Politeness and Impoliteness Strategies in

"A Man of the World"

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Abstract

The politeness and impoliteness strategies are studied within pragmatics. According to Leech (1999), pragmatics is the study of how language is used to interact as a branch of linguistics. It explains how language is used in a context, along with the impact on a speech and the main objective that the speaker wishes to achieve through interpretation in a speech situation. The purpose of this research is to answer two questions:

1.Which politeness and impoliteness strategies are used in Ernest Hemingway's *"A Man of the World"*?

2. What is the most commonly used politeness strategy in "A Man of the World?"

It seeks to investigate and analyze the politeness and impoliteness strategies employed by the characters in "*A Man of the World*".

It hypothesized that politeness strategies outnumber impoliteness strategies. It also seeks to validate this hypothesis by using Brown and Levinson's (1987) theory of politeness and Culpeper's (1996) impoliteness theory as models for analyzing Hemingway's short story "*A Man of the World*" (1987).According to the findings of the study, politeness strategies outnumber impoliteness strategies in "*A Man of the World"*. This means that the research validates its hypothesis. Because politeness is a basic concept in daily communication, the study advises foreign students, particularly Iraqi students, to practice speaking with others in a polite manner.

Keywords: politeness, impoliteness, positive face, negative face, face threatening act.

1. Literature Review

Language is a big part of how we get along with each other every day. People use it to talk to each other and tell each other their ideas, thoughts, and feelings. Because of this, language is used to build bonds with other people. A language is a set of rules and symbols that people use to talk to each other. It means that people need words to share their thoughts with others and keep getting along with them. Some things, like schooling, age, race, power, gender, and the people and places around them, affect how people talk to each other in social settings. Still, people should be able to choose the right polite words to stay in touch. Since respect and rudeness are important parts of conversation, the writer chose politeness and ways to be nice as the topic of this study. They are interested in how people use a language to talk to each other. Holmes (1996, p. 296) says that being verbally polite means reacting to someone in a way that makes sense given how you know them.

1.1 Politeness

Before we talk to others about what we will say and who we will talk to, we need to know how to speak properly. When we talk to close friends, we don't think as much about being polite, but when we talk to our parents, teachers, or other people we respect, we pay more attention to being nice. Mills (2003) says that speaking with full clarity shows respect for the person to whom you are speaking and keeps you from saying anything that might hurt his or her ears. In other words, politeness is about how people keep ties with each other. Yule (2006) says that being polite is a way to show that you notice the other person's face. Also, Mills (2003) says that being polite means showing respect for the person you are talking to and not saying anything that would offend him. To put it another way, being nice is a sign that you care about how other people feel. Holmes (1996, p. 5) says that politeness is acting in a way that shows that you care about other people and that you don't want to be too close to them. To be nice, you have to talk to people and try to get along with them.

1.2 Politeness in a Variety of Fields

Politeness is related to several fields that are different from each other but work well together.

For example, Leech (1996, p.108) says that "politeness" should be judged and linked to the top level of the speech, which suggests that he doesn't

think it has anything to do with the statement outside of the context in which it is used. Hatim and Mason (1997, p.79) have a similar point of view. They say that "politeness" is an interesting topic to study when looking at the meaning and use of language in human situations.

Others connect "politeness" to sociolinguistics and say that it has social effects in talks, like making and keeping friends. Thomas (1995, p. 158) says that "politeness" is used to keep the peace in social exchanges. He compares "politeness" to "deference" (ibid., pp. 149–150). She says that the idea of "politeness" includes the idea of "deference," but that they are still two different things because "deference" is the exact opposite of "familiarity." She tells the difference between the two by saying that "deference" is the respect we show to others because they are more important, older, or something else."Politeness is a more general term that means showing (or at least seeming to show) care for others. Respect and courtesy can also be shown by how people act in general."

Hudson (1996, p. 128) says that the use of terms of address or singular/plural names is linked to "deference" in some languages.

Some scholars link politeness to the idea of "register," like Lyons (1979:584), who sees it as a change based on social context. Other scholars, like Leech (1996:108), link it to the surface level of the utterance, saying that politeness has nothing to do with the utterance outside of its context of use. Thomas (1995:158) says that politeness creates a social balance in the interaction, but Cheepen (2000) says that "polite Because the above arguments suggest that there isn't a clear line between pragmatics and sociolinguistics in real-life social interactions, the authors want to classify "politeness" as a socio–pragmatic concept because it is pragmatic in nature but has a big effect on the idea of meaning in communication.

1.3 The Concept of Face

Brown and Levinson found in 1987 that people need to know each other's looks in order to make friends. The word "face" refers to how people see themselves in public. It means how people feel about themselves emotionally and socially and how they expect others to feel the same way. Yule (1996, p. 10) says that face is "that emotional and social sense of self that everyone has and expects everyone else to recognize."

