CHAPTER TWO

LITERATURE REVIEW

2.1. Previous Studies

Studies of speech acts have been conducted in different analysis cases on social or political issues. Caroline et al. (2021) conducted research on the speech act of Mark Zuckerberg in English speeches on YouTube channels. Yokossi (2022) researched a study of speech acts in Joe Biden's opening and closing remarks at the virtual summit for Democracy. Meanwhile, Ayomi et al. (2022) analyzed the illocutionary act of food product endorsements by Indonesian influencers on Instagram. Then, Isanabiah & Fitrawati (2022) analyzed the illocutionary act on fluency's YouTube channel. Husain et al. (2020) also analyzed the commissive speech act in the Indonesian presidential debate. These studies are shown in more detail in the table below.

Table 2.1 Previous Studies

No.	Study	Objective	Method	Findings
1.	Caroline et al. (2021), Indonesia	1. To identify different types of illocutionary act. 2. To find the kinds of illocutionary acts are most dominant in Mark Zuckerberg's speech "Find Your Purpose."	Qualitative method (Creswell, 2010). quantitative data and qualitative data (collecting data). Content analysis method (analysis data). Searle's theory (1983) & Austin's theory (1929).	1. Illocutionary acts type: assertive 14 cases or 40% and directive 15 cases or 43% along with expressive 3 cases or 8%, commissive 2 cases or 6%, and declaration 1 cases or 1%. 2. The research found the most dominant types of illocutionary act was directive with 15 cases or 43 % in Mark Zuckerberg's speech "Find your Purpose".

2.	Yokossi, Daniel T. (2022), West Africa	1. To show to what extent the speech acts theory can be useful to text analysis. 2. To unveil beyond what is literally said by the underlying meanings deciphering in Joe Biden's opening and closing remarks.	Qualitative & quantitative method. Uses Searle's (1969) theory & Austin's (1962) theory. Theoretical framework used speech act theory.	1. The commissive speech act have unveiled President Joe Biden's dream for the summit. Commissive speech acts have been used to reveal the plans President Biden has in mind for the re-establishment of Democracy all over the world. Joe Biden's special language use via the directive speech acts despite his rank and the social power he embodies shows that he is not an autocratic president. It also evokes the notion of politeness. 2. The directive speech acts has revealed Biden's humble personality and collaborative character. He has by so doing shown awareness and consideration of the face of the people attending the summit. The felicity Sincerity and essential conditions testify to the validity of the direct speech acts recorded in the remarks. These felicity conditions indicate that the plans made, and decisions reached at the summit as encoded via the commissive speech acts, are going to be enforced for a better democratic world to live in. chievement reports at the second upcoming summit for democracy will unquestionably help assess this accurately.
3.	Ayomi *et al.* (2022), Indonesia	To explore how the Indonesian Instagram influencer employs and organizes several types of speech act to persuade their audiences to try and consume the endorsed products.	Searle's theory (1979). Qualitative method (the data consist of 6 Instagram posts). Describe the types of illocutionary act by dividing their functions within the	The result of the analysis shows that the influencer food product endorsements on Instagram posts can be divided into three sections: the opening, body, and closing. The most dominant illocutionary act is assertive of informing and claiming especially talking about the product information and how the

			context (Searle, 1979).	influencer's experience in consuming the product. The most varied part is the opening section, where influencers can use various illocutionary acts to open a conversation or attract their audience's attention to read further.
4.	Isanabiah & Fitrawati (2022), Indonesia	1. To find the types of Illocutionary acts. 2. To find the most dominant paradigmatic cases 3. To find the specific intention of the speakers in Advanced English Conversation video podcasts using the theory proposed by Searle (1969).	Qualitative descriptive method (The data were 209 selected utterances). Searle's Illocutionary Acts theory (1969).	1. The first finding showed that all types of Illocutionary acts were performed in the video podcasts. The total of illocutionary acts 209 cases or 100% consecutively as follow: representative 98 cases, declarative 8 cases, commissive 8 cases, directive 18 cases, and expressive 77 cases. 2. The most dominant type of Illocutionary acts was representative. Furthermore, the second finding showed that the most dominant paradigmatic case was describing. It was the paradigmatic case of the representative. 3. The frequency of escribing in the video podcast about food was 28 times and 19 times in the podcast about jobs. In which the speakers specifically intended to describe something they are sure of in the context of food and jobs.
5.	Husain et al. (2020), Indonesia	To find the commissive speech act and its function in the first Indonesian presidential debate in 2019.	Qualitative method. Watching and note-taking techniques.	The analyzed data show the result of 20 utterances belonged to the commissive speech act produced by Mr. Joko Widodo, Mr. Prabowo Subianto, and Mr. Sandiaga Uno. However, there were no commissive speech act utterances produced by Mr. Ma'ruf. The candidates mostly used promise act in producing utterances. The promise acts appear in the future tense, if clause

