes without being obvious. Some films strive for naturalistic dialogue that closely resembles real-life speech, while others employ stylized language to create a specific atmosphere or effect.

b. Dialect and Accent

Accents and dialects may identify a character's identity, social class, or cultural background, which adds to authenticity and immersion. The directors need to use caution, as certain accents and dialects can reinforce stereotypes.

c. Cultural and Language Diversity

Utilizing multiple languages can reflect real-world diversity, increase authenticity, and reach a global audience. Subtitles and dubbing are commonly used to make these films more accessible. Characters may switch between languages or dialects based on context, adding layers of meaning and realism.

d. Non-verbal Communication

Body language represents gestures, facial expressions, and body movements support spoken language by conveying unspoken thoughts and emotions. There is also sign language, and the representation of sign languages adds diversity while communicating inclusivity and accessibility.

Language is an important tool in "The Greatest Showman," helping to create the film's vibrant world and convey its themes. The use of

expressive musical numbers, period-appropriate dialogue, and character-specific language choices results in a rich tapestry that enhances storytelling and emotional impact. The film's use of language not only entertains but also inspires, capturing the spirit of ambition, acceptance, and dream-chasing.

“The Greatest Showman” is classified as a movie with a drama musical genre. This movie tells the story of a poor tailor's son who dreams of becoming successful when he grows up. "The Greatest Showman" was released in 2017 and received many positive reviews and praise for the actors' performances in the movie.

#### **B. 1. 6. The Greatest Showman Movie**

The Greatest Showman was released in 2017 directed by Michael Gracey and the writers are Jenny Bicks and Bill Condon. This movie is classified as a drama musical genre. Featuring nine original songs by Benj Pasek and Justin Paul, the story is inspired by the creation of P. T. Barnum's American Museum Barnum and the lives of the stars of his attraction. The Greatest Showman comes from America and is set in the 19th century, telling the story of how the greatest show and phenomenon was performed by P.T. Barnum (Hugh Jackman). The movie begins with the story of the youngest Barnum is a royal tailor's son who tries to survive in New York after his father dies. Barnum falls in love with Charity Hallet (Michelle Williams) who was the love of his life as a teenager. Because he is constantly made fun of and bullied by those around him, Barnum is

driven to succeed in life and not be undervalued by society. When Barnum grew up, his circus became a phenomenon and was successful because it featured unique people. After that, he started his business with ups and downs and eventually became one of the successful entrepreneurs in New York.

Barnum thought of borrowing money from the bank to buy a museum, which would display various wax figures. Unfortunately, the museum's ticket sales were very low. In the midst of the lack of visitors, Barnum's two children came up with the idea of performing something exciting for his museum. That's when he met many unique performers to join his circus show. Starting from Tom Thumb (Sam Humfrey); Letty "The Beard Lady" (Keala Settle); hairy man, Walter (Luciano Acuna Jr); tallest man, Vasily O'Clandy Palvos (Radu Spinghel); to trapeze expert sisters, Anne Wheeler (Zendaya) and W. D. Wheeler (Yahya Abdul Mateen). After they all gathered, Barnum managed to create a circus show that amazed the audience.

One day, at a party, Barnum met a generous upper-class man, Philip Carlyle, who later became Barnum's circus partner. In fact, Carlyle managed to bring Barnum's circus team to meet the Queen of England. While at a party with the Queen of England's invited guests, Barnum met the popular European singer, Jenny Lind. For her popularity and beauty, Barnum saw an amazing business opportunity. Unfortunately, the closeness and success between Lind and Barnum instantly became a

disaster when Barnum refused Lind's invitation to celebrate their successful tour. Barnum, who chose to go home, was hit by a series of disasters.

This movie discussed about love, family, and hardships. Not only that, this movie also discusses rage, friendship, and discrimination. When Philip Carlyle (Zacharya), falls in love with Anne Wheeler (Zendaya), but their differences in race prevent them from being together, the film becomes even more epic.

This movie gives the audience life lessons about not getting caught down by circumstances; instead, have a clear picture of where you want to go and begin working toward that goal. Despite his poverty and difficult origins, Barnum retained his vision and persevered, even when others questioned him. Embrace who you are; the varied individuals in Barnum's circus learn to embrace and appreciate themselves, as vividly represented by the song "This Is Me." Be open to inspiration and change; Barnum's ideas came from unexpected places, demonstrating the value of flexibility and adaptability. Ignore the doubters; Barnum and his performers maintained their concentration and ignored critics, emphasizing the need of a supporting environment. Remember your principles and who you are fighting for, as Barnum eventually learns the importance of people who supported him, emphasizing the need to balance ambition with personal ties and ideals.

Analyzing speech acts in "The Greatest Showman" is especially interesting today because the film's dialogues encapsulate themes of diversity, inclusion, and self-empowerment, all of which are strongly relevant to current social issues. How characters use language to inspire, motivate, and challenge norms in society reflects current discussions about identity and acceptance. Furthermore, the film's combination of historical context and modern language makes it an excellent subject for researching how speech acts can bridge generations and appeal to today's audiences. This analysis can reveal how language functions to perform actions, shape social interactions, and influence perceptions, making it extremely important for understanding contemporary linguistic and social dynamics.