 The face is made up of two parts:

1. Negative Face

Brown and Levinson (ibid., p.62) say that a negative face is the desire of each person to be independent and unmoved by other people. It shows that everyone wants to be free from forces that make them do things they don't want to do. In other words, the ability to do certain things is called a "negative face." **2. Positive Face**

Brown and Levinson (1987) say that the word "positive face" refers to a person's need or desire to be noticed and helped by other people. It means that a person wants to be liked, praised, and accepted by other people.

Brown and Levinson say that most speech acts, like promising, ordering, coaching, praising, and asking, risk either the face needs of the speaker (henceforth S) or the face needs of the hearer (henceforth H). So, being nice is meant to make these "face threats" less effective.

Face Threatening Acts, or FTAs for short, are things that put a person's good or bad looks in danger. Saeed (2003, p.247) says that the negative face is at risk from orders, requests, ideas, advice, threats, warnings, reminders, compliments, statements of jealousy or admiration, and showing strong (negative) feelings like hate or rage. Expressions of disapproval, criticism, insults, challenges, contradictions, violent emotions, mentioning taboo topics, bad news about the addressee, and talking about dangerously emotional topics like politics, racism, religion, and women's liberation are all risks to positive face (ibid). If this happens, the actions of the speaker will be called Face Threatening Acts, or FTAs for short.

If the opposite happens and someone says something to make the threat seem less dangerous, this is called a **Face Saving Act** (or FSA) (Yule, 1996, p.61).

1.4 Politeness Strategies

Brown and Levinson describe four ways to be polite that sum up how people act: positive politeness, negative politeness, off the record, and on the record, to protect the H's face. Politeness tactics In the picture below, Brown and Levinson come up with several ways to break FTAs:
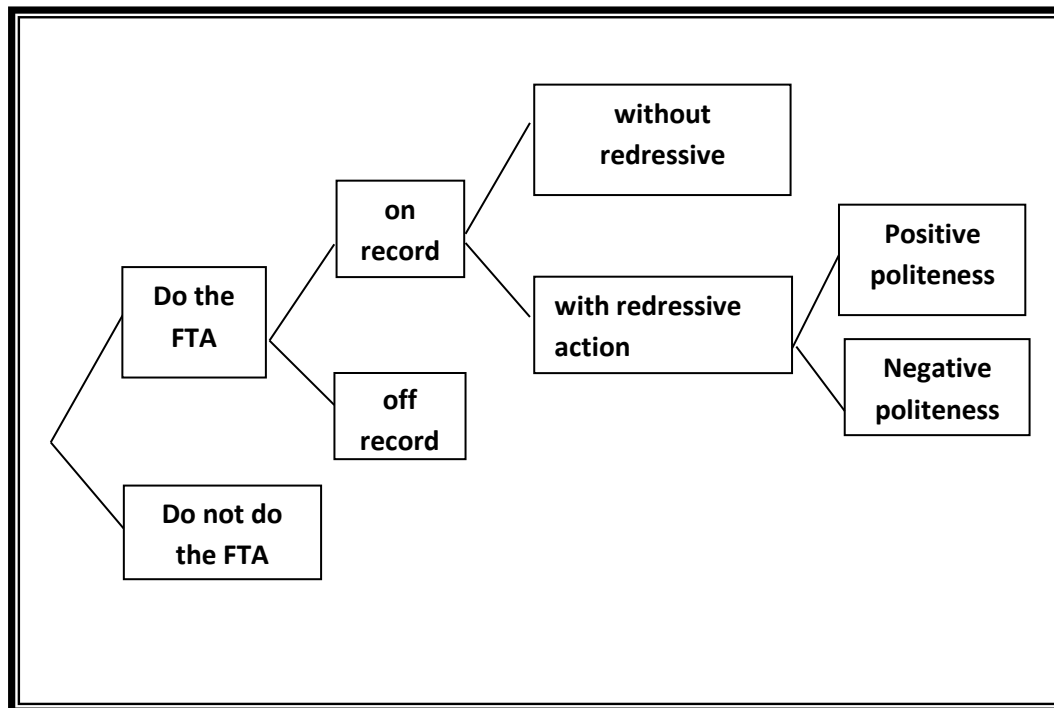
Figure (1) Strategy for doing FTAs. (Adapted from Brown and Levinson (1987, p.60).

Speakers (hereafter Ss) can choose not to sign an FTA at all, as number (5) shows, but if they do, they can do so on the record or off the record, as number (6) shows. (4). If Ss agree to the FTA on record, they might do so without redress, as in (1), or they might take redressive action, which is described as "activity that "gives face" to the addressee, i.e. tries to minimize the FTA's possible face injury" (Brown and Levinson 1987, p.69).

Bald On Record (Direct)

There are ways to use bald on-record politeness to try to indirectly reduce FTAs, but most bald on-record tactics are not meant to reduce the threat to the H's face. This method is most often used when the speaker (S) is related to or close friends with the audience (A), because it often shocks or embarrasses the recipient (Brown and Levinson, 1987, p.74). "Give me the hammer!" "Don't forget to clean the blinds!"

