

## CHAPTER V

### CONCLUSION

There are six strategy types that appeared in the conversation of the buyers in this study. Mood derivable, as the most direct strategy type, was applied by the buyers by directly mentioning their desired price and by using bare verb in order to show the level of directness to the hearers. Want statement, as part of direct request, was applied by the use of the words “*gelem*”, “*mau*”, or “*arep*” which means want. As part of conventionally indirect request, there are suggestory formula and query preparatory. Suggestory formula was signified by giving a suggestion to the hearers, in this study the sellers, using the following formulas, “*ga....ta?*” or “*.... ga oleh?*”. While query preparatory, which was the most widely used strategy type, was signified by the use of the negation of the modal verbs can, i.e. *gak oleh, tak oleh, tak bisa, or gak isa*. In addition, the buyers also used non-conventionally indirect strategy, which consists of strong hints and mild hints, in making their request. In making the request using the strong hints, the buyers usually gave some partial reference to the object in order to ease the sellers in understanding the meaning of their request. In opposite to strong hints, in mild hints the buyers do not give any reference to the object, hence the sellers had to understand the context to realize the request.

Out of six strategy types appeared in the data, query preparatory was the most frequently used strategy type by the buyers. This type occurred 29,41% of the 34 request utterances found in this study. Mood derivable appeared 9 times out

of 34 request utterances found in this study (26,47%), making it as the second most commonly used strategy type in this market. Strong hint (14,7%) was the third most frequently used strategy types in this market. The next strategy types that were also widely used are want statement and suggestory formula. These two types shares the same percentage, i.e. 11,76%, or appeared as many as 4 times in the whole conversations. And the less frequently used strategy type was mild hint (5,90%).

To sum up the above explanations, the buyers at *Pasar Pabean* liked to use conventionally indirect request the most. Request is often defined as face threatening act (FTA) (Brown and Levinson, 1987). Thus, it needs the ability of the requester to choose the most appropriate strategy when they talk to the hearers in order to minimize their imposition. According to Blum-Kulka, House, and Kasper (1989), if someone wants to minimize their imposition, they will prefer to use more indirect strategies than the direct ones. This statement proved to be true since in this present study, the buyers, who are of different ethnicities from the sellers, tend to use conventionally indirect request simply to show their respect to the sellers by trying to use more polite form in making requests. The buyers who used direct request did not mean that they were not polite since almost all buyers that used direct request to the sellers were the loyal customer at the store. However, non-conventionally indirect request, which is known as the most indirect requests of all three request strategies, was not widely used because this strategy can lead the hearers to misunderstanding if the hearers do not realize the requests' context.