

**FUNGSI DIREKTIF DALAM DRAMA “DEATH OF A SALESMAN”  
(Analisis Wacana)**

***DIRECTIVE FUNCTIONS IN DRAMA “DEATH OF A SALESMAN”  
(A Discourse Analysis)***

**Syahrianti M. Nawir**

Program Studi Bimbingan dan Konseling Universitas Tompotika Luwuk Banggai  
Email: syahriantinawir@gmail.com

**ABSTRAK**

Penelitian ini bertujuan menganalisis fungsi bahasa khususnya fungsi direktif yang digunakan dalam drama “Death of a Salesman” yang terfokus pada bagian pertama. Data dalam penelitian ini diambil dari sumber tertulis yaitu teks drama “Death of a Salesman” yang terdiri atas 49 kalimat yang memiliki fungsi directice. Metode yang dipakai dalam penelitian ini adalah metode penelitian pustaka. Dalam mengumpulkan data, penulis menggunakan metode deskriptif dengan prosedur kerja yang meliputi 5 tahap yaitu : penyeleksian kaliaan, pencatatan kalimat yang mempunyai fungsi direktif, pengklasifikasian kalimat berdasarkan actor, jenis fungsi directive, dan bentuk kalimat, penganalisaan dan pengambilan kesimpulan. Hasil analisis menunjukkan bahwaada 2 kalimat yang berfungsi sebagai perintah (orders), 35 kalimat yang berfungsi sebagai permintaan (request) dan 10 kalimat yang berfungsi sebagai permohonan (please). Pesan yang disampaikan oleh setiap pembicara bisa dianalisis dari respon pendengar serta konteks yang ada. Secara umum, kalimat yang memiliki fungsi directive bermakna himbauan atau perintah kepada seseorang untuk mengerjakan sesuatu.

**Kata Kunci:** Direktif, Death of a Salesman

**ABSTRACT**

*This research aimed at describing the language function especially the directive function used in drama “Death of a Salesman” which focused on act one. This was a descriptive research by using qualitative approach. Method used in this research was library research. The sample of this research was 47 utterances taken from nine scenes (scene 1-9). The writer collected data by using note taking technique. In analyzing data, the writer used descriptive method with following steps : reading the drama, choosing the sentences or utterances which had directive function in it and marked it, classifying the different kinds of directive function, identifying or analyzing the micro function of utterances and concluding the intention or message of drama. The result of this research indicates that there are three kinds of directive function; they are orders, requests, and pleas. Utterances which function as requests then can be subdivided into six groups; they are requests for action, requests for sympathy, requests for information, requests for confirmation, requests for clarification and requests for help. In the chosen utterances there are two utterances (4,3%) which function as order, 35 utterance (74,4%) which function as request and ten utterance (21,3%) which function as plea. The situation of speakers or hearer and the way they utter the utterances can affect the interpretation of utterances.*

**Keywords:** Directive, Death of a Salesman

## INTRODUCTION

As linguistics is a study of language, it has some branches they are phonology, morphology, syntax, semantics, pragmatics, and discourse. All linguistics fields have their own analysis units. Phonology for example, applied phoneme as its object to be analyzed. Morphologist examines morpheme and allomorph; word, phrase, clause and sentences are the analysis object of syntax; while discourse analysis has discourse as its prime object to be studied, and though it may take excursions into many different fields, must always be careful to return to the main concern.

In its exertion, language is a system of sign that has a various function, and the aim of discourse is to see language functions. Discourse is a piece of language which is used to communicate something and it is felt to be coherent. Discourse treats the rules of grammar as a resource, conforming to them when it needs to, but departing from them when it does not. It does the same with conventional meaning too.

There are two ways approaching language; formal and non-formal. The first term is the formal referring to fact inside the language and the second is the contextual referring to fact outside language. According to the empirical-positivism view, the main object of approaching language is simply the truth of syntax and semantic principle (the fact inside language or sentences structure). But this theory is actually inapplicable in such kinds of discourse because it separates subject and object of language. In spoken discourse, for example in a daily conversation, we may utter ungrammatical sentences or even just simply give a wink

to someone, but the hearer or receiver can understand and respond it. It is because the focus is on the way to make the hearer can catch the message from the speaker.

