

**THE ANALYSIS OF ASSERTIVE UTTERANCES USED BY NADIEM
MAKARIM IN TECH IN ASIA INTERVIEW**

SKRIPSI

*Submitted in Partial Fulfillment of the Requirements
for the Degree of Sarjana Pendidikan (S.Pd)
English Education Program*

By

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**FACULTY OF TEACHER TRAINING AND EDUCATIOAN
UNIVERSITY OF MUHAMMADIYAH SUMATERA UTARA
MEDAN
2020**

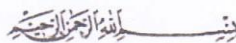


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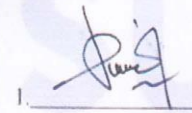
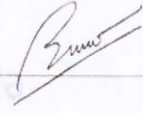

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ABSTRAK

Helia. 1502050068. The Analysis of Assertive Utterances Used by Nadiem Makarim in Tech in Asia Interview. Skripsi. English Department of Faculty Teacher Training and Education, University Muhammadiyah Sumatera Utara. Medan.2020.

This research dealt with the type of Assertive Utterances of Nadiem Makarim in Tech in Asia Interview. The objectives of reserach were to investigate the types of assertive utterances of Nadiem Makarim in Tech in Asia Interview, and analyze the important of assertive utterance in Nadiem Makarim in Tech in Asia Interview, and it was applied by descriptive method. The source of data was obtained by script of Nadiem Makarim interviewe and it was collected by watching the video and transcribing the utterance, and underlining the assertive utterances that found in Nadiem Makarim Interviewe. The data were analyzed by some steps that they are ; data reduction, data display, drawing and verifying conclusion. The finding showed eleven types of assertive utterances that there were 113 assertive utterances consist of 23 informing, 5 asserting, 11 claiming, 2 assuring, 18 arguing, 2 complaining, 5 concluding, 29 describing, 0 predicting, 0 reporting, 18 stating. It meant that the dominant type of assertive utterances in Nadiem Makarim interview was concluding.

Keyword: *Assertive Utterances, Pragmatics, Nadiem Makarim in Tech in Asia Interview.*

ACKNOWLEDGEMENT



Assalamualaikum Warahmatullahi Wabarakatuh.

Praise and gratitude be to Allah SWT, the Lord of Univers, who has given the writer guidance and strength, so he could finish this proposal immediately. Peace and salutation be upon the messenger of Allah, Prophet Muhammad SAW, his family, relatives, and followers. May peace and blessing of Allah be upon all of us. This research is entitled: The Analysis of Assertive Utterances Used by Nadiem Makarim in Tech in Asia Interview to fulfil one of requirement to obtain the degree of sarjana pendidikan in Faculty Training and Education at University Muhammadiyah Sumatera Utara.

In this occasion, the writer would like to express her deepest gratitude to my big family and sariman's family for their love, support, spirit, finance and many things that cannot mentioned one by one.

The writer also would like to thank to the people who contribute to this research. They are as follows:

1. Dr.Agussani, M.AP, the rector of University Muhammadiyah Sumatera Utara
2. Dr.Elfrianto Nst,S.Pd,M.Pd. the dekan of Faculty of Teacher Training and Education.
3. Mandra Saragih,S.Pd,M.Hum, the head of English Education Program and Pirman Ginting,S.Pd,M.Hum, the secretary of English Education Program

for their suggestion and administrative help in the process of completing the necessary requirements.

4. Yusriati, S.S., M.Hum as great lecture and advisor who has given guidance, patience, time, support, and contribution in processing this research.
5. Muhammad Arifin S.Pd., M.Pd the head library of UMSU at jalan Muchtar Basri No.3 who has allowed her collect the data in Library.
6. All lecturers for their invaluable counsel and the knowledge they shared with her together with all of the faculty staffs for all the faculties given to her throughout the academic years at the University.
7. Writer's friend in 8B Morning class, especially Siti Zuriah, Indah Rahayu, thank you for being good friend, the friendship, supports, advices, and many things.
8. Writer's boardingmate (ruzain) especially wanti, karina, illa, khana who had given motivation, friendship, supporting, happiness each other in helping this study.

May Allah SWT bless, defend, and lead them always, Aameen. Lastly the writer hope this research is valuable and useful for the writer himself and those who are interested in pragmatics, especially in speech acts.

