



DEIXIS IN "THE PURSUIT OF HAPPYNESS"
NOVEL BY CHRIS GARDNER

A THESIS

Submitted to the State Institute for Islamic Studies (IAIN)
Padangsidimpuan as Partial Fulfillment of the Requirement for the
Graduate Degree of Education (S.Pd) in English Program

Written By :

FITRA SANDRIA
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ENGLISH EDUCATION DEPARTMENT

TARBIYAH AND TEACHER TRAINING FACULTY
STATE INSTITUTE FOR ISLAMIC STUDIES
PADANGSIDIMPUAN

2019



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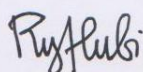
Assalamu'alaikum Wr.Wb.

After reading, studying and giving advice for necessary revision on thesis belongs to **Fitra Sandria**, entitled "*Deixis in "The Pursuit of Happiness" Novel by Chris Gardner*", we approved that the thesis has been acceptable to complete the requirement to fulfill for the degree of Graduate of Education (S.Pd.) in English.

Therefore, we hope that the thesis will soon be examined in front of the Thesis Examiner Team of E. Dept. of Tarbiyah and Teacher Training Faculty IAIN Padangsidempuan. Thank you.

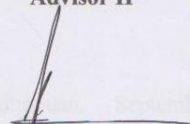
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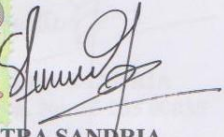
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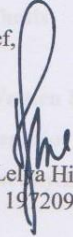


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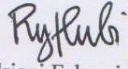
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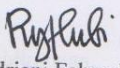

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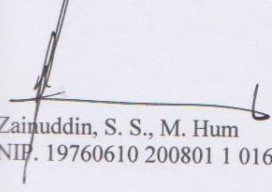
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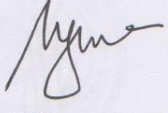

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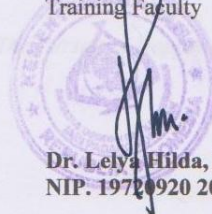
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ABSTRACT

This research discusses about deixis in “The Pursuit of Happiness” novel by Chris Gardner. The purposes of this research are to find out the kinds of deixis and the function of deixis in the novel. In this research, the researcher used library research. It is to find the theories that support qualitative method for analyzing the data.

The theoretical basic used the theory of George Yule which states deixis is a technical term (from Greek) for one of the most basic things we do with utterances. It means “pointing” is called a deictic expression. The researcher takes document to collect utterances, giving code, and analyzing deixis in utterances which is relating with deixis.

The result of this research is three kinds of deixis in “The Pursuit of Happiness” novel by Chris Gardner. They are person deixis 100 times, spatial deixis 33 times and temporal deixis 7 times. Totally, there are 140 deictic expressions. The deictic expression for person deixis; “*I, my, me, myself, you, we, they, them, she, her, he, him*”. Then spatial deixis; “*this, these, that, here, there*”. The last is temporal deixis; “*every day, today, tomorrow, on Monday, in the morning*”. All of the deictic expressions found in utterances.

Key words: Deixis, Utterances, Novel “The Pursuit of Happiness”

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ABSTRAK

Penelitian ini membahas tentang deiksis dalam novel “The Pursuit of Happiness” karya Chris Gardner. Tujuan dari penelitian ini adalah untuk mengetahui jenis deiksis dan fungsi deiksis dalam novel. Dalam penelitian ini, peneliti menggunakan penelitian kepustakaan. Itu untuk menemukan teori yang mendukung metode kualitatif untuk menganalisis data.

Teori dasar menggunakan teori George Yule yang menyatakan deiksis adalah istilah teknis (dari bahasa Yunani) untuk salah satu hal paling mendasar yang kita lakukan dengan ucapan. Itu berarti "menunjuk" yang disebut ekspresi deiktik. Peneliti mengambil dokumen untuk mengumpulkan ucapan, memberikan kode, dan menganalisis deiksis dalam ucapan yang berkaitan dengan deiksis.

Hasil dari penelitian ini adalah tiga jenis deiksis dalam novel “The Pursuit of Happiness” karya Chris Gardner. Mereka adalah deiksis orang 100 kali, deiksis spasial 33 kali dan deiksis temporal 7 kali. Secara total, ada 140 ekspresi deiktik. Ekspresi deiktik untuk deiksis orang; *"aku, aku, aku, diriku, kamu, kita, mereka, mereka, dia, dia, dia, dia"*. Kemudian deiksis spasial; *"ini, ini, itu, di sini, di sana"*. Yang terakhir adalah deiksis temporal; *"setiap hari, hari ini, besok, pada hari Senin, di pagi hari"*. Semua ekspresi deiktik ditemukan dalam ujaran.

Kata kunci: Deiksis, Ucapan-ucapan, Novel “The Pursuit of Happiness”

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I realize this thesis would not exist without all of you. So I say thank you so much for all of you. Finish.

Padangsidempuan,
The Writer

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CHAPTER I

INTRODUCTION

A. The Background of The Problem

Reading is the complex cognitive process of decoding symbols to derive meaning. It is a form of language processing. Success in this process is measured as reading comprehension. Reading is a means for language acquisition, communication, and sharing information and ideas. The symbols are typically visual (written or printed). One of reading materials that improve reading skill of reader is reading literary works. In literary works, we often find prose even in every writing.

The prose is ordinary language that follows regular grammatical conventions and does not contain a formal metrical structure. This definition of prose is an example of prose writing, as is a most human conversation, textbooks, lectures, novels, short stories, fairy tales, newspaper articles, and essays. There are two types of prose; old prose and modern prose. Modern prose is the glow of the new society began to be flexible and universal, written and illustrated by lively and can be enjoyed by the wider public spare. There are some kinds of modern prose in nowadays, but the most likable and the most famous is called a novel.

A novel is a kind of prose that contained a series of someone's life stories with people around him/her by highlighting characters and demeanors of all actors. The novel contains many expressions of human thoughts, ideas, opinions, and messages presented in different situation of the characters. The thought, ideas,

opinions, and messages within the novel written in text form which relates to certain context.

The text and context are defined differently, but both of them cannot be separated from the language. The text is written form while a context as an important for the listeners or readers to understand what the speakers or writers meaning. Context is broad sense, it means without context the listeners or readers difficult to understand the meaning of speakers or writers for whom, where, when, and how the sense occurs. So, to understand the text and context easily, someone has to have linguistics skill or especially pragmatics skill.

Pragmatic is person's ability to derive meanings from specific situations, to recognize the speaker or writer is referring to, to relate some new information to what has done, and to interpret what is said or written. In one case, a listener or reader cannot confirm the decent meaning of speaker or writer due to needing to see the physical situations of its meaning. Actually, this case is related to deixis study.

Deixis is reference by means of an expression whose interpretation is relative to the (usually) extralinguistic context of utterance. The main point, wherever an utterance is expressed. Deixis always concerns with the encoding of many different aspects of the circumstances the surrounding the utterances and within the utterances itself.

There are five types of deixis; person, time, spatial, discourse and social deixis. All types of deixis always found not only in our daily life but also in literature, for this case is novel. As explained before, the novel contains

expressions of human thoughts, ideas, opinions, and messages. So, the reader can be confused about the meaning of all expression due to different person has different ways to draw his/her expressions.

In daily reading English literature activities, many readers get confused of discovering a referential of the utterances. As the readers, especially who use English as the second language, need to see the contextual of who, what, where, and when the utterance or literature is expressed. By understanding the text and context of literature, there will be nothing a wrong interpretation. The readers' confusion will be solved if the readers know about the context. The reader also will be easier to understand every meaning of expression wrote by the author.

B. The Focus of The Research

Here, the researcher limits the study on analysis of deixis in “The Pursuit of Happyness” novel by Chris Gardner. There are 12 chapters in this novel and this research focused on chapter 9 only. The researcher choose chapter 9 because of some reasons; There are all kinds of deixis that will be analyzed, contained many deixis, and one of climax story among all chapters in “The Pursuit of Happyness” novel. The deixis theory of this research is Yule’s deixis theory; person, spatial, and temporal deixis. The theory applies to analyze deixis cases within a novel entitled “The Pursuit of Happyness” by Chris Gardner.

C. The Formulation of The Problem

In this research, the researcher has four points to formulate the problem.

The research conducted to discover the answer of these following questions:

1. What are the types of deixis found in the novel "The Pursuit of Happiness" by Chris Gardner?
2. What types of deixis are dominantly used in the novel "The Pursuit of Happiness" by Chris Gardner ?
3. What are the function of each deixis types found in the novel "The Pursuit of Happiness" by Chris Gardner?
4. What does the dominant function of deixis appear in the novel "The Pursuit of Happiness" by Chris Gardner ?

D. The Objectives of The Research

The researchers also mention the researcher's goal in analyzing deixis in the novel. Based on the problem statements, the objectives of this study are as follows:

1. To describe what are the kinds of deixis in the novel "The Pursuit of Happiness" by Chris Gardner.
2. To describe the dominant kinds of deixis in the novel "The Pursuit of Happiness" by Chris Gardner.
3. To describe the function of each deixis kinds in the novel "The Pursuit of Happiness" by Chris Gardner.

4. To describe the dominant function of deixis in the novel “The Pursuit of Happiness” by Chris Gardner.

E. The Significances of The Research

The results of this study are expected to increase knowledge, especially in the field of English about pragmatics.

1. English Teachers

The findings are expected to give information about deixis in the novel “The Pursuit of Happiness” by Chris Gardner, so that English teachers can use it to teach their students in analyzing literary works. So, the teacher not only concern grammatically form in teaching English, but also concern in the context.

2. English students

This research can enrich the knowledge of English students about deixis and can understand a speech or utterances based on the context and can choose which words are appropriate to be expressed to the listener.

3. Readers

In relation to the field of literature, the researcher expects this study can increase the reader’s knowledge about deixis. The readers can learn the way how to understand about the meaning based on the context in written form actually in the novel. So, the readers can understand about the story of the novel.

4. Researchers, to do further same topic of the research.

F. The Definition of Key Term

In order to clarify the key terms used in this study, some definitions are put forward.

1. Deixis

The deixis is about “pointing via language” which has an inconstant reference. It concerns the ways in which languages encode or grammaticalize features of the context of utterance or speech events, and thus also concern ways in which the interpretation of utterances depends on the analysis of that context of the utterance.

2. Novel

A novel is a kind of new prose contained a series of one's life stories with people around him/her by highlighting the characters and demeanors of all actors and contains many expressions of human thoughts, ideas, opinions, and messages presented in different situation of the characters.

3. The Pursuit of Happyness

The Pursuit of Happyness is an autobiographical novel written by Chris Gardner. It was published on 23rd May 2006. The novel really inspires and motivates many people towards success. The Novel teaches us how to transform impossible to become possible.

4. Chris Gardner

Chris Gardner is an American businessman, investor, stockbroker, motivational speaker, author, and philanthropist. He was born at 9th

February 1954 in Milwaukee, Wisconsin, U.S. He is the author of a novel entitled “The Pursuit of Happiness”.