In this case, the statement is clear and direct. Similar phrases could be used when the S thinks he has more power than the other (Yule 1996:132).

Off Record (Indirect)

It goes against what was said on the record. The S wants the H to figure out what he or she needs instead of being told straight. The H can then

decide whether or not the off-the-record comments worked by whether or not they reply. If the H replies to the S, the off-the-record statement worked; if not, the statement didn't work. Brown and Levinson (1978, pp.230-232) list as ways to do the off record: giving hints, giving association clues, assuming, understating, using tautologies, using contradictions, being ironic, using metaphors, using rhetorical questions, being vague or ambiguous, overgeneralizing, moving the listener away, and being incomplete.

a. Positive Politeness

This approach to politeness aims to build a healthy relationship between parties and respects a person's need to be liked and understood. It is most commonly utilized in instances where the Ss know each other pretty well, and it is designed to make the H feel good about herself, her interests, or her assets (Brown and Levinson, 1987, p.106).

Three broad mechanisms are involved in positive politeness strategies: To begin, claim common ground: (it has 8 output strategies). Second, show that S and H are working together: (it has 6 output strategies). Third, for some x reason, fulfill H's desire: (it only has one output strategy) (ibid, p.102).

First: Claim common ground

The claim can be made in three ways:

(1) Persuading the S that the H's desire or objective is desirable and valuable.

(2) Asserting that both the S and the H are members of a group of people who have similar desires.

(3) Asserting that both the S and the H are cooperative without implying that they are members or members of a group.

For these three higher strategies, there are eight output' strategies.

Strategy 1: Paying attention to H. (his interests, wants, needs, goods)

The S should pay attention to aspects of "the H's condition," such as observable changes, notable possessions, and anything else that appears to be something the H would like the S to notice and approve of (ibid, p.103). Consider the following scenario:

*Wow, you shaved your head!

Strategy 2: Making a big deal about the H's interest, approval, sympathy with. This is frequently accomplished by the use of accentuated intonation,

emphasis, and other prosodic elements, as well as amplifying modifiers and other positive politeness traits (ibid). For example:

 * You have a fantastic garden!

Strategy 3: Increasing the number of people that are interested in the H (exaggerate facts, tell stories in present tense). His statement is made more fascinating and relevant to the H by the S.

* You know and see what I mean? are two examples.

 Strategy 4: Making use of in-group identifiers.

This strategy can be carried out by "conveying in-group membership in any of the numerous methods available" (Brown and Levinson, 1987, p.107). The usage of address forms, language or accent, jargon or slang, and ellipsis are among them." Consider the following scenario:

* Can you lend me a $1, mate?

Strategy 5: Attempting to reach an agreement.

To establish common ground with the H, the S looks for areas where he is likely to agree with him. This strategy can be carried out by employing 'safe themes,' which allow the S to affirm his agreement with the H while also satisfying his desire to be correct. Weather is a safe topic in all languages, according to Brown and Levinson (ibid). Furthermore, repetition is a method of reaching an agreement. For instance, *A: On my way home, I had a flat tire.

*B: Oh God, a flat tire! (ibid, p.113).

Strategy 6: Staying away from disagreements.

 Because the S wants to claim common ground with the H, he can seem to agree by employing "token agreement" to conceal his dissatisfaction. Instead of responding "No," the S could say "Yes, but," or "barely." Can you hear me, for example? B: Almost (Schegloff and Sacks, p.1973).

 Strategy 7: Assuming, raising, and asserting common ground.

 Using gossip, small conversation, or a personal-center switch, this method can be carried out. For example:

 *It was a terrible struggle for me to learn to drive, you know.' (Brown and Levinson, 1987, p.120)

 Strategy 8: Joking

First, jokes can be utilized to emphasize that the S and the H have similar backgrounds and ideals (ibid, P.124). Second, convey that the S and H are working together. The S and the H in this method, according to Brown and Levinson (ibid, P.125), wish to suggest that they are cooperating in a

relative activity. If the S and the H work together, they will have common aims in some domain to satisfy the H's positive-face need (ibid).

For these three higher methods, there are six output' strategies.

Strategy 9: Asserting or implying that S is aware of and concerned about H's desires.

This method says or indicates that the S is aware of the H's desires and is willing to meet those desires (ibid).

* Look, I know you need the car back by 5.0, so shouldn't I go to town right now? (request).

Strategy 10: Making an offer, making a guarantee.

To counteract the threat of some FTAs, the S may choose to emphasize his cooperation with the H. To put it another way, the S wants anything H wants and will assist him in obtaining them (ibid). For example:

* I'll stop by next week at some point (ibid).

Strategy 11: Staying optimistic.

The S expects that the H is interested in the S's desires for the S (or the S and the H) and will assist him in obtaining them. Because it is in their mutual interest, the S will work with the H. (ibid., p.126) For example:

* I have stated that I will comply with the investigation, and I intend to do so.

Strategy 12: The activity should include both the S and the H.