Medan, April 2020

The Writer

HELIA

Table of Content

Contents

Table Of Content	iv
CHAPTER I	1
INTRODUCTION	1
A. The Background of The Study	1
B. The Indentification of Problem	Error! Bookmark not defined.
C. Scope and limitation	3
D. The Formulation of The Problem.....	3
E. The Objective of The Study	3
F. The Significant of The Study.....	4
1.Theoritically.....	4
2. Practically.....	4
CHAPTER II	5
THE REVIEW OF LITERATURE	5
A.Theoritcal Framework	5
1.Pragmatics.....	5
2.Illocutionary Acts.....	6
2.1.assertive utterances	6
2.1.1. informing	6
2.1.2. asserting	7
2.1.3. claiming	8
2.1.4. assuring	8
2.1.5. arguing	9
2.1.6. compaining.....	9
2.1.7. concluding.....	10
2.1.8. describing.....	10
2.1.9. predicting	11
2.1.10 reporting.....	11

2.1.11. reporting.....	12
3.TECH IN ASIA.....	12
4.The profile of Nadiem Makarim.	13
B. Previous Relevant studies	13
C.Conceptual Framework.....	15
CHAPTER III.....	17
METHOD OF RESEARCH.....	17
A.Research Design.....	17
B.Source of Data.....	17
C.Techniques for Collecting Data	17
D.The Techniques of Data Analysis	18
CHAPTER IV.....	19
DATA AND DATA ANALYSIS.....	19
A.Data	19
B.Data Analysis	19
CHAPTER V	36
CONCLUSIONS AND SUGGESTIONS.....	36
A.Conclusion	36
B.Suggestion.....	36
REFERENCE	38
AFFENDIX	40

CHAPTER I

INTRODUCTION

A. The Background of The Study

Language as a means of communication has an important role among people. Human are social who can not live alone, need other human in carry out activities. Language has certain function that are used based on one's need . as a means to express, communicate, and adapt in a particular environment or situation. Using language can be trusted by the community even though they can not prove what they say. To understod the langguage and the purpose if the content is know. It can be know by pragmatic study.

Pragmatics refers to the social language skill we use in our daily interaction with others. The meaning of the language can be understod if the content is known. It is the study of usage in communication. The relationship between the content of the situation and time is expressed in the sentences. Speech act theory is a subfield of pragmatics concerned with the ways in which words can be used not only to present information but also to carry out action. In other words speech act deals with the utterances to perform a spesific action. One of utterances is assertive utterances.

Assertive are one of speech act. Assetives is the utterances that binds the speaker to the truth of what is spoken, and the speaker to match the utterances he uttered with his belief of whit the fact (Diana, 2010). The example "I have just made some coffe". The speaker in saying utterances make an offer a statement. The characteristic of assertives as follows: innforming, asserting, claiming,

assuring, arguing, complaining, concluding, describing, predicting, reporting, and stating.

Assertives in communication is the ability to express positive and negative ideas and opinion in an open, honest and direct way. It recognize our rights whilts still respecting the rights of others. It allows us to take responsibility for ourselves and our action without judging other people. And it allows us to constructively confront and find a mutually satisfying solution where conflict exists.

Assertives is very important to be used, because it helps us to understand what is really mean by the speaker. But know some people lack to understand assertive and type various of assertive. Kick Andy as a presenter in his talks show program. In his program presented some information and different speaker according the topic. The selection of the appropriate speaker is to make sure the validity of the information presented from the language used by the speaker. Based on Yanti Suryanti's journal with the tittle " Analysis of asserives speech act on Kick Andy Talk Show Program in ' Save the Indonesia Childern' Edition , she found Kick Andy Talk Show used Assertive Utterances.

Based on the prevoius description, the researcher is interested in research about assertives utterances of Nadiem Makariem in Tech in Asia Interview. Based on his vidio in Tech in Asia with the title "How Go-Jek is solving travel and logistic". In This interview also provides the appropriate data needed for research on assertive. the various type of assertive utterances is cougth by the researcher as a interesinng point to be observed.

B. The Identification of The Problem

Based on the identification of the study above, the research question are as follows:

1. The readers were lack to understand the types of assertive
2. Some people still confused to understand of assertive

C. Scope and limitation

In this research,the scope is Illocutionary act. The limitation is can be focused on the types of assertives utterances of Nadiem Makarim in Tech in Asia Interview.

D. The Formulation of The Problem

Based on the identification of the study above, the research question are as follows:

1. What types of assertives utterances are used in Nadiem Makarim interview?
2. How is the important assertives utterances that founds in Nadiem Makarim in Tech in Asia interview?

3. The Objective of The Study

In relation to the problems of the study, the objectivites of the study are

1. To investigate the types of assertives utterances in Nadiem Makarim in Tech in Asia interview.

2. To know how important are the assertive utterances in Nadiem Makarim in Tech in Asia Interview.

4. The Significant of The Study.

The finding of the study are expected useful theorytically and practically.