G. Review of Related Findings

The review of related finding is about previous study that done by other researchers in order to help the new researcher with same topic of research. The researcher can recognize and qualify the research. It is good or bad, same or not, and it is used to help researcher for a better research too.

Mahendra uses Levinson’s theory to analyze the data. Levinson states there are five types of deixis, they are; person deixis, time deixis, place deixis, social deixis, discourse deixis. The result from her research are; 407 times person deixis, 38 times place deixis, 21 times time deixis, 50 times discourse deixis, and 13 times social deixis.¹ In this case, he uses novel to find the deixis.

Next, Fauziah uses Yule’s theory to analyze the data. Yule has categorized deixis into; person deixis, spatial deixis, and temporal deixis. The result from her research are; 385 times person deixis, 52 times spatial deixis, and 64 times temporal deixis.² In this case, she uses movie script to find the deixis.

Furthermore, Dinata uses Levinson’s theory to analyze the data. His result shows the person deixis reached the highest level, person deixis has 156 times or 71,89% appearances. The next is discourse deixis usage 29 times or 13.36% appearances. The following, place deixis used 22 times or 10.14% appearances

¹Try Mahendra, *Deixis in Novel “The Last Star” By Rick Yancey*, (Padangsidimpuan: IAIN Padangsidimpuan, 2008), p. 105

²Aulia Fauziah, “An Analysis of Deixis in ‘a Thousand Words’ Movie Script by Steve Koren Thesis” (State Islamic Institute (IAIN) of Tulungagung, 2015), p.65, <http://repo.iain-tulungagung.ac.id/2195/1/.pdf>.

and time deixis used 9 times or 4.02% appearances. The last, social deixis used 1 times or 0.46% appearances.³ In this case, he also uses movie script to find the deixis.

Then, Utami also uses Levinson's theory. Her result also shows the person deixis reached the highest level, person deixis has 689 data (79.29%). The next is discourse deixis used 76 data (8.75%). The following, social deixis used 43 data (4.95%) and time deixis used 43 data (4.95%). The last, place deixis used 18 data (2.07%).⁴ In this case, she uses novel to find the deixis.

The last, Khalili also uses Levinson theory to analyze the data. The total number of deixis in this novel is 510. The deixis that mostly used by the researcher is the social deixis with the frequency 164 (32%). The other deixis are person deixis (25%), time deixis (22%), place deixis (14%), and discourse deixis (7%).⁵ In this case, he also uses novel to find the deixis.

Based on the result above, the researcher realizes that there are many researchers analyze deixis. But the theory of deixis types, object of research, and research focused are different. Although all the objects of research are different, it is all still categorize as documents.

³Ferya Dinata Rahmat Tulah, "An Analysis of Deixis Found in Spongebob Movie Script" (State Islamic Institute (IAIN) of Tulungagung, 2015), p.65, <https://doi.org/10.1016/j.ssci.2015.04.023>.

⁴Diah Utami, "An Analysis of Deixis in Lois Lowry's Novel The Giver" (State Islamic University Sunan Kalijaga Yogyakarta, 2017), p.34-35, http://digilib.uin-suka.ac.id/26523/1/13150063_BAB-I_IV-atau-V_Daftar-Pustaka.pdf.

⁵Emad Khalili, "Deixis Analysis in A Tale of Two Cities Written by Charles Dickens," *International Academic Journal of Social Sciences* 4, no. 3 (2017): p.65, [http://iaiest.com/dl/journals/3- IAJ of Social Sciences/v4-i3-jul-sep2017/paper9.pdf](http://iaiest.com/dl/journals/3-IAJ%20of%20Social%20Sciences/v4-i3-jul-sep2017/paper9.pdf).

H. Research Methodology

1. Kind of the Research

In doing this research, the researcher used library research to analyze the data. The collected data are analyzed in accordance with theories chosen, and described based on the discourse analysis in deixis.

2. The Source of the Data

In this study, the researcher used two sources of data. They are primary and secondary data source:

a. Primary Source

The primary source is novel by Chris Gardner entitle is *The Pursuit of Happyness*.

b. Secondary Source

The secondary source is discourse analysis that taken from books, journals, and thesis.

1) "Pragmatics" by George Yule

2) Emad Khalili's journal (*Deixis Analysis in A Tale of Two Cities Written by Charles Dickens*)

3) Mahendra's thesis (*Deixis in Novel "The Last Star" By Rick Yancey*)

3. Instrumentation

Here, there are two instruments that researcher uses in analyze the data, they are:

a. The researcher itself

- b. List of notes about utterances

Tabel 1
The example of list of notes about utterances

No	Utterances	Kinds of Deixis			Function
		Person Deixis	Second Deixis	Temporal Deixis	
1					
2					
3					
4					
....					
TOTAL					

4. Technique of Data Collection

In this case, the technique of data collection that used is document. Document used for collecting and analyzing the data. It means that document related with the object of research that is a novel as a book.

The researcher has several steps to collect the data, as follows:

- a. The researcher reads all the utterances to find some types of deixis in the novel the Pursuit of Happiness by Chris Gardner.
- b. The researcher collects to classify the utterances based on the types of deixis that will be analyzed.
- c. The researcher analyzes the deixis in the utterances of the novel.

5. Technique of Data Analysis

In this research, the researcher analyzed the deixis in written word of “The Pursuit of Happiness” Novel by Chris Gardner. In this case, the researcher uses the data that will be analyzed by using Cresswell’s theory. He

presented some steps such as organizing and preparing, reading or looking, and coding.⁶ The researcher will use the steps to analyze the deixis in “The pursuit of Happiness” Novel by Chris Gardner.

a. Organizing and preparing

In the first step, the researcher organized and prepared all the utterance that will be analyzed in “The Pursuit of Happiness” Novel by Chris Gardner.

b. Reading or Looking

The next step, the researcher read or looked all the utterances to analyze the deixis in “The Pursuit of Happiness” Novel by Chris Gardner.

c. Coding

Then, the researcher coded the utterances that has been analyzed. In this case, the researcher code “PD” as person deixis, for examples the first person deixis (PD 1), the second person deixis (PD 2), and the third person deixis (PD 3). Then, the researcher code “SD” as spatial deixis and “TD” as temporal deixis.

d. Next, the researcher used the coding process to generate a description about information of all utterances that contain deixis.

e. To make easily, the researcher made table for conveying descriptive information about utterances that has been coded.

⁶John W. Creswell, *Research Design*, ed. Vicki Knight Editorial, 4th ed. (London: SAGE Publications, 2014), P.247-249, https://www.academia.edu/28302615/John_W._Creswell-Research_Design_Qualitative_Quantitative_and_Mixed_Methods_Approaches.SAGE_Publications_Inc_2013_.pdf?auto=download.

- f. The last step, the researcher started to analyze the data that has been provided in the table

I. The Outline of The Thesis

The systematic of the research is divided into five chapters. Each chapter consists of many sub chapters with detail as follow:

The first chapter is about the background of the problem, the focus of the research, the formulation of the problems, the objectives of the research, the significances of the research, the definition of key term, review of related findings, research methodology, and the outline of the thesis.

The second chapter, it is about the review of deixis. The review of deixis presented in this chapter divided into subchapter which contains about; pragmatics, deixis, kinds of deixis, and function of deixis.

The third chapter, it is about the review of novel. The review of novel presented in this chapter divided into subchapter which contains about; novel and review of “The Pursuit of Happyyness” novel by Chris Gardner includes synopsis of novel, elements of novel, and biography of Chris Gardner.

The fourth chapter, it is about findings and discussion about deixis in “The Pursuit of Happyyness” novel by Chris Gardner.

The fifth chapter, it is about conclusion and suggestion made by researcher for certain identities of readers.

CHAPTER II

REVIEW OF DEIXIS

A. Pragmatics

Pragmatics is a branch of linguistics that is related about the meaning. The meaning that studied in pragmatics is related with the context. It means that how the context can influence what the speaker said. What the speaker means about who, where, and when the utterance happen. In other word, pragmatics is a study about meaning based on the context. According to Yule, pragmatics is the study of speaker meaning.⁷ It is concerned with the study of speaker meaning as communicated as by the speaker (or writer and interpreted by a listener/reader).

From the speaker view, pragmatics is an analysis about meaning of the speaker utterance and from the contextual point of view, pragmatics is the interpretation about the meaning of a person in a particular context and the influence of context to his or her statement.⁸ So, pragmatics is an approach used to explore the way of listener to inference an utterance uttered by the speaker in order to arrive at an interpretation of the speaker's intended meaning.

In addition, Levinson states that pragmatics is the study of relations between language and context that are basic to an account of language understanding.⁹ For instance, in a wedding party, a woman utters, "*Her husband looks like Brad Pitt*", while in fact, he does not. This utterance reflects her attitude

⁷George Yule, (*Pragmatics, Oxford: Oxford University Press, 1996*),p. 3

⁸Argian Ekowati and Ahmad Sofwan, "The Use of Pragmatic Deixis in Conversation Texts in 'Pathway To English,'" *Lembaran Ilmu Kependidikan* 43, no. 2 (2014): p.72, <http://journal.unnes.ac.id/nju/index.php/LIK%0ATHE>.

⁹Levinson, *Pragmatics*, (London: Cambridge University Press, 1983), p. 21

to the person she is talking to. The sentence does not really mean that the husband looks like Brad Pitt, but the speaker only makes use of the opportunity to express her jealousy of the couple. So, the meaning of language can be understood if known the context.

B. Deixis

1. Defenition of Deixis

Generally, the word deixis is derived from the Greek that means “to show” or “to indicate” and used to denote those elements in a language which refer directly to the discourse situation.¹⁰ In other words, contextual information in the form of lexical or grammatical referencing certain thing, such as thing, place, or time called deixis.

There are many words that can be found in our utterance that cannot be interpreted if we do not know about the context. Especially the physical context of the speaker. The words that we know for example, *here* and *there*, *this* and *that*, *now* and *then*, *yesterday*, *tomorrow* or *today*. Like in pronouns such as *I*, *you*, *her*, *him*, and *them*. In English, may we found that the sentence can not to understand clearly if we do not know who is speaking, whom, when and where the utterance is happened, especially physical context of the speaker. For example, *They will have to do that tomorrow, because they are not here now*. If we do not know about the context, this sentence is really vague. It contains a large number of expression (*they*, *that*, *here*, *tomorrow*,

¹⁰Siska Pratiwi, “Person Deixis in English Translation of Summarized Shahih Al-Bukhari Hadith in the Book of As-Salat,” *Advances in Language and Literary Studies* 9, no. 1 (2018): p.40, <https://doi.org/10.7575/aial.v.9n.1p.40>.

now) that depends on the immediate physical context in their interpretation of the utterance. The words "*here*" is a deictic expression that explain where the location of the speaker.

Some deictic forms like *here*, *now*, *you*, *this* and *that* are considered some of the most obvious linguistics elements which require contextual information for their interpretation.¹¹ According to Lyons, deixis used to deal with the characteristics of “determination” language related to time and place.¹² A word is said to be deixis if reference moving or changing, depending on the time and place of the word spoken. Yule states that deixis is a technical term (from Greek) for one of the most basic things we do with utterances. It means “pointing” is called a deictic expression.¹³ Deictic expressions are also sometimes called indexical. Deixis form is always tied to the speaker’s context.