				condition sentence, and expression of InsyaAllah. Meanwhile, the function of producing utterances in this study is to show the candidates' capability to gain the consideration of society to vote one of them with a good sympathy.

Caroline et al. (2021) researched the speech acts of Mark Zuckerberg in English speeches on YouTube channels. The objective is to identify different types of illocutionary behaviour in Mark Zuckerberg's speech "Find Your Purpose" and to find the kinds of illocutionary acts are most dominant in Mark Zuckerberg's speech "Find Your Purpose.". This research used Searle's theory & Austin's theory. This study uses a qualitative method using Creswell's theory. The data shows that illocutionary acts found in the research are directives 15 cases or 43% and assertive 14 cases or 40% along with expressive 3 cases or 8%, commissive 2 cases or 6%, and declarations 1 case or 1%. Researchers found the dominant type of illocutionary act used in Mark Zuckerberg's speech "Find Your Purpose" based on the percentage of illocutionary acts is directive, representing 15 cases or 43%. The research found the most dominant types of illocutionary act was directive with 15 cases or 43 % in Mark Zuckerberg's speech "Find your Purpose".

Yokossi (2022) studied speech acts in Joe Biden's opening and closing remarks at the Virtual Summit for Democracy. The objectives of this study are; 1) to show to what extent the speech acts theory can be useful to text analysis, and 2) to unveil beyond what is literally said by the underlying meanings deciphering in Joe Biden's opening and closing remarks. The study employs both qualitative and quantitative methods mixed. The result of this research findings are; 1) the commissive speech acts have unveiled President Joe Biden's dream for the summit.

Commissive speech acts have been used to reveal the plans President Biden has in mind for the re-establishment of Democracy all over the world. Joe Biden's special language use via the directive speech acts despite his rank and the social power he embodies shows that he is not an autocratic president. It also evokes the notion of politeness, and 2) the directive speech acts have revealed Biden's humble personality and collaborative character. He has by so doing shown awareness and consideration of the face of the people attending the summit. The felicity Sincerity and essential conditions testify to the validity of the direct speech acts recorded in the remarks. These felicity conditions indicate that the plans made, and decisions reached at the summit as encoded via the commissive speech acts, are going to be enforced for a better democratic world to live in. Achievement reports at the second upcoming summit for democracy will unquestionably help assess this accurately.

Ayomi et al. (2022) researched the illocutionary act of food product endorsements by Indonesian influencers on Instagram. This research explores how Indonesian Instagram influencers employ and organize several speech acts to persuade their audiences to try and consume the endorsed products. The method used in this research is the qualitative descriptive method. The research findings are as follows; illocutionary acts consist of 32 cases or 100% utterances with assertive 22 cases or 68%, commissive 0 cases or 0%, Directive 7 cases or 22%, expressive 3 cases or 10%, declaration 0 cases or 0%. The result of the analysis shows that the influencer food product endorsements on Instagram posts can be divided into three sections: the opening, body, and closing. The most dominant illocutionary act is assertive of informing and claiming especially talking about the product information and how the influencer's experience in consuming the product. The

most varied part is the opening section, where influencers can use various illocutionary acts to open a conversation or attract their audience's attention to read further.