The conversation can be said as a successful communication if the hearer can understand and react what the speaker wants to convey. In the contrary, we say the conversation fails when both speaker and hearer cannot catch the message. In this case, we try to focus on the function of language. The same sentences may have different meaning if it is uttered by two different people. It is very cool here may have more than two functions. If it said by a teacher to this students, may function as an order to close the window, even though it is a declarative sentence not imperative. But, it can function as a warning or an order to sleep immediately if it said by a mother to her son.

According to the discourse approach, we call this language as directive function because it tries to affect the behavior of the addressee. Directive function can be divided into some other function such as offering, requesting etc. One sentence or utterance may have more than two functions in it. Even though, it might be there is one prime function that attributes the sentence or utterance and applied to realize different function simultaneously.

Some researchers have analyzed a discourse. Marthen (2005) for example, in this article, he intended to analyze the unity of discourse by using functional grammar or cohesive devices. But in reality, this method does not enough to reinforce the unity of discourse. The formal approach which so-called formal link cannot absolutely reveals the reality or intention beyond the sentence. One way of

analyzing this discourse is to look behind the formal meaning and to consider what the speaker (sender of message) intends to achieve with it, to try to understand its function (function of language).

In this article the writer is interested in analyzing the interpretation of a discourse using language function approach. In this case, the directive functions of drama "Death of a Salesman" by Arthur Miller. It is because we can easily know the function of language which directly shows the relation between speaker and hearer. In other words, the way speaker conveys the message and the way hearer understands and responds it. This writing provides data which shown the quality of meaningful and unified in this drama. The writer limits the analysis in act of drama "Death of a Salesman".

#### **METHOD OF RESEARCH**

The study is descriptive research which is completed by using qualitative approach. This methodology was used to collect certain data, information and theories which were related to the topic of research from the library collection.

The writer collected the data by using note taking technique. Note taking technique is the technique of writing and typing data to the paper or data card. She got the primary data from the drama "Death of a Salesman" in act one.

In analyzing data, the writer used descriptive method. This method was done with the following steps:

1. She read the drama Death of a Salesman in act one. Then she chose the sentences or utterances which had directive function in it and marked it by marker.

2. She noted it at data card then classified the different kinds of directive function and coded it with numbers in a bracket in the end of each utterance.
3. The writer drew a table to make the writer easier in identifying or analyzing the micro function of utterances. The table was divided into five columns, they are: number, actor, utterance, micro function, and sentence type.
4. She then analyzed the data based on the different of interpretation of each utterance.
5. The last she concluded the intention or message of drama "Death of a Salesman" in act one as a unity of inter-part meaningful within a language.

#### **RESEARCH FINDINGS**

"Death of a Salesman" is one of the most successful dramas in America by Arthur Miller in 1949. This drama is talking about the depression of the major character (Willy) because of this failure as a successful salesman in business. Besides that, he is also disappointed with his son (Biff-34 years old) who just works in the farm and cannot also be a successful salesman. In addition, it is also because of Willy's jealousy to his neighbor, Charley, who is a successful businessman and Charley's son (Bernard) is a successful lawyer. The conflict always occurs between Willy and his son (Biff). Although Willy is in depression, he is fortune enough to have a faithful wife, who is very patient and wise to face Willy's problems.

Willy Loman is a traveling salesman who has worked for the Wagner Company for thirty-four years. He is now

sixty-one years old and has been taken off salary and put back on straight commission, and he is unable to earn enough money to pay the bills. Charley, the Loman's neighbor, has been giving money to Willy every month to meet his payment, even though Willy is too proud to accept a payroll job from him.

Willy's two sons, Biff and Happy, come back home and are temporarily sharing their old room. Biff is the oldest son who was a football star in high school with several scholarships, but for the last fourteen years he has been unable to find himself. He returned from somewhere in the West due to his mother's request for him to see his father. Happy works in a department store and his own apartment in another part of New York. Willy has been plagued by daydreams and illusions, and the play begins with his driving home prematurely from one of his New England business trips due to the fact that he cannot concentrate on the road.