This strategy can be carried out by adopting an inclusive 'we' form when the S truly means 'you' or 'me,' in which case he can invoke cooperative assumptions and thereby correct the FTAs (Brown and Levinson,1987, p.127). For example, in English, the word 'let's is used as an inclusive 'we' form.

Strategy 13: Giving (or asking) for justifications

This strategy entails the S asking or justifying the H's desires to include him in the S's activity (ibid, p.128), Consider the following scenario: an attorney asks a witness a question, *Do you have any cause to be skeptical?'

Strategy 14: Assuming or indicating that reciprocity exists.

By presenting evidence of reciprocal rights or obligations, the S and the H can argue or assert that they worked together. For instance:

"I'll do X for you if you do Y for me," or "I did X for you last week, so you do Y for me this week" (or vice versa) (ibid, p.129)

Third, satisfy H's need for some X.

According to Brown and Levinson, there is only one way to realize this mechanism, which is depicted in the following technique.

Strategy 15: Giving a present to the hearer can be in the shape of a goods, sympathy, understanding, cooperation.

The S may be able to fulfill the H's positive face desire by fulfilling some of the H's desires (ibid).

b. Negative politeness:

Negative politeness, according to Brown and Levinson (ibid), is redressive conduct directed toward the addressee's negative face: his need for unrestricted action and attention. It is primarily geared toward partially satisfying H's negative face, namely, his fundamental desire for territorial and self-determination claims. The following examples from Brown and Levinson (1978) illustrate negative politeness strategies:

1. Being indirect

*Are you familiar with Oxford Street?

2. Using questions or hedges.

*Perhaps he could have taken it.

*Would you mind passing the rice?

3. Having a gloomy attitude

*You couldn't possibly find a way to lend me $1,000, could you?

4. Making the burden as light as possible

*It's only a couple of blocks away, so it's not too far.

5. Using obviating structures such as nominalizations, passives, and general rule statements

*I hope no offense is taken.

6. Expressing regret

*I know it's a big request, but could you lend me a thousand dollars?

7. Being sure to use plural pronouns.

*Please accept our apologies for informing you.

The politeness tactics are summarized in the diagram below.

1.5 The Concept of Politeness in Relation to Speech Acts

In general, Searle (1975, quoted in Brown and Yule, 1983, p.232) makes a distinction between direct and indirect speech acts. He says that direct

speech acts communicate their illocutionary force immediately, like when the speaker wants information and asks the receiver directly:

For instance, "Can you open the window?"

"situations in which one non-verbal act is done indirectly by doing another," says indirect (Searle, ibid., p. 60).

Yule gives the following example on page 133 of his book:

Could you give me some salt?

He says that the person to whom the words were spoken would not take them as a question about their physical ability, but rather as a request to which they would answer.

1.5.1 Indirect Speech Acts

Indirect speech acts, also called SAs, are usually used to be polite and avoid the awkward parts of a message, such as requests, orders, blame, and so on. In other words, they are used to avoid the sensitivity of direct speech. Even though indirect SAs are used for things other than Politeness.

Leech (1983, p. 143), who wrote about politeness tactics, says that indirect strategies are also used to get people interested, reach other goals, or make the message stronger. Searle (1969, p. 60) makes a distinction between the effects caused by direct SAs (called "illocutionary forces") and the effects caused by the sum of all SAs (called "perlocutionary effects").

Thomas (1995, pp. 118-124) says that indirect SAs have the following qualities:

1- Indirectness happens when the clear and hidden messages are at odds with each other.

2- It is a common occurrence that is used when a straight SA would be better.

3- Pragmatics is only interested in indirect speech that is done on purpose. Not all indirect speech acts are done on purpose, and some are caused by language problems.

1.6 Impoliteness

Mills (2003, p. 121) says that communication is not always a joint process, and it can sometimes hurt the person instead of helping them. Some people don't like people who attack.

Also, Bousfield and Locher (2008, p. 3) say that rudeness is behavior that is meant to make someone angry in a certain scenario. Studies on rudeness have shown that hurting someone's feelings is done on purpose.

It's hard to say what "impoliteness" means because some speech actions are considered rude even though they aren't always bad. How well you can tell if someone is being rude or polite with their words depends mostly on the situation. For example, it is rude to shout and say offensive things in your neighborhood, but it is okay to shout and say offensive things at a football game. Because of this, people have different ideas about what is rude (Culpeper, 2011, p. 22).

"Constitutes the issue of graduating on purpose and verbally threatening to hurt someone's face." Later, Bousfield (2008), on pages 2186 and 2187, agrees with Culpeper that being rude is the exact opposite of being polite. Tracy and Tracy (1998, p.227) look at impoliteness from a different angle. They say that impoliteness is "communicative activities that members of a social community see as purposely offensive and that are often done on purpose by Ss."

1.6.1 Jonathan Culpeper's Theory (1996)

The model by Jonathan Culpeper (1996) is built on the model of politeness by Brown and Levinson (1987). Culpeper's theory is built on the idea that Brown and Levinson had. Culpeper (1996) says that the speaker isn't always trying to protect the other person's face, but is instead trying to hurt it in different ways.