Isanabiah & Fitrawati (2022) researched Illocutionary acts performed on Fluency's YouTube channel. The objectives of this study are; 1) the types of Illocutionary acts, 2) the most dominant paradigmatic cases and 3) the specific intention of the speakers in Advanced English Conversation video podcasts using the theory proposed by Searle. The theory used in this research is Searle's theory of illocutionary Acts. This research method is descriptive qualitative, consisting of 209 selected utterances. The findings show that; 1. The total of illocutionary acts is 209 cases, or 100%, consisting of representative 98 cases, expressive 77 cases, directive 18 cases, declarative 8 cases, and commissive 8 cases. 2. The representative was the most dominant type of Illocutionary acts during the podcast about foods and jobs. The frequency of this type was performed 52 times in the food podcast and 46 times in the jobs podcast. In contrast, the minor types performed in the podcast are declarative and commissive. The total frequency of those types performed during the Foods and Jobs podcast is eight times. 3. The frequency of escribing in the video podcast about food was 28 times and 19 times in the podcast about jobs. In which the speakers specifically intended to describe something they are sure of in the context of food and jobs. In conclusion, speakers rarely decide on a name, promise or denial of something in the context of food and jobs.

Husain et al. (2020), the study focused on the commissive speech act in the first Indonesian presidential debate in 2019. The study aimed to find a commissive

speech act and its functions in the first Indonesian presidential debate in 2019. This study used watching and note-taking techniques. The study used a qualitative method. The data shows that 20 utterances belonged to the commissive speech act produced by Mr. Joko Widodo, Mr. Prabowo Subianto, and Mr. Sandiaga Uno. However, no commissive speech act utterances were produced by Mr. Ma'ruf Amin. This study found six commissive speech acts: offer, commit, promise, threat, guarantee, and bet. Also, it has six functions: information, capability, sympathy, guarantee, convince, and apology. The analyzed data show the result of 20 utterances belonged to the commissive speech act produced by Mr. Joko Widodo, Mr. Prabowo Subianto, and Mr. Sandiaga Uno. However, there were no commissive speech act utterances produced by Mr. Ma'ruf. The candidates mostly used promise act in producing utterances. The promise acts appear in the future tense, if clause condition sentence, and expression of InsyaAllah. Meanwhile, the function of producing utterances in this study is to show the candidates' capability to gain the consideration of society to vote one of them with a good sympathy.

In these five previous studies, it could be concluded that there are significant differences between each from the point of view of the analysis, where each focuses on the genre of speech acts, direct and indirect speech acts, locutionary acts, illocutionary acts, and perlocutionary acts, and others. Similar to this research, the writer will also do it in the same way, namely, analysis of the direct commisive speech act that is the main focus of this research. This study analyzed the types of commissive speech acts. It unveiled the data statistically to know the literal meaning and pragmatics effect in each utterance of the commissive act in Joe Biden's address to Congress.

2.1. Pragmatics

Pragmatics is a branch of linguistics that studies the use of language in social and situational contexts that are useful for achieving communicative goals. According to Levinson, pragmatics is divided into two subfields: pragmatics and sociolinguistics. Pragmatics studies how people use language in pragmatic contexts, while sociolinguistics studies the relationship between language and society (Levinson, 1985).

According to Austin (1962), pragmatics studies the relationship between language and action. In particular, Austin focuses on how language is used to perform actions in social contexts, such as asking, giving, promising, or stating something. Austin also emphasizes the importance of context in understanding language because the meaning of an utterance can differ depending on the place, time and social situation in which it is said. In addition, Austin also introduced the term "speech acts" to describe how language can be used to perform concrete actions, such as marrying, declaring war, or apologizing. In his research, Austin emphasizes the importance of understanding how language is used in social contexts to gain a deeper understanding of human interaction and social relations.

Overall, Levinson (1985) and Austin (1962) recognize that pragmatics is crucial in understanding how people communicate and use language in particular social and situational contexts. Pragmatics helps us understand that language is not just pronouncing words but also considering contexts and situations to achieve communicative goals.

2.2. Speech Acts

The concept of the context of speech actions, which connects conversation meaning and context, was identified by Searle (1969) as one of the essential elements of pragmatic conversation interpretation. The theory is based on the observation that after the conversation is made, other performing activities are frequently present.