1. Theoritically

- a. To give information about the using assertive utterances especially in Nadiem Makarim interview.
- b. Can be reference to the other research in the same scope.

2. Practically

- a. For English teachers,especially who are teaching speech act especially assertives utterances to supporting material in teaching learning process.
- b. For Students, who are learning about speech act in order to their knowledge and as reference who is doing the graduating paper preparation
- c. For Readers to give more information about speech act espesially assertives utterances.

CHAPTER II

THE REVIEW OF LITERATURE

A. Theoretical Framework

1. Pragmatics

Pragmatic is the study to analyze the speech acts (leech,2011:21). Pragmatics is the study of content to make inferences about meaning. It suggests to the speaker focus on what it said and the meaning on the utterances. That is the situational context surround the utterances, when having understand what other says. Pragmatics as the study of the ability of language to pair sentences with the context in which they would be appropriate. Levinson (1983:24).

Meanwhile, Levinson (1983) (in Megawati, 2016: 160-161) pragmatic is the study of those relation between language and context that sentences has a connection to grammar. In other words the speaker intention is delivered by using the code in the structure language.

Pragmatics is the study of context to make inferences about meaning. It suggests the speaker to get focus not only on what is being said, but also on elements directly taken in utterance to be more meaningful. That is the situational context surround the utterance, when having to understand what other says. Pragmatics has to do with language use, and with going beyond the literal meaning (Kadmon, 2001 :22).

Yule,G (1996:9) defined pragmatics are the study of contextual meaning. Pragmatic the study that concerned of the meaning. The speaker or a writer to communicated the meaning and interpreted by listener (or a reader). So its means

that both of us involves the interpretation what people mean based on content and how the content can influences what it said.

Furthermore, Yule (1996:3) devided three areas in which pragmatics are concerned. Firstly, pragmatics is the study of meaning. It means that pragmatics facus on everything which the speaker communicated and if the hearers can interpret the utterance of speaker. Secondly, pragmatics is the tudy of contextual meaning. It means when speaker want to say something, they must consider to organize whom, when,where they are talking. Third, pragmatics is the study of how to get communication that what it said. Pragmatics is related with what is unsaid by speaker.

From the previous definition, it can be concluded that pragmatics is the study that concern to the meaning. The contextual meaning between the speaker and the hearer when conversation with connected the interpretation each other. It is assumed that speaker and hearer involved in conversation are generally cooperating each other.

2. Illocutionary Acts

Illocutionary act is one of kind of speech act. Illocutionary act is very important. It is more important that to other past of speech act because the illocutionary acts it self is a central to linguistic communication and defined by social convention, such as acts of accusing, admitting, challenging, complaining etc.

Illocutionary act is an act performed in saying something. It is something at the speaker intend to do making utterance. It is performed within the full control of the speaker and it is evident after the utterance is made.

Examples :

1. *Open the door please.*

(a statement about ordering to do something)

2. *Where does she go?*

(a statement about asking someone)

2.1.Assertives Utterances.

According to Yule,G (1996:53) assertives are those kinds of speech act that state what the speaker believes to be the case or not, in using a representative, the speakers makes the words fit the word belief.

Besides that, searle (1979) stated assertives are those kinds of speech act that commit the speaker to the truth of the expressed proposition, and thus carry a truth value. It is means they express the speaker belief. The case include informing, asserting, claiming, assuring, arguing, complaining, concluding, desribing, predicting, reporting, and stating.

In this study, the researcher performing the type of speech act, the speaker represent the word as he or he believes it is. Thus making the words fit the world or belief. The type of asserives acts can be characterized as follows:

2.1.1. Informing

Informing is the type of act the assert to a hearer with the additional preparatory conditon that the hearer does not already to know what he is being informed. It is means the speaker only giving information and hearer does not know about the information .

For example:

(1) *She has graduated from UMSU*

(2) *He is married man*

2.1.2. Asserting

Asserting is the type of act of speaker informing hearer of P with the precondition that speaker knows that P is true and the effect that hearer knows that P is true. The body of the speech act is the mutual belief that hearer and speaker both know that speaker wants hearer to know that P. Here, the speaker try to show their idea based on believes. It is almost same with claiming. The different is not expecting opposition and has evidence to back up utterances that uttered by the speaker.(Smith,P,1991:180).

For example:

(3) Iroh : *I didn't kill my sister*

Imah: I believe you

(4) Agus : *I didn't steal his money*

Agas : I believe you

2.1.3. Claiming

Claiming is the type of acts to say somethings is true when some people may say it is not true. Claim may be treated in claim may be treated in exactly the same way as assert, however there are significant differences between them that need to be explored. Claim puts forward some view, like assert, but it is a more forceful act because the speaker in making a claim is expecting apposition and (presumably) has evidence to back up the claim. (Smith,P,1991:87).

