

**POLITENESS STRATEGIES USED BY AN AMWAY'S NETWORKER IN  
PERSUADING HIS PROSPECT**

**A THESIS**



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**ENGLISH DEPARTMENT  
FACULTY OF HUMANITIES  
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**Submitted as the partial fulfillment of the requirement for the Sarjana Degree of  
the English Department, Faculty of Humanities,**

**Airlangga University Surabaya**

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SURABAYA**

**2012**

## **DECLARATION**

This thesis contains no material which has been accepted for the award of any other degree or diploma in any university. And to the best of this candidate's knowledge and belief, it contains no material previously published or written by another person except where due reference is made in the text of the thesis.

Signed

Ismail

*Great life requires great sacrifices*  
*--Naguib Mahfouz--*

*This thesis is dedicated to*

*All who love me*

**Approved to be examined:**

**Surabaya, 22 February 2012**

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This thesis has been approved and accepted by the Board of Examiners, English Department, Faculty of Humanities, Airlangga University on 22 February 2012

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