Culpeper offered five ways to be rude that are the opposite of what Brown and Levinson (1987) said to do. Goffman's face theory is where this idea comes from. Based on Goffman's theory, Brown and Levinson (1987) set up politeness rules as a way to avoid conflict. This is a way to keep your face when you are attacked.

Culpeper says that impoliteness theory is a set of ways to talk that are meant to hurt someone's face and cause social problems. Due to his work and studies in this area, Culpeper's (1996) "impoliteness theory" is often the first thing that comes to mind. He says that impoliteness is a way of communicating that is meant to hurt people's feelings and cause social conflict (Culpeper, 2003, p. 1564). Culpeper (1996, p. 8) says that rudeness is "the parasite of politeness," which is based on Brown and Lavinson's (1987) idea of politeness. He says that methods of impoliteness are the exact opposite of methods of politeness. The word "opposite" here means that different strategies take different approaches to the idea of "face." Politeness strategies are used to build, maintain, and improve a good

reputation while avoiding harm and disagreement. Because of this, rude methods are used to hurt the face, which causes social problems.

1.6.2 Impoliteness Strategies

Culpeper identifies five strategies for targeting the listener's face.

1. **Bald on record impoliteness**: In situations where the face is not irrelevant or diminished, the face-threatening act is executed in a direct, clear, unambiguous, and concise manner.

S3: I think she's completely insane.

S2: You're nuts, nuttier than a fruit cake Alves

S: You're insane.

The speaker is utilizing direct attack phrases to precisely hurt the listener's face.

2. **Positive impoliteness**: The use of strategies that are intended to harm the addressee's positive image.

A. Ignore, snub, or refuse to acknowledge the presence of the other.

B. Refrain from participating in an activity with the other.

C. Dissociate from the other - for example, deny the other's affiliation or common ground; avoid sitting together.

D. Act is careless, uncaring, and unsympathetic.

E. Use improper identity markers, such as a title and surname while referring to a close relationship or a nickname while referring to a distant relationship.

F. Employ cryptic or secretive language, for example, mystify the other with jargon or use a code that only the group knows about but not the target.

G. Seek out dissent pick a touchy subject.

H. Make the other uncomfortable - don't be afraid to employ silence, joke, or small chat.

I. Use forbidden terms, such as swearing or harsh or obscene language.

J. Call the other people names and make harsh remarks about them. Example:

SI: You've already revealed yourself to be a serial liar.

S2. Disgrace to the uniform, which is exactly what you are Alves, a disgrace to be wearing a uniform that you're wearing in private, nothing but a disgrace to that uniform SI: you haven't functioned as a human being

since I doubt you stopped being a member of the human race when you were about thirteen.

Sl: You're a scumbag. The speaker utilizes taboo phrases to assault the listener's positive face desires in these statements.

3. **Negative impoliteness**: The adoption of tactics aimed at destroying the addressee's bad image.

A. Terrify - induce fear that the other would act in a way that is harmful to them.

B. Use condescension, disdain, or contempt to highlight your relative power. Make a mockery of yourself.

C. Don't take the other person seriously. Make fun of the other (e.g. use diminutives).

D. Invade the other's space, either literally (by putting yourself closer to the other than the relationship allows) or symbolically (by putting yourself closer to the other than the relationship allows) (e.g. ask for or speak about information that is too intimate given the relationship).

E. Explicitly link the other to a negative trait - personalize, use the pronouns "I" and "you"

F. Document the indebtedness of the other. Example

SI: You're about to sabotage one of my squad leaders

P1:

SI: [indistinct] any way you choose to think about it=do not

PA: I

Sl: Alves, you want to leap, you want to leap, you want to jump, you want to jump, you want to jump, you want to jump, you want to jump,

PA:

SI: JUMP ON SOMEONE==JUMP ON ME...

PA: =no= who is it?

Sl: Alves, you're the one who's doing it

PA: You're the one bullying and threatening my squad commanders, said that sergeant, running your little mouth again...

SI: If you're going to tell someone a lie, tell it to a goddamned goddam

PA: No, sergeant, I did not.

SI: If you think your ass is private, you've already been proven wrong.

PA:

SI has proven to be a serial liar. By disregarding the listener, the speaker targets the listener's negative face desires in this utterance.

4. **Sarcasm or mock politeness**: The face-threatening act is carried out through the employment of false politeness strategies, and hence only exists on the surface.

Example: Do you know what Thorazine does to you? It makes you walk like a mummy and makes you sound like Frankenstein. You just stumble around stiff and numb.

In this sarcastic utterance, the speaker employs a false politeness approach.

5. **Withhold politeness**: Where politeness is anticipated, the lack of politeness works. (Culpeper, pp. 356-357, 1996)

2. Data collection and analysis

2.1 Data Collection

This study uses the utterances in the short story by Hemingway (1987) entitled *"A Man of the World"* as the main data.