## **B.2. Related Studies**

There are some related studies that the researcher uses in this research. The first research was conducted by Sakti (2022) entitled "An Analysis of Speech Act Classification Used by the Characters in "Onward " Movie". This research set out to look into the different speech acts that the main character used. This research also looks into the rationale behind the speech acts used by the characters. This research takes a pragmatic approach to qualitative research. Using the following categories of speech acts—Declaration, Representative, Instruction, Commissive, and Expressive—the author applies Yule's (1996) pragmatism theory. The findings show that: 1) There are five speech acts totaling 14 conversations in the movie Onward; 2) There are multiple purposes, each of which is

utilized by the characters; the police speak up most often while using statements because they have a unique function in the movie *Onward*. The characters use representative speech acts to express whether or not they agree with the speaker's assertions. Characters can order, suggest, or ask someone to do something using directive speech acts. Characters use the word "commissive" to promise to do something in the future. Lastly, the movie *Onward* uses expressiveness to convey a range of emotions, including joy, agony, despair, and pleasure.

The second research was conducted by Aldila et al. (2020) with the title "Directive Speech Act of Character T'challa in *Black Panther* Movie". This research analyzes the directive speech act used by T'Challa, the main character in *Black Panther* Movie. The purpose of this research is to identify the most common types of directive speech acts used by T'Challa, the main character in the *Black Panther* movie, as well as to explain the applications of directive speech acts and the types of utterances used in. The author applies Kreidler's theory to the data analysis to accomplish the research's objectives. The descriptive method used in this research allows the writer to evaluate utterances that comprise the many forms of directed speech acts shown in the film, making it a qualitative research. According to the research's findings, T'Challa, the main character, uttered 39 utterances that were successfully classified as directive speech acts. Command is to give a strong order, request to ask the hearer to do or

refrain from doing something, and suggestion is to give the opinion to the hearer.

The third related research was conducted by Hausca et al.(2020) with the title “Illocutionary Speech Act Analysis in Tom Cruise’s Interview”. This research analyzes illocutionary speech acts committed by Tom Cruise during an interview to promote his film. This research seeks to characterize the many types and roles of illocutionary speech acts performed by both the interviewer and the respondent. Furthermore, this research describes the most and least common illocutionary speech acts utilized throughout the interview. This research employs a qualitative method with a descriptive analysis design. This research's data was gathered by downloading an interview video from YouTube. The data is collected and recorded in writing form. Furthermore, the data are divided into several types of illocutionary speech acts. The results revealed that Tom Cruise performs four types of illocutionary speech acts throughout his interview: representational, commissive, directive, and expressive. The representative speech actions were identified as the most often performed speeches in that interview. The findings of the present that Tom Cruise used his words to make declarations of fact or to explain what he felt to be real.

The fourth relevant research is conducted by Wulandary (2022) with the title “Analysis of Commissive Speech Act in Moana Movie". The purpose of this research was to describe the many types and purposes of

commissive speech acts seen in the movie Moana. The scenes in the film show Moana's desire to prove herself to others concerning what she has spoken. As a result, the film contains commissive verbal acts. The research data came from the movie Moana. The researcher employs the observation method to select the data to be analyzed. The purposive sampling method is used to collect data samples. The researcher classified the data as commissive speech using George Yule's (1996) theory. The researcher then examines the data according to its function.

The fifth related research was conducted by Putri et al.(2019) with the article titled “An Analysis of Speech Act Used in Harry Potter and The Goblet of Fire Movie”. This research intended to examine the speech act utilized in the film Harry Potter and the Goblet of Fire. The research findings revealed that the utterances had locutionary acts or had the form of declarative, interrogative, imperative, and exclamation and that they were utilized to indicate the direct/indirect illocutionary act of declarative, representative, expressive, directive, and commissive. Furthermore, the usage of the forms and their illocutionary acts resulted in the perlocutionary acts of belief, annoyance, surprise, enlightenment, confirmation, rejection, obedience, information, happiness/satisfaction, and action.

Those related studies provide a certain gap, one of the gaps in this research conducts all types of speech acts. The first one analyzes the same as this research, using Yule’s theory in analyzing the character’s utterances

in the “Onward” movie. The second research analyzes utterances of the main character in the Black Panther movie using directive speech acts based on Kreidler’s theory. The third research has differences to other studies because this research uses an interview video as the data. Hausca et al.(2020) analyze the illocutionary acts in the video of Tom Cruise's interview promoting his new movie using Yule’s theory. The fourth research analyzes the commissive speech act in a movie using George Yule’s theory. This research has the purpose of finding the function of the utterances used by the characters in the “Moana” movie. The last related research analyzed speech act using Austin’s theory to reveal the locutionary, illocutionary, and perlocutionary acts.

Meanwhile, this analysis focuses on five types of speech acts and the functions on the conversation in the part that show before and after the circus performance in “The Greatest Showman” movie. This research aims to describe the meaning and function of each type of speech act in “The Greatest Showman” (2017) based on George Yule’s theory.

The movie stars a diverse cast of characters with varying social statuses and power dynamics. Analyzing speech acts within this framework reveals how language reflects and negotiates these dynamics. This includes interactions between P.T. Barnum and his performers, Barnum and societal elites, and the performers themselves. Many of the speech act in the movie are rather theatrical because it focuses so much on showmanship and performance. Performative language and its effects may

be studied in great detail because characters use language to enthrall, convince, and amuse audiences.