Yule (2010) defined "Speech Acts" as a speaker's actions before, during, and after an utterance. Speech refers to the actual words that are spoken, whereas Act denotes the actual purpose. The action that a speech performs in addition to the information it conveys is called the speech act. One of the many vocal actions that make up speech acts is speaking. Searle (1969) also pointed out that the use of language includes at least three different categories of speech acts. The locutionary, illocutionary, and perlocutionary acts are three categories of concurrent actions by Austin's (1962) Theory. This study will concentrate on the commissive speech act, one of the illocutionary act varieties. For further detail as explained as follow;

2.2.1. Locutionary Act

Searle (1969) stated that a locutionary act is approximately equivalent to stating a specific statement with a specific intent and clarification, which is again comparable to meaning in the sense that it is commonly used. The locutionary act, according to Suprayogi & Pranoto (2020), is addressing while producing speech, such as by using particular words, making specific sounds or markings, and doing so in line with the grammar principles of a particular language with particular interpretations and allusions defined by those rules. Meanwhile, Austin (1962) claimed that a "literal meaning" is demonstrated by the locutionary act. This means

that the locutionary act is the actual act of speaking. A locutionary act contains the speaker making an argument that the listener can comprehend. At the same time, an illocutionary act contains the speaker executing the actual action through words.

2.2.2. Illocutionary Act

According to Searle (1969), an illocutionary act is an activity carried out while making a statement. Using a sentence to accomplish an action is an illocutionary act. Searle (1969) and Sari & Pranoto (2020) concurred that illocutionary techniques must take the shape of deliberations or for purposes. That is why to examine how a speaker's sentences or utterances are delivered, Austin (1962) suggested a classification of speech acts. Additionally, Searle (1969) believed that Austin's categorization might fall short of some analytical requirements; as a result, he proposed five additional categories: directive, assertive, commissive, expressive, and declarative. In Dewi's (2021) study, she provided more comprehended details of Searle's classification as explained as follows;

A. Assertive

A specific type of communication known as the assertive speech act states whether the speaker believes the state exists. Speaking from a place of conviction is referred to as being highlighted. Many verbs include a question, report, fact, conclusion, description, infer, reject, believe, and affirm.

Example:

 a. *The earth is flat.*

 b. *Chomsky did not write about peanuts.*

 c. *It was a warm sunny day.*

B. Directive

A directive speech act is one that speakers use to influence listeners to behave in a certain way. The directive speech act is used when the speaker wishes someone else to do something. They often utilizing words like invite, beg, demand, plead, challenge, ask, dare, and urge.

Example:

a. *Gimme a cup of coffee. Make it black.*

b. *Could you lend me a pen, please?*

c. *Don't touch that.*

C. Commissive

Speakers often use a commissive speech act to commit to future action. When a speaker wishes to commit to a specific future action, they apply the commissive speech act, which requires using words like commit, offer, threaten, bet, promise, and guarantee. The speaker's commissive act in a statement can change the path of events. For example, "I pronounce you husband and wife.".

Example:

a. *I will be back.*

b. *I am going to get it right next time.*

c. *We will not do that.*

D. Expressive

The expressive speech act is a type of movement that conveys the speaker's emotions. In expressive acts, words like regret, welcome, thank you, congratulate, detest, appreciate, and deplore the speaker's attitude and psychological state.

Example:

a. *I am sorry!*

b. *Congratulations!*

c. *Oh, yes, great, mmmm, ssahh!*

E. Declarative

Declarative speech refers to actions that change the path of the world through their utterances and words. Illocutionary phrases like blessing, firing, cursing, refusing, resigning, disapproving, agreeing, and declaring refer to actions that change the world due to what is said.

Example:

a. *Priest: I now pronounce you husband and wife.*

b. *Referee: You are out!*

2.2.3. Perlocutionary Act

Using language to accomplish specific results is known as the perlocutionary act (Kuswoyo et al. 2021). It is about what an expression might do to the listener. The "pragmatic effect", known as the impact, is the term used to describe the outcome of speaking (Rido, 2020). Based on Austin's (1962) definition of the perlocutionary act, this form illustrates the action done after the speaker has communicated his utterance to the listener. Table below explains an utterance in literal meaning and practical effect.