Table 1. Directive Utterances in scene 1

Actor	Utterance	Micro Function
Linda	Willy	Request for confirmation
Linda	Why? What happened? Did something happen, Willy?	Request for confirmation
Linda	You didn't smash the car, did you?	Request for confirmation
Linda	Don't you feel well ?	Request for confirmation

Linda	Where were you all day? You look terrible	Request for clarification
Linda	Maybe it's your glasses. You never went for your new glasses	Request for action
Linda	Well, you'll just have to take a rest	Request for action
Linda	But you didn't rest your mind. Your mind is overactive, and the mind is what counts, dear	Request for action
Linda	Take an Aspirin	Plea
Linda	Should I get you an aspirin ?	Request for confirmation
Linda	Willy, dear. Talk to them again	Plea
Linda	But you're sixty years old. They can't expect you to keep travelling every week	Request for action
Linda	Why don't you go down to the place tomorrow and tell Howard you've simply got to work in New York	Request for clarification
Linda	Why don't you tell those things to Howard, dear?	Request for action
Willy	Is there any cheese?	Request for help
Willy	No, go to sleep	Order

Willy	The boys in?	Request for information
Willy	Did Biff say anything after I went this morning ?	Request for information
Linda	You shouldn't have criticized him, Willy, especially after he just go off the train. You mustn't lose your temper with him.	Plea

Linda	between them ? Go down, try it. And be quiet.	Plea
Willy	You're not worried about me, are you, sweetheart ?	Request for sympathy
Happy	Listen !	Order
Linda	Just try to relax, dear you make mountains out of molehills	Plea
Willy	I won't fight with him anymore. If he wants to go back to Texas, let him go	Request for help
Linda	If it's warm Sunday we'll drive in the country. And we'll open the windshield and take lunch	Plea
Willy	Close your eyes, I'll be right up	Request for action

Table 2. Directive utterance in scene 2

Actor	Utterance	Micro Function
Linda	Willy, please!	Request for sympathy
Linda	They're sleeping	Request for action
Linda	Get something to eat. Go on down	Request for action
Willy	Why did he come home ? I would like to know what brought him home	Request for information
Linda	I just thought you'd like a change	Request for action
Willy	Why don't you open a window in here, for God's sake ?	Request for action
Willy	Remember those two beautiful elm trees out there ? When I and Biff hung the swing	Request for clarification

Table 3. Directive utterances in scene 3

Actor	Utterance	Micro Function
Linda	The cheese is on the middle shelf	Request for action
Biff	I'm going to sleep	Request for action
Happy	You're not still sour on Dad, are you, Biff ?	Request for confirmation
Biff	You smoking ?	Request for action
Happy	Want one ?	Request

		for action
Biff	I can never sleep when I smelt it	Request for action
Biff	Yeah. Lotta dreams and plans	Plea
Biff	Why does Dad mock me all the time ?	Request for clarification
Biff	What's he say about me ?	Request for information

Table 4. Directive Utterances in Scene 4

Actor	Utterance	Micro Function
Biff	Listen, why don't you come out West with me ?	Plea
Happy	I'm tellin' you, kid, if you were with me I'd be happy out there.	Plea
Biff	Let's go to sleep	Request for action
Happy	I guess w didn't settle anything, heh ?	Plea
Biff	I just get one idea that I think I'm going to try	Request for sympathy

## DISCUSSION

### Analysis of Data 1

#### 1. Willy !

This utterance functions as request for confirmation in declarative form. It is directive because it can influence the hearers to do something. It is uttered by Linda when she heard Willy outside the bedroom; she called him with some

trepidation. She want to know and ascertain whether Willy or not is in that place. In this case, Linda requests Willy to give information about the existence and condition of Willy in that place and Willy responds it by saying "It's all right. I come back". Actually, Linda is uncertain about her husband condition the she calls her husband's name to ascertain that someone who is in outside the bedroom is Willy and he is in good condition.

#### 2. *Why? What happened? Did something happen, Willy?*

This utterance also functions as a request for confirmation where the speaker request the hearer to give information accurately. In utterance 2, Linda request Willy to confirm about what happened to him. She asks her husband by using W-H Question ("Why ? What Happened?. Then she continues to next question "Did something happen?" It shows Linda's curiosity and anxiety about Willy. She does want to know and confirm what happened to Willy. She repeats it for some times, but Willy simply answers nothing happened to him. In this case, Willy's answer is not what Linda actually wants because she knows that must be something happened to Willy from his behavior. Willy tries to assure his wife that nothing happened.