From many definitions above, the researcher concludes that deixis is the word that referred to is always moving or changing depends on the speaker, place, and time that analyzed based on the context.

2. Kinds of Deixis

According to Yule, kinds of deixis divided into three kinds, there are person deixis, spatial deixis, and temporal deixis.

a) Person Deixis

¹¹Brown and Yule, *Discourse Analysis*, (Cambridge: Cambridge University Press, 2000), p. 27

¹²Rafika Purba, “Deixis in Inauguration Speech of President Susilo Bambang Yudhoyono,” *Jurnal Mantik Penusa* 17, no. 1 (2015): p.77, <http://e-jurnal.pelitanusantara.ac.id/index.php/mantik/article/viewFile/125/44>.

¹³George Yule, *Pragmatics*, ...p. 9

The distinction just describe involves person deixis, with the speaker “*I*” and the addressee “*you*” mentioned. The simplicity of this form disguises the complexity of their use. To learn those deictic expressions, we have to discover that in a conversation shifts from being “*I*” to being “*you*” constantly.¹⁴ Clearly, person deixis divided into three categories that exemplified by a personal pronoun, that are *I, you, we, they, he, she, and it*. To make easier to understand, the researcher will make the table.

Table 2
Categories of Person Deixis

Pronoun	Singular	Plural
First	I	We
Second	You	You
Third	He, She, It	They

There are three categories of personal deixis based on Yule’s theory:

1) First Person deixis

The first person is the grammaticalization of the speaker’s reference to himself.¹⁵ First person deixis is a deictic reference which refers to the speaker himself. Yule defines that person deixis clearly operates on a basic three-part division, exemplified by the pronouns for

¹⁴George Yule, *Pragmatics*, ...p. 11

¹⁵Edmundus Bouk, “Pragmatic Analysis of Deixis in the Speeches of Xanana Gusmao-the Former Prime Minister of Timor Leste” 2, no. 2 (2016): p.44, <http://tutur.apbl.org/index.php/tutur/article/view/38>.

first person (*I*), second person (*you*), and third person (*he, she, or it*). First person here is the speaker in utterance as the sender of the message.

For example :

Warida : “*Darling, I don’t know how to make it*”

The utterance said by Warida. The word “I” in the utterance show as the singular pronoun. It referred to the speaker himself. So, the function of deixis is as a subject. She wanted the listener to know that she was just talking alone with her darling.

2) Second person deixis

The second person is the speaker's reference to one or more addressee.¹⁶ According to Renkema that the manner in which the second person is addressed can, in some language, also provide an insight into the relationship between the first and second person.¹⁷ In addition, person deixis “*you*” as the addressee and we have to discover that each person in conversation shift from being “*I*” to being “*you*” constantly to learn this deictic expression.

For example :

Lefri : “*Excuse me, you shouldn’t smoke in this area*”

The utterance said by Lefri. The word “you” in the utterance referred to the addressee or receiver message, that is grandfather. It was in hospital. So, Lefri asked to him to do not smoke.

¹⁶Levinson, *Pragmatics*, ...p. 62

¹⁷George Yule, *Pragmatics*, ...p. 10

3) Third person deixis

The third person is the encoding of reference to persons and entities which are neither speaker nor addressee nor utterance.¹⁸ Grundy stated that the third person pronouns (*he, she, and they*) are not usually used deictically but rather refer anaphorically to objects or persons already mentioned in the discourse.¹⁹ It means, usually the third person pronoun in the form of person's name.

In many languages, these deictic categories of the speaker, addressee, and other(s) are elaborated with markers of relatively higher status versus addressee with social status (for example addressee with higher status versus addressee with lower status).

For example:

Wirda : "***They*** bring all my food"

The utterance said by Wirda. There was a third person deixis "they". It referred to all people in the world. The function of word "they" is subject of plural pronoun.

b) Spatial Deixis

The concept of distance already mentioned is clearly relevant to spatial deixis, where the relative location of people and things is being indicated. Contemporary English make use of only two adverbs, "*here*" and "*there*", for the basic distinction, but in older texts and in some

¹⁸Levinson, *Pragmatics*, ...p. 62

¹⁹Peter Grundy, *Doing Pragmatics third edition*, (London: Hodder Arnold Publication, 2008), p. 78

dialects, a much larger set of deictic expressions can be found.²⁰ According to Levinson place, deixis concerns the specification of location relative to anchorage points in the speech event.²¹ We can know spatial deixis from the use of demonstrative pronouns such as “*this*” and “*that*”. And also from demonstrative adverb of place such as “*here*” and “*there*”. Spatial deixis is relative to the speaker's location. Those are a proximal term (near the speakers) and distal term (away from the speaker).

According to Fillmore the most obvious place the deictic term in English is the adverbs “*here*” and “*there*” and the demonstrative “*this*” and “*that*”.²² Demonstrative pronoun “*this*” can mean that the object close from the speaker's location. Demonstrative pronoun “*that*” can mean that the object far away from the speaker's location. Adverb of place “*here*” can mean close to the speaker's location. An adverb of place “*there*” can mean far away from the speaker's location.

From the definition above, the researcher can conclude that spatial deixis is the words that refer to the speaker's location or speech event, and spatial deixis divided into two categories, that are proximal (close from the speaker) and distal (away from the speaker).

For example:

Ani : “**Here** we go. *Woman meets man*”

²⁰George Yule, *Pragmatics*, ...p. 12

²¹Levinson, *Pragmatics*, ... p. 70

²²Charles J. Fillmore, *Lectures on Deixis*, (California: Indiana University Linguistics Club, 1975), p. 259

The utterance said by Ani. There was a spatial deixis here. It referred to the location of Jack. The function of word “here” is adverb of place. The word “here” means proximal terms.

c) Temporal Deixis

Temporal deixis using of time coinciding with the speaker’s utterance and the time of the speaker in their utterance. Yule states that one of the basic types in temporal deixis is in the choice of verb tense.²³ It happen because, we can know the adverb from the verb itself.

In English, there are two basic forms; there are the present and the past. The present tense is the proximal forms and the past tense is the distal forms. the form of temporal deixis like now, then, yesterday, tomorrow, today, tonight, next weeks, last weeks, and this week. Based on Levinson time deixis concerns the encoding of temporal points and spans relative to the time at which an utterance was spoken (or written message inscribed).²⁴ Time deixis is commonly grammaticalized in deictic adverbs of time (like English now and then, yesterday and this year), but above all intense.

For example :

Chintya : “*Let’s go to the jungle **today***”

The utterance said by Chintya. There was a temporal deixis “today”. The function of word “today” is to explain the activity that done in this day.

²³George Yule, *Pragmatics*, ...p. 14

²⁴Levinson, *Pragmatics*, ... p. 61

3. Function of Deixis

Definition of Yule's theory, the function of deixis is a pointing. Pointing here is to point thing or person as we called person deixis. The function of person deixis is referred to the thing or person who is speaker in utterance. Person deixis is divided into three parts, they are; first person deixis, second person deixis, and third person deixis. The function of first person deixis is the word that referred to the speaker him or herself as the sending the message. The function of second person deixis is the word that referred to the addressee as the listener or received the message. The function of third person deixis is the word that referred to who is neither speaker nor addressee.

The function of spatial deixis is the word that referred or point the location of the speaker. It could be proximal form (close from the speaker) and distal form (away from the speaker). And the last is the function of temporal deixis is the word that referred to the time when utterance was done.

CHAPTER III

REVIEW OF NOVEL “THE PURSUIT OF HAPPYNESS”

A. Novel

1. Defenition of Novel

The word comes from the Italian, Novella, which means the new staff that small. The novel developed in England and America. The novel was originally developed in the region from other forms of narrative nonfiction, such as letters, biographies, and history.²⁵ But with a shift in society and development time, the novel is not only based on data nonfiction, author of novel can change according to the desired imagination.

The novel is fictions long story. Novel can be defined as an extended work of phrase fictions. It derives from the Italian novella (“little new things”), which was a short piece of prose. The term denotes a prose narrative about characters and their actions in what is recognizably everyday life.²⁶ Novel is a long fictional narrative which accents characters’ habitual, demeanors, and experiences.

2. Elements of Novel

Kosasih has seven structurals which support the completeness of elements in novel, they are; theme, plot, background, characterization, point

²⁵Amir Mohammed Albloly and Mahmud Ali Ahmed, “Developing the Students’ Literary Appreciation of Novels Via Facebook,” *International Journal of Recent Scientific Research* 6, no. 9 (2015): p.6012, <https://recentscientific.com/sites/default/files/3276.pdf>.

²⁶Stefanie Lethbridge and Jarmila Mildorf, *Basic of English studies: An Introductory Course for Students of Literary Studies in English Version 03/04 (e-book)*, (German: University of Tubingen, Stuttgart and Feinberg), p. 82, <https://www.coursehero.com/file/29371085/Prose-1pdf/>

of view, message, and language style.²⁷ Every elements must exist in the novel.

- a) Theme, it is an idea linked the stucture of story lines. The theme of story concern all issues, namely the issue of humanity, power, affection, jealousy, and so forth. To find out the theme of story, a through appreciation of elements of the writing is required. It can be attached within the theme characterization element, plot, or background. Themes are rarely written explicitly by the author, so the reader must recognize the intrinsic elements the author uses to develop his fiction story.
- b) Plot, it is a pattern of story that formed by casuality. The novel is sometimes convoluted and suprised. In general, the story lines is formed over several part; exposition (to introduce the story), complication (to present issues will happen to actors), rising action (to show the actors problematic), turning point or climax (to show how actors behave the issues; either solved or not), and ending (the final story which explains actors situation; can be happy or sad).
- c) Background, it includes within intrinsic elements of literary work. The background is about place and time.
- d) Characterization, it also includes within intrinsic elements of literary works, besides theme, plot, point of views, and message. Characterization is writer ways to describe and develop actors situation in story line.

²⁷E. Kosasih, *Apresiasi Sastra Indonesia (e-book)*, (Jakarta: Nobel Edumedia, 2008), p. 55-65, translated by researcher, <https://www.scribd.com/doc/114109157/apresiasi-sastra>

- e) Point of view, it is about author's position in the story. The author's position can be as first person (main actor) or as third person (observer).
- f) Message, it is about moral values or didactic messages that author's intends to convey through his works.
- g) Language style used to create persuasive situation and to formulate dialogues which is showing relationship among actors. It is also a way to characterize each actors within his fiction story, thus it creates simpatic or annoying, and objectives or emotional.

So, the novel in literature works must follow those seven structurals, in order to create real literature and to attract readers.

B. Review of "The Pursuit of Happyness" Novel by Chris Gardner

1. Synopsis of Novel

Chris Gardner went from an impoverished childhood to become a wealthy stockbroker and entrepreneur and managed to juggle single fatherhood before it was culturally accepted. His memoir, *The Pursuit of Happyness*, spends a lot of time recounting that difficult childhood and his transition to the military and to time spent working in medicine. The story picks up more speed two-thirds of the way through when Gardner is living in San Francisco determined to raise his son and succeed as a stockbroker, despite having never gone to college.