2.1.1 A Brief Literary Analysis of "*A Man of the World*":

Ernest Miller Hemingway was an American author, short story writer, journalist, and sportsman who lived from July 21, 1899, until July 2, 1961. His minimalist and modest style, which he coined the "iceberg theory," had a significant influence on twentieth-century fiction, but his adventurous lifestyle and public image earned him love from following generations.

Hemingway is regarded as one of the greatest authors of all time, and his works are regarded as among the best of all time: A Farewell to Arms, For Whom the Bell Tolls, The Old Man and the Sea, and The Sun Also Rises. ("**Ernest Hemingway**", 2021)

"*A Man of the World*" is a fantastic story about a blind man who can smell and hear all of the saloon's gambling equipment. He is known as Blindie, yet he was once a formidable warrior. He lost his sight during a fight and had to stop fighting as a result.

The adversary is in much worse shape than Blindie, who made a joke and told his foe:

We can visualize a hole where the face used to be and say, "He should bundle up so that his insides don't catch a cold."

Willy Sawyer is not a man of the world, as Blindie concludes, hence the story's title. (acum, 2014)

2.2 Data Analysis and the Results

The politeness strategies of Brown and Levinson (1987) and the impoliteness strategies of Culpeper (1996) are both distinct and can be applied to the data in this study. In the tables below, the researcher will analyze politeness and impoliteness strategies that appear in "A Man of the World."

Table (1) Analysis of Positive Politeness Strategies in "*A Man of the World*"

N.	Text	Strategy
1	….because he only worked one saloon at a time.	Giving (or asking) for justifications
2	…women in the car because the blind man…	Giving (or asking) for justifications
3	…because he was a blind man.	Giving (or asking) for justifications
4	Blindy probably preferred The Pilot because the machines were right…	Giving (or asking) for justifications
5	…I was looking at him carefully because I knew he always rode…	Giving (or asking) for justifications
6	..machines feeling in all of them to see…	Giving (or asking) for justifications
7	I got to be careful on those roads.	Staying optimistic
8	You'll never miss it.	Making a guarantee
9	"Your night is my night," Blindy said…	including both the S and the H in the activity
10	… he had no way of noticing it because the fellow didn't say anything,…	Giving (or asking) for justifications
11	… we both sipped at the drinks.	including both the S and the H in the activity
12	Tell him, Tom.	including both the S and the H in the activity
13	Of course not.	Attempting to reach an agreement
14	…and we smelled him and turned around.	including both the S and the H in the activity
15	`"I could fight good then,"	Staying optimistic
16	We ain't never made friends."	including both the S and the H in the activity
17	you'll see him around	Making a guarantee

18	You'll recognize him any time you see him.	Making a guarantee
19	I'll let it come as a surprise.	Making a guarantee
20	You know that's one of the reasons I'd like to see sometimes,	Multiple politeness strategies (Increasing the interested to the H, Giving (or asking for) justifications)
21	You know what he looks like	Increasing the interested to the H
22	That's why he put me out of the car.	Giving (or asking) for justifications
23	You know that Willie Sawyer…	Increasing the interested to the H
24	I can't drive you home because I only live just down the road.	Giving (or asking) for justifications

Table (2) Frequencies and Percentages of Positive Politeness Strategies in "*A Man of the World*"

Strategy	Total	Percentage
Giving (or asking) for justifications	10	40%
Staying optimistic	2	8%
Making a guarantee	4	16%
including both the S and the H in the activity	5	20%
Attempting to reach an agreement	1	4%
Increasing the interested to the H	3	12%
Total	25	100%

Table (3) Analysis of Negative Politeness Strategies in "*A Man of the World*"

N.	Text	Strategy
1	…you ate better in The Pilot probably,	Hedge
2	Blindy probably preferred The Pilot	Hedge
3	I think he figured…	Hedge
4	He got it with a lucky gouge. Well,"	Hedge
5	I'd like to just have one good look at him.	Hedge
6	He didn't even think that was funny.	Hedge
7	That's mighty good of you, Frank.	Hedge

Negative Politeness Strategies in "*A Man of the World*" occurs seven times and all of "Hedge" type, it Percentages is 100%.

Table (4) Analysis of Off Record Politeness Strategies in "*A Man of the World*"

N.	Text	Strategy
1	…you ate better in The Pilot probably,…	Using Metaphor
2	The blind man knew the sounds of <u>all the different machines</u> in the Saloon.	over-generalizing
3	<u>I don't know</u> how long it took him to learn....	Being vague
4	It would <u>depend</u> on how they….	Bing vague
5	<u>Everybody</u> knew him and they called him Blindy...	over-generalizing
6	Then The Index was open all night…	over-generalizing
7	..machines feeling in <u>all of them</u> to see…	over-generalizing
8	And <u>any time</u> I may have to take off and go on more.	over-generalizing
9	… with the snow all banked up…	over-generalizing
10	You'll recognize him <u>any time</u> you see him.	over-generalizing