#### 3. *You didn't smash the car, did you?*

In this utterance, the speaker (Linda) uses question tags to check whether Willy smashed the car or not. It is used as a response to Willy's answer "No, nothing happened". It functions as a directive because it attempts to influence the hearer to do a particular

action. In this situation, Linda greets Willy but worries that he has smashed the car. Afterwards, she requests Willy to give confirmation about it. But Willy answers it with casual irritation (I said nothing happened, didn't you hear me). He reassures Linda that nothing happened.

4. *Don't you feel well?*

Utterance 4 also functions as requests for information. In this context, Linda is still unsatisfied with Willy's answer in the previous dialog that nothing happened to himself. Hence, she asks Willy to ascertain her estimation that Willy is not in good condition by using yes-no question. Finally, Willy replies it squarely that he is tired. He also admits to his failure in job. In this moment, Linda can make Willy open and honest to herself.

5. *Where are you all day? You look terrible*

Utterance 5 is begun with W-H question. It function as a request for clarification. In this case, Linda wants to know where Willy was all day. She also needs clarification about how can he looked so terrible. As a good wife, she has the right to know about her husband, what happened to him, why it can be, how it happened, and any other possible questions. Then Willy tells her that he only got as far as Yonkers and does not remember all of the details of this trip, he kept swerving onto the shoulder of the road, and had to drive slowly to return home.

6. *May be it's your glasses, You never went for your new glasses*

Utterance 6 is in declaration sentence which has directive micro function known as s request for action. If we

look at the word order, we cannot say it as a request because there is no sentence begins with a verb, in other words there is no imperative sentence. In this utterance, Linda requests Willy to use his new glasses because she thinks that the glasses are the cause of Willy's giddiness which is described in the previous dialog. Willy suddenly couldn't drive, the car kept going off on to the shoulder. Thus Linda concludes that Willy must use his new glasses because he cannot see the road. But Linda's request is refused by Willy's utterance that "I see everything". It shows Willy's rejection of Linda's request to use the new glasses.

7. *Well, you'll just have to take a rest*

Utterances 7 function as a request for action or it can be said as a strong advice. The speaker uses a declarative sentence; it is a strong recommendation because of the word "Just" which emphasizes an expression. "Just" means "simply" there is no other word for it. Besides, "just" can also be used as a "Softener", to make an order seems less demanding, and therefore more polite. In this case, Linda gets herself as a loyal wife who bothers about her husband's bodily needs which needs to take a rest. She requests Willy to take a rest because the previous requests are all rejected by Willy.

8. *But you didn't rest your mind. Your mind is over active, and the mind is what counts, dear*

Utterance 8 functions as a request for action. In this situation, Linda asks for Willy to do something. She tries to request Willy to take a rest and giving

logical reasons. She explains that Willy does not rest his mind yet, his mind is over active and the mind is what counts. Linda is very concerned to Willy who is looked so tired and confused. Thus, she wants Willy to take a rest immediately. Then Willy replays it by saying "I'll start out in the morning. Maybe I'll feel better in the morning". It means that Willy argues and listening to Linda's reason to take a rest and continue his work in the morning.

9. *Take an aspirin*

Utterance 8 is in imperative form which functions as a plea. In this case, Linda appeals Willy to take an aspirin. It does not mean that Linda wants Willy to take the medicine himself. It is because, after said it to Willy, she immediately offers to get an aspirin for her husband by saying "should I get you an aspirin?" Linda also says that the aspirin will soothe him. So, Linda's intention in saying this utterance is to plea Willy acceded to take medicine.

10. *Should I get you an aspirin?*

Utterance 10 functions as a request for confirmation which is in interrogative form. It is uttered by Linda who wants to ascertain whether Willy needs her help or not. It is a continuation of Linda's plea to take medicine. In Linda's assumption, Willy needs a medicine to soothe him. Thus she offers to get an aspirin. Contrary, Willy replays it by saying "I was driving along ....and I was fine". It means that Willy refuses to take a medicine because he was fine.

11. *Willy, dear. Talk to them again*

Utterance 11 has directive micro functions which so-called plea. It is an

urgent emotional request of Linda to his loving husband. In this utterance, the speaker uses an imperative sentence to express her appeal. Linda requests Willy to talk to his boss in order to allow him to work in New York. It is because Linda feels sorry for Willy who is very tired to work in New York. But, Willy refuses it by giving a reason that people do not need him in New York and he is vital in New England. Linda tells him that he needs to rest his mind, and that he should work in New York, but he feels that he is not needed there.