Gardner's message can seem inconsistent. On the one hand, he was moved by his own troubled childhood to vow that he would be a good father

to his children. On the other hand, a flashy red Ferrari caught his eye one day, prompting him to adopt the goal of becoming a stockbroker in order to earn enough money to buy his own Ferrari. The two goals aren't incompatible, of course, but Gardner doesn't mention any tension he may have felt between his selfless love for his son and his more superficial-seeming financial goals.

Any self-reflection present in Gardner's story seems to be mostly the self-reflection of a motivational speaker, which Gardner has become. There is much discussion of working hard to overcome the paucity of other African-Americans on Wall Street, not to mention Gardner's lack of a college degree. *The Pursuit of Happyness* makes for an enjoyable story, and an inspiring one, but leaves the reader looking for something more.²⁸

2. Elements of “The Pursuit of Happyness Novel”

a) Theme

The theme of this novel is about the persistence of a father who never gave up to get happiness in the care of his family.

b) Plot

The author tells the story step by step in chronologically manner. Thus, the novel is using progressive plot.

c) Background

1) The place of this novel found in America, California.

2) The novel was published in 2006 and the story began 1981 years or when Chris Gardner was 31 years old.

²⁸Bess Newman, *The Pursuit of Happyness*, <https://www.thoughtco.com/pursuit-of-happyness-by-chris-gardner-book-review-362406>, retrieved on 22nd of May 2019.

d) Characterization

This story is autobiographical. He is Chris Gardner. He has a wife named Linda and a son named Christopher. He is smart, hard workers, never give up. But, he is poor and live deprived.

e) Point of View

Chris Gardner is the author and the main actor in this novel. He is a father who is looking for happiness with his family.

f) Message

The message from this novel is “Don’t let anyone influence your dreams, if you keep trying you will get it”.

g) Language style

In this novel, the author uses formal and casual style.

- 1) Formal style is defined as the style of language that used for important or serious situation. The formal style labels are; yes sir, okay sir, thank you sir and a very few others.

For example :

Mr. : And you want to learn this business?

Chris : *Yes sir*, I wanna learn.

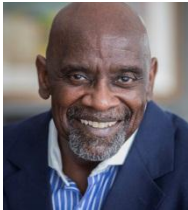
- 2) Intimate style is a completely private language developed within families, lovers, and the closest friends. The intimate labels are : dear, darling, honey, and even mom, dad or other nicknames might be used in this situation.

For example :

Chris : Hey, *baby*. What happened?

Linda : No, nothing. Look, I can't get Christopher today.

3. Biography of Chris Gardner



Chris Gardner is an American businessman, investor, stockbroker, motivational speaker, author, and philanthropist who, during the early 1980s, struggled with homelessness while raising his toddler son, Christopher Gardner Jr. He was born at 9th February 1954 in Milwaukee, Wisconsin, U.S. Gardner's book of memoirs, *The Pursuit of Happyness*, was published in May 2006. The 2006 motion picture *The Pursuit of Happyness*, directed by Gabriele Muccino and starring Will Smith is based on the book. He was CEO of his own stock brokerage firm, Gardner Rich & Co, which he founded in 1987, based in Chicago, Illinois until he sold his share in 2006 to found Christopher Gardner International Holdings. Then in 2012, just before his wife's death, she challenged him to find true happiness and fulfilment in the remainder of his life. He now travels all over the world 200 days a year as a motivational speaker. Gardner has spoken in over 50 countries.

CHAPTER IV
FINDINGS AND DISCUSSION

A. Findings

1. The Description of Deixis in “The Pursuit of Happiness” Novel by Chris Gardner

The data findings are utterances from 21 pages of Chapter 9 in Novel “The pursuit of Happiness” by Chris Gardner. In order to collect the data findings, the researcher uses the deixis theory of Yule. Deixis are divided into three kinds; person deixis, spatial deixis, and temporal deixis.

Table 3
Deixis in Chapter 9, Page 192 – 212

No	Utterances	Kinds of Deixis			Function
		Person Deixis	Spatial Deixis	Temporal Deixis	
1	Gardner: “I’m sorry. What was that ?”	I	that	-	<ul style="list-style-type: none"> • I (as a subject) • that (as demonstrative pronoun)
2	Gardner: “What? I can’t hear you down there , all the way down there .”	I, you	there	-	<ul style="list-style-type: none"> • I (as a subject) • you (as an object) • there (to show the location)
3	Patrick: “Gardner, where are the samples? You should have brought out the samples before writing the order.”	you	-	-	<ul style="list-style-type: none"> • you (as a subject)
4	Gardner: “What do you do? and how do you do	you	that	-	<ul style="list-style-type: none"> • you (as an object) • that (as demonstrative)

	that?				pronoun)
5	Gardner: “Let me get this straight. You take a call and write something down. That ’s it?”	Me, you	this, that	-	<ul style="list-style-type: none"> • Me (as an object) • You (as a subject) • This (as demonstrative pronoun) • That (as demonstrative pronoun)
6	Bob: “Well, yes. And I call people too, and we talk. I tell them stories about companies, and they send me money.”	I, we, them, they, me	-	-	<ul style="list-style-type: none"> • I (as a subject) • we (as a subject) • them (as an object) • they (as a subject) • me (as a subject)
7	Bob: “ Every day when I ’m sitting there talking on the phone, I say to myself : I ’m not leaving until I make four or five thousand dollars today .”	I, myself	there	Every day, today	<ul style="list-style-type: none"> • I (as a subject) • myself (as a reflexive pronoun) • there (to show the location) • every day (to show the time) • today (to show the time)
8	Gardner: “Bob, let me see if I got this right. You talk to people, some of whom you know, some of whom you don’t know, some of whom you have to get to know, and you tell them stories about these companies and these investment ideas and opportunities, and they send you money?”	me, I, this, you, them, they	these	-	<ul style="list-style-type: none"> • me (as an object) • I (as a subject) • you (as an object) • them (as an object) • they (as a subject) • these (as demonstrative pronoun plural)

9	Bob: “ That’s what I do,”	I	that	-	<ul style="list-style-type: none"> • I (as a subject) • that (as demonstrative pronoun)
10	Gardner: “ I can do that . Yep, I can do that . And you know what? I want to do that! ”	I, you	that	-	<ul style="list-style-type: none"> • I (as a subject) • You (as an object) • that (as demonstrative pronoun)
11	Patrick: “Oh, that’s so interesting, a horse has jumped into Lake Merritt.”	-	that	-	<ul style="list-style-type: none"> • that (as demonstrative pronoun)
12	Gardner: “Obviously, I’ve gotten you at a bad time, so why don’t we try and do this again at a later date?”	I, you, we	this	-	<ul style="list-style-type: none"> • I (as a subject) • you (as an object) • we (as a subject) • this (as demonstrative pronoun)
13	Patrick: “Are you going to open a brokerage account?”	you	-	-	<ul style="list-style-type: none"> • you (as an object)
14	Gardner: “Yeah, I’m thinking about opening up an account.”	I	-	-	<ul style="list-style-type: none"> • I (as a subject)
15	Jackie: “Well, most of the guys there in that business, don’t they have MBAs?”	they	there, that	-	<ul style="list-style-type: none"> • they (as an object) • there (to show the location) • that (as demonstrative pronoun)
16	Jackie: “Chris, you don’t even have a bachelor’s. Don’t you have to have some kind of degree to work in that industry? You ain’t got the papers.”	you	that	-	<ul style="list-style-type: none"> • you (as object/subject) • that (as demonstrative pronoun)

17	E.F Hutton: “We’ll give you a shot.”	We, you	-	-	<ul style="list-style-type: none"> • we (as a subject) • you (as an object)
18	Patrick: “Gardner, we don’t think this is working out. You don’t seem to be making any progress. We ’re trying to grow this territory, and you ’re just not cutting it.”	we, you	this	-	<ul style="list-style-type: none"> • we (as a subject) • you (as an subject) • this (as demonstrative pronoun)
19	Gardner: “Where are you going? We gotta work this out, and you ain’t going nowhere until we do!”	you, we	this	-	<ul style="list-style-type: none"> • you (as an object) • we (as a subject) • this (as demonstrative pronoun)
20	Jackie: “ You ’re getting the fuck out of here .”	you	here	-	<ul style="list-style-type: none"> • you (as a subject) • here (to show the location)
21	Gardner: “No, I ain’t. I ’m not going nowhere.”	I	-	-	<ul style="list-style-type: none"> • I (as a subject)
22	Police: “Are you Chris Gardner?”	you	-	-	<ul style="list-style-type: none"> • you (as an object)
23	Police: “ We have a complaint from the woman who lives here . She said you beat her .”	We, she, you, her	here	-	<ul style="list-style-type: none"> • we (as a subject) • she (as a subject) • you (as an object) • her (as an object) • here (to show the location)
24	Gardner: “No, I didn’t beat her ,”	I, her	-	-	<ul style="list-style-type: none"> • I (as a subject) • her (as an object)
25	Police: “No, sir, she said you beat her , and the State of California treats domestic violence as a serious offense.”	she, you, her	-	-	<ul style="list-style-type: none"> • she (as a subject) • you (as an object) • her (as an object)

26	Gardner: “No, I gotta get my baby ready and take him today care,”	I, my, him	-	today	<ul style="list-style-type: none"> • I (as a subject) • my (as possessive adjective) • him (as an object) • today (to show the time)
27	The desk guy: “Oh, about the parking tickets. The judge says it’s too late today to do anything about this . He ’ll see you on Monday . You have to stay here . You can’t leave until you see the judge.”	He, you	this, here	today, on Monday	<ul style="list-style-type: none"> • he (as a subject) • you (as object/subject) • this (as demonstrative pronoun) • here (to show the location) • today (to show the time) • on Monday (to show the time)
28	Gardner: “Are you fucking telling me I have to wait in jail until Monday to see the judge?”	you, me, I	-	-	<ul style="list-style-type: none"> • you (as an object) • me (as an object) • I (as a subject)
29	The desk guy: “ You owe the State of California money, and while we ’ve got you here we ’re going to get this resolved.”	You, we	here, this	-	<ul style="list-style-type: none"> • you (as object/subject) • we (as a subject) • here (to show the location) • this (as demonstrative pronoun)
30	Gardner: “ I ’m in here for attempted murder, and I will try it again, all right? And that ’s my bunk over there .”	I, my	here, that, there	-	<ul style="list-style-type: none"> • I (as a subject) • my (as possessive adjective) • here (to show the location) • that (as demonstrative pronoun) • there (to show the location)

31	Judge: “Mr. Gardner, you owe the state of California \$1,200. How do you want to settle this ?”	you	this	-	<ul style="list-style-type: none"> • you (as object/subject) • this (as demonstrative pronoun)
32	Gardner: “ I don’t have the money,”	I	-	-	<ul style="list-style-type: none"> • I (as a subject)
33	Judge: “Well, Mr. Gardner, you give me no choice but to sentence you to ten days at Santa Rita.”	you, me	-	-	<ul style="list-style-type: none"> • you (as a subject) • me (as an object)
34	Gardner: “Hello, Mr. Albanese? This is Chris Gardner, how’re you doing? I ’ve got a meeting with you tomorrow , but something’s come up. I need to know if I can reschedule for the following day?”	you, I	this	tomorrow	<ul style="list-style-type: none"> • you (as an object) • I (as a subject) • this (as demonstrative pronoun) • tomorrow (to show the time)
35	Mr. Albanese: “Fine, no problem. Be here at six-thirty in the morning .”	-	here	In the morning	<ul style="list-style-type: none"> • here (to show the location) • in the morning (to show the time)
36	Gardner: “Where’s my son? Where’s Jackie?”	my	-	-	<ul style="list-style-type: none"> • my (as possessive adjective)
37	His neighbor: “ You shouldn’t have beat her , don’t ask me , ’cause I don’t know nothing.”	you, her, me, I	-	-	<ul style="list-style-type: none"> • you (as a subject) • her (as an object) • me (as an object) • I (as a subject)

2. The Kinds of Deixis in “The Pursuit of Happiness” Novel by Chris Gardner

Based on the data findings above, there are three kinds of deixis found in novel “The Pursuit of Happiness” by Chris Gardner. They are namely; person deixis, spatial deixis, and temporal deixis. The researcher qualified it into numbers and the complete description of deixis can be seen in the table below.