Table (5) Frequencies and Percentages of Off Record Politeness Strategies in

Strategy	Total	Percentage
Using Metaphor	1	10%
over-generalizing	7	70%
Bing vague	2	20%
Total	10	100%

Table (6) Analysis of On Record Politeness Strategies in "*A Man of the World*"

N.	Text	Strategy
1	Where you walk from, Blindy?	Using Wh question
2	What did he put you afoot for?	Using Wh question
3	Any dudes playing?	Using Declarative question
4	Can't you hear?	Using Yes/No question
5	What you mean those roads?	Using Wh question
6	"What will yours be, Tom?"	Using Wh question
7	How did that man lose his sight?	Using Wh question
8	Him fight?	Using Declarative question
9	What did you do to him?	Using Wh question

Table (7) Frequencies and Percentages of On Record Politeness Strategies in "*A Man of the World*"

Strategy	Total	Percentage
Using Wh question	6	66.66%

Using Declarative question	2	22.22%
Using Yes/No question	1	11.11%
Total	9	100%

Table (8) Analysis of Impoliteness Strategies in "*A Man of the World*"

N.	Text	Strategy
1	<u>No</u> dudes, Blindy, and it's a Wednesday.	Positive Impoliteness/seek disagreement
2	<u>Don't start</u> telling me what night it is.	Bald On Record Impoliteness/Give Imperative
3	"<u>No</u>," Blindy said.	*Positive* Impoliteness/seek disagreement
4	"<u>Have</u> one first then."	Bald On Record Impoliteness/Give Imperative
5	"'<u>Bite</u> it off just like it was a grape,'"	Bald On Record Impoliteness/Give Imperative
6	Give Blackie a drink	Multiple impoliteness strategies (Bald On Record Impoliteness/Give Imperative, Positive Impoliteness/ Use Inappropriate Identity Markers)
7	Blackie, you have one on the house	Positive Impoliteness/ Use Inappropriate Identity Markers
8	Only just don't call me Blackie. I'm not Blackie any more.	*Positive* Impoliteness/seek disagreement

Table (9) Frequencies and Percentages of Impoliteness Strategies in DN1

Strategy	Total	Percentage
Positive Impoliteness /seek disagreement	3	33.33%
Bald On Record Impoliteness/Give Imperative	4	44.44%
Positive	2	22.22%

Impoliteness/ Use Inappropriate Identity Markers		
Total	9	100%

3. Discussion of the Results

In table (1), the researcher analyzes politeness strategies that appear in "A Man of the World", while in table (2) the investigator presents the frequency of occurrences and percentages of each positive politeness strategy in relation to the overall frequency in the short story.

Giving (or asking) for justifications is the most common positive politeness strategy in "A Man of the World," with (10) occurrences at a 40% percentage in participants' dialogue. Because the major setting of the short story needs the participants to offer convincing replies to all of the questions, one can note that they give justifications and reasons to the questions addressed to them, Hemingway, in this short story, employs this strategy more than the others.

The linguistic realizations of *giving (or asking for) justifications* recognized in this data can be observed via using words such as 'why', 'because', 'to', and 'one of the reason'.

In "A Man of the World," the second highest classification of positive politeness is including both the S and the H in the interaction, which arises in the speeches of participants with (5) occurrences at a rate of 20%. This strategy implies that both the S and the H are willing to work together.

The textual appearance of this strategy is noticed in the use of the inclusive 'we,' which, however according Brown and Levinson (1987, p.127), "can call upon cooperative assumptions and thus redress FTAs, besides that, the use of the prepositive 'let's' serves the same pragmatic purpose of exp. essing that the discussants are engaged in almost the same interaction." For the researcher, the use of such strategy is to soften the tension and stress inside the courtroom created by the complicated nature of the context. The linguistic realization of this strategy can be found in the use of the inclusive 'we' and 'let's'.

Making a guarantee comes in third place among positive politeness strategies, with (4) occurrences and a percentage of 16 percent.

To address the potential threat posed by some FTAs, the S will assist the H in obtaining what the H desires (ibid, p. 125). This strategy is linguistically realized through the use of the modal verb 'will' and its abbreviated form ''ll'.

In the fourth place of the strategies of positive politeness occurs *Increasing the interested to the H* occurs (3) times at a percentage of 12%. According to Brown and Levinson (1978, p. 106), the S can share some of his desires with the H in order to pique the H's interest.

The cooperative nature of the situation necessitates the use of such a strategy in the context of the short story, which necessitates an active participant in the ongoing conversation. The linguistic appearance of this strategy could be noticed with the use of tag questions, whose role is to bring the H as a participant in the interaction, or the use of cajolers, which, pragmatically, function to create interaction harmony by using expressions such as 'you know,' 'see what I mean,' and 'isn't it?' (id., p. 107)

Staying optimistic occurs (2) times at a percentage of 8%, ranking fifth among positive politeness strategies.