Table 2.1 Example of literal meaning and pragmatic effect (Mufiah et al., 2018)

Sentence: *"What time is it?"*		
	Literal	**Pragmatic**
Meaning	What time is it?	Why are you so late?
Response	A time (e.g. three o'clock)	Explain the reason for being so late

From the table above, the utterance "What time is it?" can be implied into two meanings: literal meaning and pragmatic effect. A person is asking the time, which is the literal meaning. However, changes will rely on the event. If the question is asked in the workplace, the supervisor is most likely trying to find out why the worker was late. The core of the so-called Speech Act Theory is forming this information. The Speech Acts Theory is the most significant occurrence in pragmatics (Austin, 1962).

They are classified as direct speech actions since the example above, and explanation demonstrate the relationship between each sentence's structural shape and intended function.

2.2.4. Commissive Speech Act

Based on Pradana & Suprayogi (2021) study, the commissive speech act is a speech act that aims to make promises or commitments in the future. According to Searle (1969), there are six types of commissive speech acts: promise, offer, commit, guarantee, bet and threats.

In a promise, the speaker provides a promise to carry out a specific action in the future. The speaker is Eligible in the matter of facts that the speaker has capability to do what he promised in the future, but still it is not secure to be done in the future. In Husain *et al.* (2020) study, for instance, "w*e **will** incorporate the legislation's functions among the PBAN, directorate, and ministries. We combine in the group namely the central of national legislation. Thus, it will be direct control by the president. Hopefully, there is no overlapping cases.*" Mr. Widodo intended to gather all law functions in his future leadership. It indicated that it belongs to a promise act. The speaker to carry out future action. Furthermore, it was called commissive speech act by the word "will" in the previous sentence. The promise possesses the qualities that the speaker accepts responsibility for the promise made and is accountable for it, as well as the fact that the promise is legally binding.

Commit refers to an action or implementation of a prior statement in the context of a commissive speech act. The word "commit" can also mean to behave in a way that upholds and demonstrates loyalty to a made-up statement. By committing, a person demonstrates that he is accountable for his words and will keep them. In Husain *et al.* (2020) study, for instance, Mr. Widodo said, *"We have **committed** to solving the problem of human rights, and to guarantee it"*. This datum belonged to commissive speech act. It was proven by the word "commit" which had an intended meaning in developing a fully potential plan in the future.

A guarantee type of commissive act can be interpreted as a speech act that assures or guarantees that something will occur or be accomplished in a given situation. A speaker with the legal right to promise something does so, such as a manufacturer who backs up the quality of his goods or a service provider who backs

up the services they offer. A pledge or assurance made to listeners or audiences is a guarantee. The speaker is in charge of keeping his word and ensuring the veracity of the information he shares when he makes a guarantee. Thanks to the assurances, the speaker's audience can communicate with him with more confidence.

The goal of an offer is to result in a normative commitment from the party making the offer. Therefore, the offer must include an aspiration that has the potential to bind and shape the actions of the offer's receiver. As an illustration, a business charges customer competitive prices for its goods. The offer of a lower price than comparable products elsewhere will make the consumer more likely to purchase the item due to this deal.

A bet type of commissive act is an expression of a person's opinion or prediction about a future outcome or event, such as the result of a football game or the outcome of an election. Our actions immediately impact the world around us because bets can have a severe financial impact on society. For instance, if a person wins a bet, he can make money or acquire something; if he loses, he can incur financial loss or feel let down. As it fosters social and financial ties between participants and ties them together by establishing clear rules and expectations, betting can be seen in this light as a type of language game that encourages bonding.

The threat is a type of commissive speech act in which a speaker warns another person that if they do not do something, they will do something terrible or harmful to them in the future. For instance, when someone is threatening, they say, "*If you do not pay your debt, I will take legal action*". When making a threat, the

speaker attempts to influence the other person's behaviour by causing dread of harm or loss.

Additionally, Searle (1969) stressed that a commissive speech act had to be illocutionary or have specific, well-defined goals; because speakers must take into both the listener's knowledge, views, standards, and values related to the circumstance being confronted. He also stressed the significance of context in comprehending the commissive speech act.