12. *But you're sixty years old. They can't expect you to keep traveling every week.*

This function of utterance 12 is request for action. In this statement, Linda requests Willy to do another thing that is to stop travelling and walking around New England every week. Implicitly, Linda requests Willy to work in New York as explained in the previous dialog. It is reasonable what is Linda asked for. It is because Willy is already sixty years old and he is at a big risk to keep travelling every week with the high speed. But the request is refused by Willy as Willy's response that there are many things to do in the next day. He feels that people do not need him in New York and he believes that he is vital in New England.

13. *Why don't you go down to the place tomorrow and tell Howard you've simply got to work in New York?*

Utterance 13 is different from the previous example in the case of sentence type and function. This utterance function is as a request for clarification which is in the



interrogative form. It is not simply a question which needs an answer, but Linda requests her husband to explain why doesn't he go down into that place the next day and tell his boss about working in New York. But he feels that he is not needed there. He thinks that in Frank Wagner were alive he would be in charge of New York, but his son, Howard, does not appreciate him as much. In this case, Linda has already done the best for his family as a wife, giving suggestion and its alternative, motivating, affection etc.

14. *Why don't you tell those things to Howard, dear*

Utterance 14 is its function as a request for action. In this condition, Linda asks for Willy to tell the truth to his boss. She already knew that Willy will go to the place he worked and she cannot prevent it. So she gives a suggestion to tell the truth to Willy's boss and then he can be regarded as special. In his response, Willy encourages it by saying "I will, I definitely will", and then he tries to call always this talking with the other topic.

15. *Is there any cheese?*

This utterance functions as a request for help which is in interrogative form. It can be concluded that Willy demands Linda to take cheese for him. In Linda's assumption, her husband needs her help to take something to eat. It is clearly shown that immediately Linda will make a sandwich for him. Besides function as a request for help, this utterance seems to be an effort of Willy to stop talking about Howard.

16. *No, go to sleep*

The function of utterance 16 is an order. It is uttered by Willy using

imperative sentence. In number 16, Willy orders Linda to go to sleep as a square refusal for helping him. Previously, Willy asks whether there is any cheese or not, and Linda offers to make him a sandwich. But directly, Willy says "No, go to sleep". Willy orders his wife to go to sleep because he believes that he can do it himself.

17. *The boys in ?*

Different from the utterance above, utterance 17 function as a request for information. In this case, Willy thinks that he knows something about the existence of his boys in home, but he wants to assure it. He wants Linda to give the information precisely. He already known that his boys are certainly in home, but he does not know where they are. It is proved by Linda's answer that they are sleeping, means that they are in their bedroom. Linda tells him how Happy, his younger son, took Biff, his eldest son, out on a double-date, and it was nice to see them both at home.

18. *Did Biff say anything after I went this morning ?*

This utterance also functions as a request for information. Willy wants Linda to give him information about Biff. In this case, Willy wants to know whether Biff said something to his mom or not when Willy went out. But Linda's response in this question is not what Willy wants. On the contrary, Linda complain Willy about his behavior to criticize Biff all time.

19. *You shouldn't have criticized him, Willy, especially after he just got off the train. You mustn't lose your temper with him.*

In number 19, the speaker uses declarative sentence which function as a plea. In this situation, Linda appeals Willy not to criticize Biff. It sounds like persuading. Linda is persuading Willy to subject Biff as the same as Happy. She reminds Willy not to lose his temper with Biff, but Willy feels that there is an undercurrent of resentment in Biff. Linda says that Biff is crestfallen and admires Willy. It is also Linda's desire for Willy not to totally blame Biff because of this failure in making money for his family.

#### Analysis of Data 2

##### 1. *Willy, please!*

The function of this utterance is request for sympathy. It is uttered by Linda who requests Willy's sympathy in order to follow her advice to stop mumbling in the night time. Besides that, Linda wants Willy to stop it because their boys have already been sleeping at that time and it can arouse them. It is clearly shown in the previous dialog that Linda said "Shh!" means that Linda requires not to make any noise.