Table 4
The Kinds of Deixis in “The Pursuit of Happiness” Novel
by Chris Gardner

No	Kinds of Deixis	Quantity	
1	Person Deixis	First Person	47
		Second Person	40
		Third Person	13
		Total	100
2	Spatial Deixis	33	
3	Temporal Deixis	7	
Total		140	

In the table above, there are three kinds of deixis found in novel “The Pursuit of Happiness” by Chris Gardner. The most found by researchers in analyzing deixis is person deixis. Person deixis 100 times, in detail first person 47 times, second person 40 times, and third person 13 times. Then, spatial deixis 33 times and temporal deixis 7 times. So, there are 140 deictic expressions in Chapter 9 at novel “The Pursuit of Happiness” by Chris Gardner.

3. The Dominant Kinds of Deixis in “The Pursuit of Happyness” Novel by Chris Gardner

The dominant kinds of deixis in the novel is person deixis 100 times, in detail first person 47 times (*I* = 27 times, *me* = 6 times, *my* = 3 times, *we* = 10 times, and *myself* = 1 time), second person 40 times (*you* = 40 times), and third person 13 times (*she* = 2 times, *her* = 4 times, *he* = 1 time, *him* = 1 time, *they* = 3 times, and *them* = 2 times). So, from 100 times in person deixis, the dominant of deictic expression is *you* (40 times).

4. Data Analysis and Function of Deixis in “The Pursuit of Happyness” Novel by Chris Gardner

Based on Yule’s theory, deixis are divided into three kinds; person deixis, spatial deixis, and temporal deixis. All of these deixis found in utterance of Novel “The Pursuit of Happyness” by Chris Gardner.

a) Person Deixis

Person deixis is to show the people in utterance. Person deixis divided into three categories they are; first person, second person, and third person.

1) First Person

First person deixis is a deictic reference which refers to the speaker himself. The word of first person is “I”. First person here is the speaker in utterance as the sender of the message.

Chapter 9/P.193/Data 01

“I’m sorry. What was that?”

The utterance said by Gardner to Patrick (Pen Guy). Patrick is his Sales Manager. Gardner intended to mock Patrick for being short. So, he says like that.

The word “I” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “I” is the first personal pronoun . The function of that deixis is as the subject of the sentence.

Chapter 9/P.193/Data 02

“What? I can’t hear you down there, all the way down there.”

The utterance said by Gardner to Patrick. Gardner said with a cupped hand to the ear that he did not hear Patrick because of the crowd.

The word “I” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “I” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.195/Data 05

“Let **me** get this straight. You take a call and write something down. That’s it?”

The utterance said by Gardner to Bob Bridges. Gardner reiterated Bob’s words about what stockbrokers do. He did not expect

if he became a stockbroker just sit at the office, receive a call and then write something.

The word “**me**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**me**” is the first personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.195/Data 06

“Well, yes. And **I** call people too, and **we** talk. I tell them stories about companies, and they send me money.”

The utterance said by Bob Bridges to Gardner. There are two deixis here, “**I** and **we**”. But the speaker is only Bob. He explains more about what stockbrokers do and then he can get much money.

First, the word “**I**” can be replaced by “Bob” because the speaker is Bob. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Second, the word “**we**” refers to Bob and people that he talked about. But the speaker in the utterance is only Bob. The type of the deixis “**we**” is the first personal pronoun plural. The function of that deixis is as the subject of the sentence.

Chapter 9/P.196/Data 07

“Every day when **I**’m sitting there talking on the phone, I say to **myself**: I’m not leaving until I make four or five thousand dollars today.”

The utterance said by Bob Bridges to Gardner. Bob tells about his job as stockbrokers and how much money that he must be achieved before leaving his office.

The word “**I**” can be replaced by “Bob” because the speaker is Bob. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

The word “**myself**” refers to Bob and the speaker is Bob. The type of the deixis “**myself**” is the first personal pronoun. The function of that deixis is as the possessive adjective in the sentence.

Chapter 9/P.196/Data 08

“Bob, let me see if I got this right. You talk to people, some of whom you know, some of whom you don’t know, some of whom you have to get to know, and you tell them stories about these companies and these investment ideas and opportunities, and they send you money?”

The utterance said by Gardner to Bob Bridges. Gardner just makes sure and asks so there is no misunderstanding to Bob about what stockbrokers do so that to make a lot of money per day.

The word “**me**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**me**” is the first personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.196/Data 09

“That’s what **I** do,”

The utterance said by Bob Bridges to Gardner. Bob makes sure to Gardner that he really did the job as stockbroker.

The word “I” can be replaced by “Bob” because the speaker is Bob. The type of the deixis “I” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.196/Data 10

“I can do that. Yep, I can do that. And you know what? I want to do that!”

The utterance said by Gardner to Bob Bridges. Gardner is really sure that he can and he wants the job.

The word “I” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “I” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.199/Data 12

“Obviously, I’ve gotten you at a bad time, so why don’t we try and do this again at a later date?”

The utterance said by Gardner to Patrick. Gardner does not to talk about the job because of bad mood and wants to talk about the job in others time.

The word “I” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “I” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.200/Data 14

“Yeah, I’m thinking about opening up an account.”

The utterance said by Gardner to Patrick. Gardner says that he will open brokerage account because became stockbroker must have it.

The word “I” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “I” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.200/Data 17

“We’ll give you a shot.”

The utterance said by Branch Manager in E. F. Hutton to Gardner at the interview to follow the training of stockbroker. He says will give a chance for Gardner to follow the training.

The word “we” refers to Branch Manager and all staffs in the company. But the speaker is only the Branch Manager. The type of the deixis “we” is the first personal pronoun plural. The function of that deixis is as the subject of the sentence.

Chapter 9/P.201/Data 18

“Gardner, we don’t think this is working out. You don’t seem to be making any progress. We’re trying to grow this territory, and you’re just not cutting it.”

The utterance said by Patrick to Gardner. Patrick says that he will dismiss Gardner as a sale because Gardner does not show progress.

The word “**we**” refers to Patrick and Gardner but the speaker is Patrick. The type of the deixis “**we**” is the first personal pronoun plural. The function of that deixis is as the subject of the sentence.

Chapter 9/P.204/Data 19

“Where are you going? **We** gotta work this out, and you ain’t going nowhere until we do!”

The utterance said by Gardner to Jackie. Jackie is Gardner’s wife. Jackie wants to leave the rental house because of economic problem and Gardner asks and tries to hold Jackie back.

The word “**we**” refers to Gardner and Jackie but the speaker is Gardner. The type of the deixis “**we**” is the first personal pronoun plural. The function of that deixis is as the subject of the sentence.

Chapter 9/P.204/Data 21

“No, **I** ain’t. I’m not going nowhere.”

The utterance said by Gardner to Jackie. Jackie command Gardner to leave the rental house but Gardner didn’t want to.

The word “**I**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.205/Data 23

“**We** have a complaint from the woman who lives here. She said you beat her.”

The utterance said by Berkeley Police to Gardner. There are two polices. The police says that there is a women who complains that you Gardner beat her.

The word “**we**” refers to two polices but the speaker is only one police. The type of the deixis “**we**” is the first personal pronoun plural. The function of that deixis is as the subject of the sentence.

Chapter 9/P.205/Data 24

“No, **I** didn’t beat her,”

The utterance said by Gardner to Berkeley Police. Gardner insist that he does not beat Jackie.

The word “**I**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.205/Data 26

“No, **I** gotta get my baby ready and take him today care,”

The utterance said by Gardner to Berkeley Police. The two polices will arrest Gardner, but Gardner didn’t want to and said if I am arrested no one will take care of my son.

The word “**I**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.206/Data 28

“Are you fucking telling **me** I have to wait in jail until Monday to see the judge?”

The utterance said by Gardner to an officer guarding prisoners in jail. On that day was Friday and the officer said that Gardner must wait in jail until Monday to meet the judge.

The word “**me**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**me**” is the first personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.206/Data 29

“You owe the State of California money, and while **we**’ve got you here **we**’re going to get this resolved.”

The utterance said by an officer guarding prisoners to Gardner in jail. The officer tells that you have a debt to California and before you can pay it off, you have to wait until the judge arrives.

The word “**we**” refers to an officer and other officers in the jail but speaker is only an officer. The type of the deixis “**we**” is the first personal pronoun plural. The function of that deixis is as the subject of the sentence.

Chapter 9/P.207/Data 30

“I’m in here for attempted murder, and I will try it again, all right? And that’s **my** bunk over there.”

The utterance said by Gardner to all prisoners who always watching him. Gardner just pretended to scare them so they do not pay attention to him anymore.

The word “**I**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

The word “**my**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**my**” is the first personal pronoun. The function of that deixis is as the possessive adjective in the sentence.

Chapter 9/P.207/Data 32

“I don’t have the money,”

The utterance said by Gardner to the judge. The judge asked Gardner to pay the debt but Gardner did not have money.

The word “**I**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.207/Data 33

“Well, Mr. Gardner, you give **me** no choice but to sentence you to ten days at Santa Rita.”

The utterance said by the judge to Gardner. Because Gardner can't pay the debt, the judge sentenced him for ten days at Santa Rita or jail.

The word “**me**” can be replaced by “The Judge” because the speaker is The Judge. The type of the deixis “**me**” is the first personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.210/Data 34

“Hello, Mr. Albanese? This is Chris Gardner, how're you doing? **I**'ve got a meeting with you tomorrow, but something's come up. I need to know if I can reschedule for the following day?”

The utterance said by Gardner to Mr. Albanese by telephone. Mr. Albanese is a successful stockbroker. Gardner called him because he has a scheduled meeting with Mr. Albanese tomorrow but he can't because he is still in jail. So, Gardner postponed his meeting and will meet the day after tomorrow.

The word “**I**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**I**” is the first personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.211/Data 36

“Where's **my** son? Where's Jackie?”

The utterance said by Gardner to his neighbor. After free from jail, Gardner immediately went home rental. But, the house was empty and asked the neighbors about where his son and his wife.

The word “**my**” can be replaced by “Gardner” because the speaker is Gardner. The type of the deixis “**my**” is the first personal pronoun. The function of that deixis is as the possessive adjective of the sentence.