Because of the cooperative nature of the participants, the saloon context requires the use of such a strategy. This strategy's linguistic appearance can be found in the use of expressions such as "I could," "I've got to be," "a little bit," "for a second," and "I'll cooperate."

The short story's lowest occurrence positive politeness strategy is *Attempting to reach an agreement*, with only (1) occurrence at a percentage of 4%. Brown and Levinson (1987, p, 112) accept as true that one strategy of claiming common ground with the

H is to "seek ways in which it is possible to agree with him". The linguistic realizations of this strategy identified in the short story can be seen by using 'of course' to indicate agreement with the other person interacting. Seek agreement can also be seen in the use of tag questions to engage the H in the conversation, as well as some expressions such as 'my understanding' and 'if I can summarize what you say.'

In table (3), the researcher analyzes Negative Politeness Strategies in "*A Man of the World*", Negative Politeness Strategies in "*A Man of the World*" occurs seven times and all of "Hedge" type, it Percentages is 100%.

The use of hedge is the most common technique for keeping the S and the H distant from the FTAs and the most frequent strategy used in negative politeness.

Chiang and Lin (2005, p.100) state that "the use of hedges seem to correspond with another pragmatic concept, that of mitigation, defined as a strategy for softening or reducing the strength of a speech act".

Within the situational context of the saloon, *hedge* is used by the participants when ask questions to soften the FTAs of the question.

From the same table, one can notice that the strategy of *hedge is the only strategy that used in the short story* with number of occurrences (7) which constitutes 100% of the total. The linguistic realizations of this strategy identified in the short story can be seen by using "probably", "I think", "I'd like", and "mighty".

Tables (4) and (5) present the frequency of occurrences and percentages of each off record politeness strategy in relation to the overall frequency in "*A Man of the World*".

Furthermore, the count of each linguistic technique under each strategy and its percentage in relation to each strategy are presented.

One can notice that the strategy of *over-generalizing* has the highest number of quantity of occurrence, (7) occurrences which constitutes 70% of the total number of Off Record politeness strategies. The second highest category is *Bing vague* with (2) occurrences at a percentage of 20%. The smallest strategy occur in the current data is *Using Metaphor* with only (1) occurrence at a percentage of 10%.

In table (6), the researcher analyzes On Record Politeness Strategies in "*A Man of the World*", while in table (7) the investigator presents the frequency of occurrences and percentages of each On Record Politeness Strategy in relation to the overall frequency in the short story.

The most frequently on record politeness strategy in "*A Man of the World*" is *Using Wh question* which occurs in the speeches of the participants. This strategy has (6) occurrences at a percentage of 66.66%.

Heritage (2002, p.1427) defines questions as "a form of social action, designed to seek information and accomplished in a turn at talk by means of interrogative syntax". Syntactically, four types of questions are identified: alternative questions, yes/no questions, w/h questions, and declarative questions. The last three types of questions occur in the current data.

The next strategy is *using declarative questions.* This strategy has (2) occurrences at a percentage of 22.22%.

Finally, the smallest category is Using Yes/No question which has only (1) occurrence at a percentage of 11.11%.

Tables (8) and (9) present the frequency of occurrences and percentages of each impoliteness strategy in relation to the overall frequency in "*A Man of the World*".

One can notice that *Bald On Record Impoliteness/Give Imperative* strategy has the highest number of quantity of occurrences; (4) which constitutes about 44.44% of the total number of impoliteness strategies and this is because the nature of the context.

Positive Impoliteness/seek disagreement strategy occurs (3) times at a percentage of 33.33%.

Positive Impoliteness/Use Inappropriate Identity Markers has only (2) occurrences at a percentage of 22.22%.

4. Conclusion

This study examines how "A Man of the World" employs politeness and impoliteness strategies. It aims to classify politeness and impoliteness strategies, as well as examine their impact on the characters' dialogue in A Man of the World. Brown and Levinson's (1987) politeness and Culpeper's (1996) impoliteness strategies have been used as the basic concepts by the researcher.

Based on the result in the previous section, the researcher compares politeness and impoliteness strategies that used by the characters of the short story. The percentage of politeness strategies usage is more than the impoliteness strategies. Through this finding the researcher verifies his hypothesis. He also answers the question that raised early. Concerning the first question Ernest Hemingway uses ,on one hand, the following positive

politeness strategies: giving (or asking) for justifications, staying optimistic, making a guarantee, including both the S and the H in the activity, attempting to reach an agreement, and increasing the interested to the H; concerning negative politeness strategies *'hedge'* is the only strategies used; while Off Record Politeness Strategies are using metaphor, over-generalizing, being vague; *On Record Politeness Strategies are* using Wh. Question, using declarative question, *and* using Yes/No question. On the other hand, the impoliteness strategies that used are the fallowing: Positive Impoliteness /seek disagreement, Bald On Record Impoliteness/Give Imperative, and Positive Impoliteness/Use Inappropriate Identity Markers.

Concerning the second question the most commonly used politeness strategy in "*A Man of the World"* is the positive one "Giving (or asking) for justifications"

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