##### 2. *They're sleeping*

This is a declarative sentence that functions as a request for action. It is uttered by Linda who requests Willy to move from that place because their boys are sleeping. Mumbling in that place can arouse their boys and they can listen to what is Willy saying. It is proved by the next utterance which is Linda said (get something to eat, go on down)

##### 3. *Get something to eat. Go on down*

The function of utterance is also request for action which is in imperative form. It is uttered by Linda

who asks for Willy to get something, but the meaning was not simply like that. Actually, the main purpose of that utterance is Linda wants Willy to stop mumbling and leave that place because their boys are sleeping. It is shown in Linda's utterances in the previous dialog (Shh!, Willy please!, They're sleeping). Besides that, Linda desires Willy to change the topic of their talk. In other words, Linda is trying to bring Willy out of talking about Biff's mistake.

##### 4. *Why did he come home? I would like to know what brought him home*

Utterance 4 functions as a request for information. It is uttered by Willy who needs the information about Biff's coming. Willy requests Linda to inform him what brought Biff home. Willy wonders how Biff can find himself as a farmhand. He remarks that it is a disgrace that a thirty-year-old man has not 'found himself'.

##### 5. *I just thought you'd like a change*

Utterance number 5 also function as a request for action in declarative form. The situation is like this: Linda offers Willy a new kind of American-type cheese, but Willy indirectly refuses it. Willy complains that Linda got a new type of cheese, American instead of Swiss. Then Linda utters "I just thought you'd like a change" hoping that Willy can accept American-type cheese. Linda's intention in uttering it is so make Willy takes the cheese that Linda has gotten. The word "just" function as emphasizing that expression, it can also be used as a "softener", to make a request seems less demanding and more polite.

6. *Why don't you open a window in here, for God's sake ?*

The function of utterance 6 is request for action. It is directive because Willy attempts to influence a particular action of hearers. In this case, Willy demands Linda to open the window. But Linda does not perform it because the window was already opened.

7. *Remember those two beautiful elm trees out there ? When I and Biff hung the swing between them ?*

Utterance has directive micro function namely request for clarification. It is uttered by Willy when he is reminding the land next door. Willy wants Linda to give a clarification about the beautiful elm trees. To make Linda easier in reminding it, Willy adds his question by specifying the moment that should be reminded (when I and Biff hung the swing between them ?). it is an effective question because Linda responses it by saying "yeah, like being a million miles from the city", it means that she can remember that moment.

8. *Go down, try it. And be quiet*

Utterance 8 is imperative sentences as a plea. The situation can be like this, Linda is trying to calm her husband down from willies. Willy longs for the days when their neighborhood was less developed and less crowded. He shouts that the population is out of control. In this case, Linda appeals Willy to stop commenting and complaining about it. She also requests her husband to move from that place and not to make any noise. Linda wishes that Willy is amenable to her advice or suggestion.

9. *You're not worried about me, are you, sweetheart?*

This utterance is in interrogative sentence which function as a request for sympathy. In this case, Willy requests for Linda's sympathy. Willy uses question tag whether his wife worried about him or not, but this utterance does not need an answer because the speaker just simply requests the hearer sympathy. It is because in the previous dialog, Linda is always in Willy's opposite.

10. *Listen!*

The function of utterance 10 is an order in imperative sentence. It is uttered by Happy to Biff, when they are listening to their parents dialog. At that time they are raising themselves up in their beds. Happy wants Biff to listen the conversation precisely because their parents are talking about them (Biff and Happy). It is a strong recommendation that Happy gives to Biff, it is because the sentence in imperative form.

11. *Just try to relax, dear you make mountains out of molehills*

The function of utterance 11 is a plea in declarative form. It is uttered by Linda who wants her husband to be calm down, not to be panic or worry. The situation can be like this, Willy is in a great depression where he failed in his business and his son (Biff) can not also actualize it. Therefore, Willy always gets himself and Biff to do the business in order to make money for their life. In this case, Linda tries to appeal Willy not to do things out of his capacity as an old man. In Linda's assumption Willy has to relax himself because he has got too much on the ball.

12. *I won't fight with him anymore. If he wants to go back to Texas, let him go*

The function of utterance 12 is a request for help. Willy requests Linda to help him in solving Biff's problem. In this case, Willy requests Linda for help her to let Biff goes back to Texas in order to avoid fighting between Biff and himself. He is ready not to fight with Biff any more, but he needs Linda's help to let Biff go back. Willy vows that the he won't fight with Biff anymore. He believes that biff is a person who will get started later in life, like as Edison or B.F. Goodrich.