Chapter 9/P.211/Data 37

“You shouldn’t have beat her, don’t ask **me**, ’cause I don’t know nothing.”

The utterance said by Gardner’s neighbor to Gardner. His neighbor did not know where his child and wife and was upset that he had hurt his wife himself.

The word “**me**” can be replaced by “Gardner’s neighbor” because the speaker is Gardner’s neighbor. The type of the deixis “**me**” is the first personal pronoun. The function of that deixis is as the object of the sentence.

2) Second Person

The second person is the reference to one or more addressees. The word of second person is “you”.

Chapter 9/P.193/Data 02

“What? I can’t hear **you** down there, all the way down there.”

The utterance said by Gardner to Patrick. Gardner said with a cupped hand to the ear that he did not hear Patrick because of the crowd.

The word “**you**” refers to Patrick and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.193/Data 03

“Gardner, where are the samples? **You** should have brought out the samples before writing the order.”

The utterance said by Patrick to Gardner. Patrick asks Gardner to show the samples before writing the order. Samples here are products that will be sold.

The word “**you**” refers to Gardner and the speaker is Patrick. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.194/Data 04

“What do **you** do? and how do you do that?”

The utterance said by Gardner to Bob Bridges. Gardner asks Bob because he has red Ferrari car and dress in that perfectly tailored suit. So, Gardner wants to live like that.

The word “**you**” refers to Bob and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.195/Data 05

“Let me get this straight. **You** take a call and write something down. That’s it?”

The utterance said by Gardner to Bob Bridges. Gardner reiterated Bob’s words about what stockbrokers do. He did not expect if he became a stockbroker just sit at the office, receive a call and then write something.

The word “**you**” refers to Bob and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.196/Data 08

“Bob, let me see if I got this right. **You** talk to people, some of whom you know, some of whom you don’t know, some of whom you have to get to know, and you tell them stories about these companies and these investment ideas and opportunities, and they send you money?”

The utterance said by Gardner to Bob Bridges. Gardner just makes sure and asks so there is no misunderstanding to Bob about what stockbrokers do so that to make a lot of money per day.

The word “**you**” refers to Bob and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.196/Data 10

“I can do that. Yep, I can do that. And **you** know what? I want to do that!”

The utterance said by Gardner to Bob Bridges. Gardner is really sure that he can and he wants the job.

The word “**you**” refers to Bob and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.199/Data 12

“Obviously, I’ve gotten **you** at a bad time, so why don’t we try and do this again at a later date?”

The utterance said by Gardner to Patrick. Gardner does not to talk about the job because of bad mood and wants to talk about the job in others time.

The word “**you**” refers to Patrick and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.200/Data 13

“Are **you** going to open a brokerage account?”

The utterance said by Patrick to Gardner. Patrick asks about opening a brokerage account before leaving Gardner.

The word “**you**” refers to Gardner and the speaker is Patrick. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.200/Data 16

“Chris, **you** don’t even have a bachelor’s. Don’t you have to have some kind of degree to work in that industry? You ain’t got the papers.”

The utterance said by Jackie to Gardner. Jackie is not sure about her husband who wants to become a stockbroker without a bachelor's degree or other degrees so he asks like that.

The word “**you**” refers to Gardner and the speaker is Jackie. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.200/Data 17

“We’ll give **you** a shot.”

The utterance said by Branch Manager in E. F. Hutton to Gardner at the interview to follow the training of stockbroker. He says will give a chance for Gardner to follow the training.

The word “**you**” refers to Gardner and the speaker is Branch Manager in E. F. Hutton. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.201/Data 18

“Gardner, we don’t think this is working out. **You** don’t seem to be making any progress. We’re trying to grow this territory, and you’re just not cutting it.”

The utterance said by Patrick to Gardner. Patrick says that he will dismiss Gardner as a sale because Gardner does not show progress.

The word “**you**” refers to Gardner and the speaker is Patrick. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.204/Data 19

“Where are **you** going? We gotta work this out, and you ain’t going nowhere until we do!”

The utterance said by Gardner to Jackie. Jackie wants to leave the rental house because of economic problem and Gardner asks and tries to hold Jackie back.

The word “**you**” refers to Jackie and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.204/Data 20

“**You**’re getting the fuck out of here.”

The utterance said by Jackie to Gardner. Jackie spoke to Gardner angrily and told Gardner to get out of the house.

The word “**you**” refers to Gardner and the speaker is Jackie. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.205/Data 22

“Are **you** Chris Gardner?”

The utterance said by the Police to Gardner. The police got a report that Gardner had beaten a woman. So, the police asked that he was really Gardner.

The word “**you**” refers to Gardner and the speaker is the Police. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.205/Data 23

“We have a complaint from the woman who lives here. She said **you** beat her.”

The utterance said by the Police to Gardner. The police said that there is a woman who complains that you Gardner had beaten her.

The word “**you**” refers to Gardner and speaker is the police. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.205/Data 25

“No, sir, she said **you** beat her, and the State of California treats domestic violence as a serious offense.”

The utterance said by the Police to Gardner. Gardner admitted that he didn't do it but the police insisted that Gardner had done it.

The word “**you**” refers to Gardner and speaker is the police. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.206/Data 27

“Oh, about the parking tickets. The judge says it’s too late today to do anything about this. He’ll see you on Monday. **You** have to stay here. You can’t leave until you see the judge.”

The utterance said by the desk guy (prison guard) to Gardner. The desk guy told to Gardner that the judge could not carry out the trial today and Gardner had to wait until Monday.

The word “**you**” refers to Gardner and speaker is the desk guy. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.206/Data 28

“Are **you** fucking telling me I have to wait in jail until Monday to see the judge?”

The utterance said by Gardner to the desk guy in jail. On that day was Friday and the desk guy said that Gardner must wait in jail until Monday to meet the judge.

The word “**you**” refers to the desk guy and the speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.206/Data 29

“**You** owe the State of California money, and while we’ve got you here we’re going to get this resolved.”

The utterance said by the desk guy to Gardner in jail. The officer tells that you have a debt to California and before you can pay it off, you have to wait until the judge arrives.

The word “**you**” refers to Gardner and speaker is the desk guy. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.207/Data 31

“Mr. Gardner, **you** owe the state of California \$1,200. How do you want to settle this?”

The utterance said by the judge to Gardner in the trial. The judge said that Gardner had a debt to California of \$1,200, while the judge knew that Gardner had no money.

The word “**you**” refers to Gardner and speaker is the judge. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.207/Data 33

“Well, Mr. Gardner, **you** give me no choice but to sentence you to ten days at Santa Rita.”

The utterance said by the judge to Gardner. Because Gardner can't pay the debt, the judge sentenced him for ten days at Santa Rita or jail.

The word “**you**” refers to Gardner and speaker is the judge. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.210/Data 34

“Hello, Mr. Albanese? This is Chris Gardner, how're **you** doing? I've got a meeting with you tomorrow, but something's come up. I need to know if I can reschedule for the following day ?”

The utterance said by Gardner to Mr. Albanese by telephone. Gardner called him because he has a scheduled meeting with Mr. Albanese tomorrow but he can't because he is still in jail. So, Gardner postponed his meeting and will meet the day after tomorrow.

The word “**you**” refers to Mr. Albanese and speaker is Gardner. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.211/Data 37

“**You** shouldn’t have beat her, don’t ask me, ’cause I don’t know nothing.”

The utterance said by Gardner’s neighbor to Gardner. His neighbor did not know where his child and wife and was upset that he had hurt his wife himself.

The word “**you**” refers to Gardner and speaker is Gardner’s neighbor. The type of the deixis “**you**” is the second personal pronoun. The function of that deixis is as the subject of the sentence.

3) Third Person

The third person is the encoding of reference to persons and entities which are neither speaker nor addressee nor utterance. The word of third person are she, he, they.

Chapter 9/P.195/Data 06

“Well, yes. And I call people too, and we talk. I tell **them** stories about companies, and they send me money.”

The utterance said by Bob Bridges to Gardner and the speaker is Bob. He explains more about what stockbrokers do and then he can get much money.

The word “**them**” refers to the people who talked to Bob. But the speaker in the utterance is Bob. The type of the deixis “**them**” is the third personal pronoun plural. The function of that deixis is as the object of the sentence.

Chapter 9/P.196/Data 08

“Bob, let me see if I got this right. You talk to people, some of whom you know, some of whom you don’t know, some of whom you have to get to know, and you tell **them** stories about these companies and these investment ideas and opportunities, and they send you money?”

The utterance said by Gardner to Bob Bridges. Gardner just makes sure and asks so there is no misunderstanding to Bob about what stockbrokers do so that to make a lot of money per day.

The word “**them**” refers to the people who talked to Bob. The speaker in the utterance is Gardner. The type of the deixis “**them**” is the third personal pronoun plural. The function of that deixis is as the object of the sentence.

Chapter 9/P.196/Data 15

“Well, most of the guys there in that business, don’t **they** have MBAs?”

The utterance said by Jackie to Gardner. Jackie actually tells that all people who work as stockbrokers or others must have a bachelor's degree or others level.

The word “**they**” refers to the people in the business. The speaker in the utterance is Jackie. The type of the deixis “**they**” is the third personal pronoun plural. The function of that deixis is as the object of the sentence.

Chapter 9/P.205/Data 23

“We have a complaint from the woman who lives here. **She** said you beat her.”

The utterance said by the Police to Gardner. The police said that there is a woman who complains that you Gardner had beaten her.

The word “**she**” refers to Jackie and the speaker is the police. The type of the deixis “**she**” is the third personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.205/Data 24

“No, I didn’t beat **her**,”

The utterance said by Gardner to Berkeley Police. Gardner insisted that he does not beat Jackie.

The word “**her**” refers to Jackie and the speaker is Gardner. The type of the deixis “**her**” is the third personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.205/Data 25

“No, sir, **she** said you beat her, and the State of California treats domestic violence as a serious offense.”

The utterance said by the Police to Gardner. Gardner admitted that he didn't do it but the police insisted that Gardner had done it.

The word “**she**” refers to Jackie and the speaker is the police. The type of the deixis “**she**” is the third personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.205/Data 26

“No, I gotta get my baby ready and take **him** to day care,”

The utterance said by Gardner to Berkeley Police. The two polices will arrest Gardner, but Gardner didn't want to and said if I am arrested no one will take care of my son.

The word “**him**” refers to Gardner's son and the speaker is Gardner. The type of the deixis “**him**” is the third personal pronoun. The function of that deixis is as the object of the sentence.

Chapter 9/P.206/Data 27

“Oh, about the parking tickets. The judge says it's too late today to do anything about this. **He**'ll see you on Monday. You have to stay here. You can't leave until you see the judge.”

The utterance said by the desk guy (prison guard) to Gardner. The desk guy told to Gardner that the judge could not carry out the trial today and Gardner had to wait until Monday.

The word “**he**” refers to the judge and the speaker is the desk guy. The type of the deixis “**he**” is the third personal pronoun. The function of that deixis is as the subject of the sentence.

Chapter 9/P.211/Data 37

“You shouldn’t have beat **her**, don’t ask me, ’cause I don’t know nothing.”