13. *If it's warm Sunday we'll drive-in the country. And we'll open the windshield and take lunch*

This utterance functions as a plea. In number 13, the speaker (Linda) asks for Willy's willingness to drive in the country on Sunday. Linda uses the word "we", it means that the all family (Willy, Linda, Biff and Happy) go along with. Linda hopes that Willy can be more solid with Biff. However, Willy tries to refuse Linda's appeal by saying "No, the wind shield does not open on the new car".

14. *Close your eyes, I'll be right up*

The function of utterance 14 is a request for action. In this case, Willy asks for Linda to go to sleep by saying "Close your eyes". At that time, Linda looks overanxious about Willy, and she tries to apply the mind to her beloved husband by giving any comments and suggestions. Conversely, Willy also does not want to see his wife too worry about himself. He demands Linda to sleep because he thinks that he will be right up.

Analysis of Data 3

1. *The cheese is on the middle shelf*

The function of utterance 1 is a request for action in declarative form. Linda, as the speaker utters it to Willy. She informs that the cheese is on the middle shelf, but her intention is not simply like this. Linda requests Willy to take the cheese for himself in that place (in the middle shelf). She also asks for her husband to be careful on the stairs. Actually the situation is like this, Linda would help her husband to get the cheese. But previously Willy refuses it and demands Linda to sleep.

2. *I'm going to sleep*

The category of utterance 2 is declarative sentence which function as a request for action. It is uttered by Biff when Happy is telling about their dad, Willy. Biff is sitting down on his bed when utters it, it can be a proof that Biff's intention is saying it is to demand Happy to sleep and stop talking about that topic.

3. *You're not still sour on Dad, are you, Biff ?*

Utterance 3 functions as a request for clarification which is in interrogative sentence. In this dialog, Happy requests Biff to inform him about the relation between Dan and Biff. In uttering it, Happy uses question-tag to check whether something true or not. In this case, Happy wants to clarify whether Biff is still sour on Dad or not. Contrary, Biff does not answer this question, but he tries to call away Happy's attention by asking back "You smoking?"

4. *You smoking?*

The interrogative sentence in utterance 4 is not simply a question that needs an answer yes or not, but this utterance is

a request for action. There are two possible interpretations of these utterances. The first is Biff asks for Happy to give him the cigarette. It is because, the response from Happy that he holds out a pack of cigarettes and says "want one?" means that he offers the cigarette to Biff. The second is Biff wants Happy to stop smoking or he does not allow Biff to smoke in their beds. It is shown in the next dialog; Biff says that he can never sleep when he smells it.

5. *Want one ?*

Utterance 5 relates to utterance 4 where to possible interpretation is Biff asks for Happy to give him cigarette as explained in the previous paragraph. It is clearly shown when uttering it, Happy holds out a pack of cigarettes to Biff. It means what he wants Biff to take the cigarette or he requires Biff to smoke.

6. *I can never sleep when I smelt it*

The function utterance 6 is a request for action. In uttering it, Biff does not simply inform that he cannot sleep when he smells the smoke, but his intention is commanding Happy to stop smoking and to take the cigarette back.

7. *Yeah. Lotta dreams and plans*

Utterance 7 function as directive namely a plea. In this case, Biff uses an imperative sentence to request his brother. He appeals Biff to sleep and stop talking as soon as possible. Besides that he also appeals Biff not to complain about their life but it is better for them to plan or to think of their future, how to earn money and make their life better than now.

8. *Why does Dad mock me all the time?*

The function of utterance 8 is request for clarification which is of course in interrogative sentence. Biff asks Happy in order to get explanation why does Dad mock him all the time. Then Happy's response is no the real answer about the reason of Dad mock Biff all the time, but he answers it back by saying "he is not mocking you". This utterance can also be a complaint from Biff to his Dad that always mocks him all the time. Biff wonders why his father mocks him so much, but Happy says that he wants Biff to make good.

9. *What's he say about me?*

Utterance 9 functions as request for information. In this situation, Biff wants to know what Dad said about him. He feels so burned up about it and he repeats it twice. It is because previously Happy said that when he sent Dad to Florida, most of the time Dad is talking about Biff. Happy worries that Willy talks to himself. This statement makes Biff curious, so he needs the answer eventually.