The utterance said by Gardner’s neighbor to Gardner. His neighbor did not know where his child and wife and was upset that he had hurt his wife himself.

The word “**her**” refers to Jackie and speaker is Gardner’s neighbor. The type of the deixis “**her**” is the third personal pronoun. The function of that deixis is as the object of the sentence.

b) Spatial Deixis

The concept of distance already mentioned is clearly relevant to spatial deixis, where the relative location of people and things is being indicated. We can know spatial deixis from the use of demonstrative pronouns such as “this” and “that”. And also from demonstrative adverb of place such as “here” and “there”. Spatial deixis is relative to the speaker's location. Those are a proximal term (near the speakers) and distal term (away from the speaker).

Chapter 9/P.193/Data 01

“I’m sorry. What was **that**?”

The utterance said by Gardner to Patrick. Gardner intended to mock Patrick for being short. So, he says like that.

The word “**that**” refers to Patrick’s body and the speaker is Gardner. The word “**that**” indicates that the location away from speaker (distal form). The type of the deixis “**that**” is spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.193/Data 02

“What? I can’t hear you down **there**, all the way down there.”

The utterance said by Gardner to Patrick. Gardner said with a cupped hand to the ear that he did not hear Patrick because of the crowd in the office.

The word “**there**” refers to the location of Gardner away from Patrick and the speaker is Gardner. The type of the deixis “**there**” is spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.194/Data 04

“What do you do? and how do you do **that**?”

The utterance said by Gardner to Bob Bridges. Gardner asks Bob because he has red Ferrari car and dress in that perfectly tailored suit. So, Gardner wants to live like that.

The word “**that**” refers to red Ferrari car and the speaker is Gardner. The word “**that**” indicates that the location away from speaker (distal form). The type of the deixis “**that**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.195/Data 05

“Let me get **this** straight. You take a call and write something down. **That**’s it?”

The utterance said by Gardner to Bob Bridges. Gardner reiterated Bob’s words about what stockbrokers do. He did not expect if he became a stockbroker just sit at the office, receive a call and then write something.

There are two spatial deixis here and the speaker is Gardner. First, the word “**this**” refers to the stockbroker work. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Second, the word “**that**” refers to the statement of Gardner about what stockbroker do. The type of the deixis “**that**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.196/Data 07

“Every day when I’m sitting **there** talking on the phone, I say to myself: I’m not leaving until I make four or five thousand dollars today.”

The utterance said by Bob Bridges to Gardner. Bob tells about his job as stockbrokers and how much money that he must be achieved before leaving his office.

The word “**there**” refers to Bob’s office, specifically in his room. The speaker is Bob. The word “**there**” indicates that the location away from speaker (distal form). The type of the deixis “**there**” is the spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.196/Data 08

“Bob, let me see if I got **this** right. You talk to people, some of whom you know, some of whom you don’t know, some of whom you have to get to know, and you tell them stories about these companies and these investment ideas and opportunities, and they send you money?”

The utterance said by Gardner to Bob Bridges. Gardner just makes sure and asks so there is no misunderstanding to Bob about what stockbrokers do so that to make a lot of money per day.

The word “**this**” refers to the stockbroker work and the speaker is Gardner. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.196/Data 09

“**That**’s what I do,”

The utterance said by Bob Bridges to Gardner. Bob makes sure to Gardner that he really did the job as stockbroker.

The word “**that**” refers to what stockbroker do and the speaker is Bob. The type of the deixis “**that**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.196/Data 10

“I can do that. Yep, I can do that. And you know what? I want to do that!”

The utterance said by Gardner to Bob Bridges. Gardner is really sure that he can and he wants the job.

The word “**that**” refers to the stockbroker work and the speaker is Gardner. The type of the deixis “that” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.199/Data 11

“Oh, **that**’s so interesting, a horse has jumped into Lake Merritt.”

The utterance said by Patrick to Gardner. Patrick looked at his office window and said to Gardner that the horse was great because it could jump into Lake Merritt.

The word “**that**” refers to the horse and the speaker is Patrick. The word “**that**” indicates that the location away from speaker (distal form). The type of the deixis “that” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.199/Data 12

“Obviously, I’ve gotten you at a bad time, so why don’t we try and do **this** again at a later date?”

The utterance said by Gardner to Patrick. Gardner does not talk about the job because of bad mood and wants to talk about the job in others time.

The word “**this**” refers to the job about sales and the speaker is Gardner. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.200/Data 15

“Well, most of the guys **there** in that business, don’t they have MBAs?”

The utterance said by Jackie to Gardner. Jackie actually tells that all people who work as stockbrokers or others must have a bachelor's degree or others level.

The word “**there**” refers to the company and the speaker is Jackie. The word “**there**” indicates that the location away from speaker (distal form). The type of the deixis “**there**” is the spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.200/Data 16

“Chris, you don’t even have a bachelor’s. Don’t you have to have some kind of degree to work in **that** industry? You ain’t got the papers.”

The utterance said by Jackie to Gardner. Jackie is not sure about her husband who wants to become a stockbroker without a bachelor's degree or other degrees so he asks like that.

The word “**that**” refers to the stockbroker company and the speaker is Jackie. The type of the deixis “that” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.201/Data 18

“Gardner, we don’t think **this** is working out. You don’t seem to be making any progress. We’re trying to grow this territory, and you’re just not cutting it.”

The utterance said by Patrick to Gardner. Patrick says that he will dismiss Gardner as a sale because Gardner does not show progress.

The word “**this**” refers to the job about sales and the speaker is Patrick. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.204/Data 19

“Where are you going? We gotta work **this** out, and you ain’t going nowhere until we do!”

The utterance said by Gardner to Jackie. Jackie wants to leave the rental house because of economic problem and Gardner asks and tries to hold Jackie back.

The word “**this**” refers to the problem and the speaker is Gardner. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.204/Data 20

“You’re getting the fuck out of **here**.”

The utterance said by Jackie to Gardner. Jackie spoke to Gardner angrily and told Gardner to get out of the house.

The word “**here**” refers to Gardner’s house and the speaker is Jackie. The word “**here**” indicates that the location close from speaker (proximal form). The type of the deixis “**here**” is the spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.205/Data 23

“We have a complaint from the woman who lives **here**. She said you beat her.”

The utterance said by the Police to Gardner. The police said that there is a woman who complains that you Gardner had beaten her.

The word “**here**” refers to Gardner’s house and the speaker is the police. The word “**here**” indicates that the location close from speaker (proximal form). The type of the deixis “**here**” is the spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.206/Data 27

“Oh, about the parking tickets. The judge says it’s too late today to do anything about **this**. He’ll see you on Monday. You have to stay **here**. You can’t leave until you see the judge.”

The utterance said by the desk guy (prison guard) to Gardner. The desk guy told to Gardner that the judge could not carry out the trial today and Gardner had to wait until Monday.

The word “**this**” refers to the problem about Gardner beat Jackie and the speaker is the desk guy. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

The word “**here**” refers to the jail and the speaker is the desk guy. The word “**here**” indicates that the location close from speaker (proximal form). The type of the deixis “**here**” is the spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.206/Data 29

“You owe the State of California money, and while we’ve got you **here** we’re going to get this resolved.”

The utterance said by the desk guy to Gardner in jail. The officer tells that you have a debt to California and before you can pay it off, you have to wait until the judge arrives.

The word “**here**” refers to the jail and the speaker is the desk guy. The word “**here**” indicates that the location close from speaker (proximal

form). The type of the deixis “**here**” is the spatial deixis. The function of that deixis is to point the location of speaker.

Chapter 9/P.207/Data 30

“I’m in here for attempted murder, and I will try it again, all right? And **that**’s my bunk over there.”

The utterance said by Gardner to all prisoners who always watching him. Gardner just pretended to scare them so they do not pay attention to him anymore.

The word “**here**” refers to the jail and the speaker is Gardner. The word “**here**” indicates that the location close from speaker (proximal form). The type of the deixis “**here**” is the spatial deixis. The function of that deixis is to point the location of speaker.

The word “**that**” Gardner’s bunk and the speaker is Gardner. The word “**that**” indicates that the location away from speaker (distal form). The type of the deixis “that” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.207/Data 31

“Mr. Gardner, you owe the state of California \$1,200. How do you want to settle **this**?”

The utterance said by the judge to Gardner in the trial. The judge said that Gardner had a debt to California of \$1,200, while the judge knew that Gardner had no money.

The word “**this**” refers to the owe of Gardner. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.210/Data 34

“Hello, Mr. Albanese? **This** is Chris Gardner, how’re you doing? I’ve got a meeting with you tomorrow, but something’s come up. I need to know if I can reschedule for the following day?”

The utterance said by Gardner to Mr. Albanese by telephone. Gardner called him because he has a scheduled meeting with Mr. Albanese tomorrow but he can't because he is still in jail. So, Gardner postponed his meeting and will meet the day after tomorrow.

The word “**this**” refers to Gardner. The type of the deixis “**this**” is the spatial deixis. The function of that deixis is as the demonstrative pronoun.

Chapter 9/P.210/Data 35

“Fine, no problem. Be **here** at six-thirty in the morning.”

The utterance said by Mr. Albanese to Gardner by telephone. Mr. Albanese agreed to the statement of the Gardner who delayed their meeting and would meet on the day after tomorrow morning.

The word “**here**” refers to the company of Mr. Albanese. The word “**here**” indicates that the location close from speaker (proximal

form). The type of the deixis “**here**” is the spatial deixis. The function of that deixis is to point the location of speaker.

c) Temporal Deixis

Temporal deixis using of time coinciding with the speaker’s utterance and the time of the speaker in their utterance. Yule states that one of the basic types in temporal deixis is in the choice of verb tense. It happen because, we can know the adverb from the verb itself. In English, there are two basic forms; there are the present and the past. The present tense is the proximal forms and the past tense is the distal forms. the form of temporal deixis like now, then, yesterday, tomorrow, today, tonight, next weeks, last weeks, and this week.

Chapter 9/P.196/Data 07

“**Every** day when I’m sitting there talking on the phone, I say to myself: I’m not leaving until I make four or five thousand dollars **today**.”

The utterance said by Bob Bridges to Gardner. Bob tells about his job as stockbrokers and how much money that he must be achieved before leaving his office.

The word “**every day**” is the time of Bob talking to his customers on the phone. The type of the deixis “**every day**” is the temporal deixis. The function of that deixis is to show the time when utterance was done or intended.

The word “**today**” is refers to the time of Bob where he has to get 4 to 5 dollars per day. The type of the deixis “**today**” is the temporal deixis. The function of that deixis is to show the time when utterance was done or intended.

Chapter 9/P.205/Data 26

“No, I gotta get my baby ready and take him **today** care,”

The utterance said by Gardner to Berkeley Police. The two polices will arrest Gardner, but Gardner didn’t want to and said if I am arrested no one will take care of my son.

The word “**today**” is refers to the time of Gardner who will takes his son care. The type of the deixis “**today**” is the temporal deixis. The function of that deixis is to show the time when utterance was done or intended.

Chapter 9/P.206/Data 27

“Oh, about the parking tickets. The judge says it’s too late **today** to do anything about this. He’ll see you **on Monday**. You have to stay here. You can’t leave until you see the judge.”