#### Analysis of Data 4

1. *Listen, why don't you come out West with me?*

The function of utterance 1 is a plea which is in interrogative sentence. It is uttered by Biff who is very enthusiasm to appeal Happy to come out West with him. Biff thinks that it is easily to become a successful man if they work together. They can help each other and they will not be a lonely man as their anxiousness in the previous dialog (Biff: "maybe I ought to get married...". happy : "sometime I sit in my apartment-all alone. And I think of the rent I'm paying. And it's crazy.....and still, goddammit, I'm

lonely”) He says that he has his own apartment, a car, and plenty of woman, but is still lonely. Therefore, Biff suggests that Happy comes out west with him to buy a ranch.

2. *I'm tellin' you, kid, if you were with me I'd be happy out there.*

The directive micro function of utterance 2 is also a plea. In this dialog, Biff shows his seriousness to appeal Happy to come out with him. He said that he would be happy if his brother is willing to come out with him. Biff hopes that coming out together can make them more enthusiasm in work. Then they can gain their dreams to become a successful man.

3. *Let's go to sleep*

The function of utterance 3 is request for action. It is uttered by Biff in imperative form. The action which is needed by Biff here is Happy stops talking and closes their talks anymore. Hence they can sleep as soon as possible. The word let can be used to introduce suggestions, orders and also to give instruction to oneself. In this situation, Biff suggests to sleep immediately.

4. *I guess w didn't settle anything, heh ?*

The function of utterance 4 is similar to utterance number 1 and 2. In this case, the intention of Biff in uttering it is to request Happy not to enlarge upon the other topic. It is because, for the umpteenth time they plan to sleep, but one tried to broach the other topic of talk. Happy believes that he not have to take orders at work from men over whom he is physically superior. He also talks about how he has no respect for the women he seduces, and really

wants a woman with character, such as their mother.

5. *I just get one idea that I think I'm going to try*

Utterance 5 functions as a request for sympathy. Biff broaches the other topic in order to get Happy's sympathy. He hopes that Happy can pay attention to his idea that he is going to try. Immediately, Happy responses it by saying “what is that ?”, it means that Biff is success to get Happy's sympathy. In this case, Biff thinks that he may try again to work for Bill Oliver, for whom he worked years ago but quit after stealing a carton of basketballs from him

From the research of data collection that has directive function, the writer gets some utterances in act one of drama “Death of a Salesman”. From the utterances, there are several utterances which have directive function. One utterance does not have only one function but it may have than one. However, the writer takes 47 utterances as follows:

Orders	: 2 utterances
Request for action	: 16 utterances
Request for information:	4 utterances
Request for help	: 2 utterances
Request for sympathy	: 3 utterances
Request for confirmation	: 6 utterances
Request for clarification	: 4 utterances
Pleas	: 10 utterances

There are several utterances which have directive function. The writer concludes that there are three kinds of directive function; they are orders, requests, and pleas. Utterances which function as requests then can be subdivided into six groups; they are

requests for action, requests for sympathy, requests for information, requests for confirmation, requests for clarification and requests for help. In the chosen utterances there are two utterances (4,3%) which function as order, 35 utterance (74,4%) which function as request and ten utterance (21,3%) which function as plea.

After analyzing all chosen utterances, the writer concludes that the situation of speakers or hearer and the way they utter the utterances can affect the interpretation of utterances. For example, utterances which function as order is uttered by the speaker who is superior to the hearer.

The utterance which functions as order is uttered by Willy to Linda, and Happy to Biff. It can be said that the speaker utilize his authority in commanding somebody to do something. While the request is usually uttered by the speaker who has equal status to the hearer. The interpretation of request is to ask the hearer for doing something in more polite way than order. In the country, plea is a persuading to somebody for doing something. In this case, the speaker is inferior to the hearer. It needs more knowledge about context in interpreting a drama because sometimes the speaker can be superior to the hearer and vice versa.

## CONCLUSION

There are several utterances in chapter IV which have directive function. The writer concludes that there are three kinds of directive function; they are orders, requests, and pleas. Utterances which function as requests then can be subdivided into six groups; they are requests for action, requests for sympathy, requests for information, requests for

confirmation, requests for clarification and requests for help. In the chosen utterances there are two utterances (4,3%) which function as order, 35 utterance (74,4%) which function as request and ten utterance (21,3%) which function as plea.

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