The utterance said by the desk guy (prison guard) to Gardner. The desk guy told to Gardner that the judge could not carry out the trial today and Gardner had to wait until Monday.

The word “**today**” is refers to the time of utterance that it’s too late to do the trial. The type of the deixis “**today**” is the temporal deixis.

The function of that deixis is to show the time when utterance was done or intended.

The word “**on monday**” is the future time to see the judge and do the trial. The type of the deixis “**on monday**” is the temporal deixis. The function of that deixis is to show the time when utterance was done or intended.

Chapter 9/P.210/Data 34

“Hello, Mr. Albanese? This is Chris Gardner, how’re you doing? I’ve got a meeting with you **tomorrow**, but something’s come up. I need to know if I can reschedule for the following day ?”

The utterance said by Gardner to Mr. Albanese by telephone. Gardner called him because he has a scheduled meeting with Mr. Albanese tomorrow but he can't because he is still in jail. So, Gardner postponed his meeting and will meet the day after tomorrow.

The word “**tomorrow**” is the future time that is intended by the speaker. The type of the deixis “**tomorrow**” is the temporal deixis. The function of that deixis is to show the time when utterance was done or intended.

Chapter 9/P.210/Data 35

“Fine, no problem. Be here at six-thirty **in the morning**.”

The utterance said by Mr. Albanese to Gardner by telephone. Mr. Albanese agreed to the statement of the Gardner who delayed their meeting and would meet on the day after tomorrow morning.

The word “**in the morning**” is the future time that is intended by the speaker. The type of the deixis “**in the morning**” is the temporal deixis. The function of that deixis is to show the time when utterance was done or intended.

5. The Dominant Function of Deixis Appear in The Novel “The Pursuit of Happiness” by Chris Gardner

The dominant function of deixis appear in the novel “The Pursuit of Happiness” by Chris Gardner is in person deixis. There are several functions of person deixis, as subject 63 times, as objects 33 times, as possessive adjective 3 times, as reflexive pronoun 1 time, as demonstrative pronoun 33 times, and as adverb of time 7 times. So, the dominant function of deixis appear in the novel “The Pursuit of Happiness” by Chris Gardner is as a subject (63 times).

B. Discussion

Based on the research finding, the researcher found the data of the research presented that consist of three types of deixis: person deixis, spatial deixis and temporal deixis. The most found by researchers in analyzing deixis is person deixis. Person deixis 100 times, in detail first person 47 times, second person 40 times, and third person 13 times. Then, spatial deixis 33 times and temporal deixis 7 times.

The function of deixis is to pointing. Pointing here is to point thing or person as we called person deixis. The function of person deixis is referred to the thing or person who is speaker in utterance. Person deixis is divided into three parts, they are; first person deixis, second person deixis, and third person deixis. The function of first person deixis is the word that referred to the speaker him or herself as the sending the message. The function of second person deixis is the word that referred to the addressee as the listener or received the message. The function of third person deixis is the word that referred to who is neither speaker nor addressee. Then, the function of spatial deixis is to point the location of the speaker or what speaker means. It could be proximal form (close from the speaker) and distal form (away from the speaker). The last is the function of temporal deixis is to point the time when utterance was done or time that speaker intended.

The researcher proved Yule's theory of Deixis. Yule states that deixis is a technical term (from Greek) for one of the most basic things we do with utterances.²⁸ It means "pointing". In novel "The Pursuit of Happiness", the researcher showed that there are deixis and all kinds of deixis in utterances proposed by Yule.

The previous researcher Mahendra²⁹, who concerned with deixis have discovered different result about the kinds of deixis. Mahendra found there are five types of deixis, those are person, time, place, social, and discourse deixis. While the researcher in this study found three types of deixis, those are person,

²⁸George Yule, *Pragmatics*, ...p. 9

²⁹Try Mahendra, *Deixis in Novel "The Last Star" By Rick Yancey*, (Padangsidimpuan: IAIN Padangsidimpuan, 2008).

spatial, and temporal deixis. In this study, the researcher explained about the function of deixis, but in Mahendra's paper is nothing. However, researchers also found similarities with Mahendra where person deixis is the dominant one among the other kinds of deixis and Mahendra uses novel to find the deixis.

Then, the researcher Fauziah³⁰ found three types of deixis, those are person, spatial and temporal deixis. Fauziah also explained about the function of each kinds of deixis. It is same with this study but Fauziah didn't mention the dominant of kinds and function of deixis. In this case, Fauziah used movie script to find the deixis while the researcher in this study used novel to find the deixis.

³⁰Aulia Fauziah, "An Analysis of Deixis in 'a Thousand Words' Movie Script by Steve Koren Thesis" (State Islamic Institute (IAIN) of Tulungagung, 2015), p.65, <http://repo.iain-tulungagung.ac.id/2195/1/.pdf>.

CHAPTER V

CONCLUSIONS AND SUGGESTIONS

A. Conclusions

In the analysis of data findings about Deixis in novel “The Pursuit of Happyness” by Chris Gardner, it can be inferred some essential points as follows:

1. The researcher found three kinds of deixis in novel “The Pursuit of Happyness” by Chris Gardner. The first is person deixis. The expressions are I, me, my, we, and myself for first person deixis, you for second person deixis, and she, her, he, him, they, and them for third person deixis. The second is spatial deixis and the deictic expressions are, this, these, that, here, and there. The third is temporal deixis and the deictic expressions are every day, today, on Monday, tomorrow, and in the morning.
2. The dominant kinds of deixis in the novel is person deixis 100 times, in detail first person 47 times (*I* = 27 times, *me* = 6 times, *my* = 3 times, *we* = 10 times, and *myself* = 1 time), second person 40 times (*you* = 40 times), and third person 13 times (*she* = 2 times, *her* = 4 times, *he* = 1 time, *him* = 1 time, *they* = 3 times, and *them* = 2 times). So, from 100 times in person deixis, the dominant of deictic expression is you (40 times).
3. The function of person deixis is referred to the thing or person who is speaker in utterance. Person deixis is divided into three parts, they are; first person deixis, second person deixis, and third person deixis. The function of first person deixis is the word that referred to the speaker him or herself as the sending the message. The function of second person deixis is the word that

referred to the addressee as the listener or received the message. The function of third person deixis is the word that referred to who is neither speaker nor addressee. The function of spatial deixis is the word that referred or point the location of the speaker. It could be proximal form (close from the speaker) and distal form (away from the speaker). And the last is the function of temporal deixis is the word that referred to the time when utterance was done.

4. The dominant function of deixis appear in the novel “The Pursuit of Happiness” by Chris Gardner is in person deixis. There are several functions of person deixis, as subject 63 times, as objects 33 times, as possessive adjective 3 times, as reflexive pronoun 1 time, as demonstrative pronoun 33 times, and as adverb of time 7 times. So, the dominant function of deixis appear in the novel “The Pursuit of Happiness” by Chris Gardner is as a subject (63 times).

B. Suggestions

After getting the result of the analysis, the researcher would like to give some suggestions, as follows:

1. The deixis is study about contextual speech event, so the readers are suggested to understand and to realize about it to reflect some descriptions of what is dominantly occurred in speech event; either from spoken or written sources.
2. The readers are suggested to comprehend about kinds of deixis deeply and the difference of each kinds of deixis.

3. The last, the readers and the future researchers are suggested to know about the function of deixis and each kinds of deixis.

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CURRICULUM VITAE



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Appendix I

No	Utterances	Page	Number of Data
1	Gardner: "I'm sorry. What was that?"	193	01
2	Gardner: "What? I can't hear you down there, all the way down there."	193	02
3	Patrick: "Gardner, where are the samples? You should have brought out the samples before writing the order."	193	03
4	Gardner: "What do you do? and how do you do that?"	194	04
5	Gardner: "Let me get this straight. You take a call and write something down. That's it?"	195	05
6	Bob: "Well, yes. And I call people too, and we talk. I tell them stories about companies, and they send me money."	195	06
7	Bob: "Every day when I'm sitting there talking on the phone, I say to myself: I'm not leaving until I make four or five thousand dollars today."	196	07
8	Gardner: "Bob, let me see if I got this right. You talk to people, some of whom you know, some of whom you don't know, some of whom you have to get to know, and you tell them stories about these companies and these investment ideas and opportunities, and they send you money?"	196	08
9	Bob: "That's what I do,"	196	09
10	Gardner: "I can do that. Yep, I can do that. And you know what? I want to do that!"	196	10
11	Patrick: "Oh, that's so interesting, a horse has jumped into Lake Merritt."	199	11
12	Gardner: "Obviously, I've gotten you at a bad time, so why don't we try and do this again at a later date?"	199	12
13	Patrick: "Are you going to open a brokerage account?"	200	13
14	Gardner: "Yeah, I'm thinking about opening up an account."	200	14
15	Jackie: "Well, most of the guys there in that business, don't they have MBAs?"	200	15
16	Jackie: "Chris, you don't even have a bachelor's. Don't you have to have some	200	16

	kind of degree to work in that industry? You ain't got the papers."		
17	E.F Hutton: "We'll give you a shot."	200	17
18	Patrick: "Gardner, we don't think this is working out. You don't seem to be making any progress. We're trying to grow this territory, and you're just not cutting it."	201	18
19	Gardner: "Where are you going? We gotta work this out, and you ain't going nowhere until we do!"	204	19
20	Jackie: "You're getting the fuck out of here."	204	20
21	Gardner: "No, I ain't. I'm not going nowhere."	204	21
22	Police: "Are you Chris Gardner?"	205	22
23	Police: "We have a complaint from the woman who lives here. She said you beat her."	205	23
24	Gardner: "No, I didn't beat her,"	205	24
25	Police: "No, sir, she said you beat her, and the State of California treats domestic violence as a serious offense."	205	25
26	Gardner: "No, I gotta get my baby ready and take him today care,"	205	26
27	The desk guy: "Oh, about the parking tickets. The judge says it's too late today to do anything about this. He'll see you on Monday. You have to stay here. You can't leave until you see the judge."	206	27
28	Gardner: "Are you fucking telling me I have to wait in jail until Monday to see the judge?"	206	28
29	The desk guy: "You owe the State of California money, and while we've got you here we're going to get this resolved."	206	29
30	Gardner: "I'm in here for attempted murder, and I will try it again, all right? And that's my bunk over there."	207	30
31	Judge: "Mr. Gardner, you owe the state of California \$1,200. How do you want to settle this?"	207	31
32	Gardner: "I don't have the money,"	207	32
33	Judge: "Well, Mr. Gardner, you give me no	207	33

	choice but to sentence you to ten days at Santa Rita.”		
34	Gardner: “Hello, Mr. Albanese? This is Chris Gardner, how’re you doing? I’ve got a meeting with you tomorrow, but something’s come up. I need to know if I can reschedule for the following day?”	210	34
35	Mr. Albanese: “Fine, no problem. Be here at six-thirty in the morning.”	210	35
36	Gardner: “Where’s my son? Where’s Jackie?”	211	36
37	His neighbor: “You shouldn’t have beat her, don’t ask me, ’cause I don’t know nothing.”	211	37