For example:

(5) *I do this because I want to prove that I am right.*

(6) *I say this because it is true.*

2.1.4. Assuring

Assuring is the type of act that asserting with the perlocutionary intention of convincing the hearer of the truth of the propositional content in the world of the utterances. Assure is also concerned with the removal of “worry” from the mind of the hearer. Assuring is specifically concerned with people (as constricted with confirm, where on can confirm reports etc.) additionally assure means assuring someone of the truth or accuracy of something. (Smith.P,1991:88).

For example :

(7) *All is well. Don't worry. I know you can do it.*

(8) *I am fine. If she can do it, same with me.*

2.1.5. Arguing

Arguing is the type of acts that argue as differing from assure only in that the speaker gives supporting evidence for P. (Smith.P,1991:90). Here, the speakers try to show what in their mind, showing disagree in word, and give reason for again something. In addition the speakers give reason in their utterances to persuade.

For example :

(9) *I know the issue, because i have more information.*

(10) *I can give a better answer, because it's my department.*

2.1.6. Complaining

Complaining is the type of act expresses or reflects the suffering and heartache about state. Here, the speaker expresses dissatisfaction or to indicate that you have an illness. Complaining usually tell us you are not happy.

For example:

- (11) *I very tired now because of you.*
- (12) *I am burdened with this job.*

2.1.7. Concluding

Concluding is the type of act that states an opinion to decide something after a period of thought research. In concluding usually there are previous utterances.

For example :

- (13) Lia : *you don't understand what's at stake! This is the matter for the gods,not nam!*

Ima : *your god,not mine.*

- (14) Sabil: *you don't understand the danger of saying happy new year to muslims.*

Ozi : *you are muslim*

2.1.8. Describing

Describing is the type of act that state a statement that tels you how something or someone looks, sound, etc: words that describe something or someone. Describing is drawing something. It can be someone, situation and etc.

For example :

- (15) *It was a warm sunny day.n*
- (16) *She is a beautiful girl.*

2.1.9. Predicting

Predicting is the type of acts to say something will or might happen in the future. Here, the speaker will say what will happen in the future wheter abot wheater, event, situation, and etc.

For example :

- (17) *I think tomorrow will become spectacular day.*
- (18) *It looks like tomorrow will rain.*

2.1.10. Reporting.

Reporting is to give a spoken or witten accont of something heard, seen,done, studied,etc: to describe something , to announce something.

For example :

- (19) *The doctor reported the patient fit and well.*
- (20) *The teacher tell tha this students are getting achievements.*

2.1.11. Stating

Stating is to express something in spoken or written words, especially carefully, fully and clearly.

For example :

- (21) *A police surgeon stated that the man had died from wounds to the chest and head.*

3. TECH IN ASIA

Tech in Asia was founded in 2010 by Willis Wee. Tech in Asia (YC W15) is the online platform for Asia tech community, with annual conferences in Singapore, Tokyo, and Jakarta. In this platform, we can keep abreast of Asia's tech industry, share thoughts alongside ours, and content with startups and investors alike. Tech in Asia counts Softbank, Y Combinator, Walden International, East Ventures, Facebook co-founder Eduardo Saverin, and more amongst its list of investors.

One of the segments is discussed about Gojek. We know over the past year, Gojek has grown to become one of the largest tech companies in Indonesia. The firm is famous for rolling out a lot of different products. Currently, Gojek is experimenting with eight distinct services, ranging from personal transport, to food and grocery delivery. In this segment, we interviewed the founder of Gojek. He is Nadiem Makarim. The title of the segment is "How Go-Jek is solving travel and logistics." In this segment, we used an interview style.

An interview is essentially a structured conversation where one participant asks and the other provides answers. In other words, an interview refers to a

conversation between an interviewer and interviewee. The interviewer asks question and the interviewee responds and giving answer or information about the question. The information provided to other audiences, whether in real time or later. Interviews usually take a place, face to face and in person . Interviews almost always spoken conversation between two or more parties. They are discuss about the topic happening.

4. The profile of Nadiem Makarim.

Nadiem Anwar Makarim was born in Singapore 4 July 1988. He attended high school in Jakarta and United World College of Southeast Asia, Singapore, and then went to Brown University for a BA in International Relations. He founded Gojek in 2010. Now, he is the current Minister of Education and Culture of the Republic of Indonesia. He was appointed as Minister of Education and Culture by President Joko Widodo on his second term's cabinet and subsequently resigned from his post at Gojek.

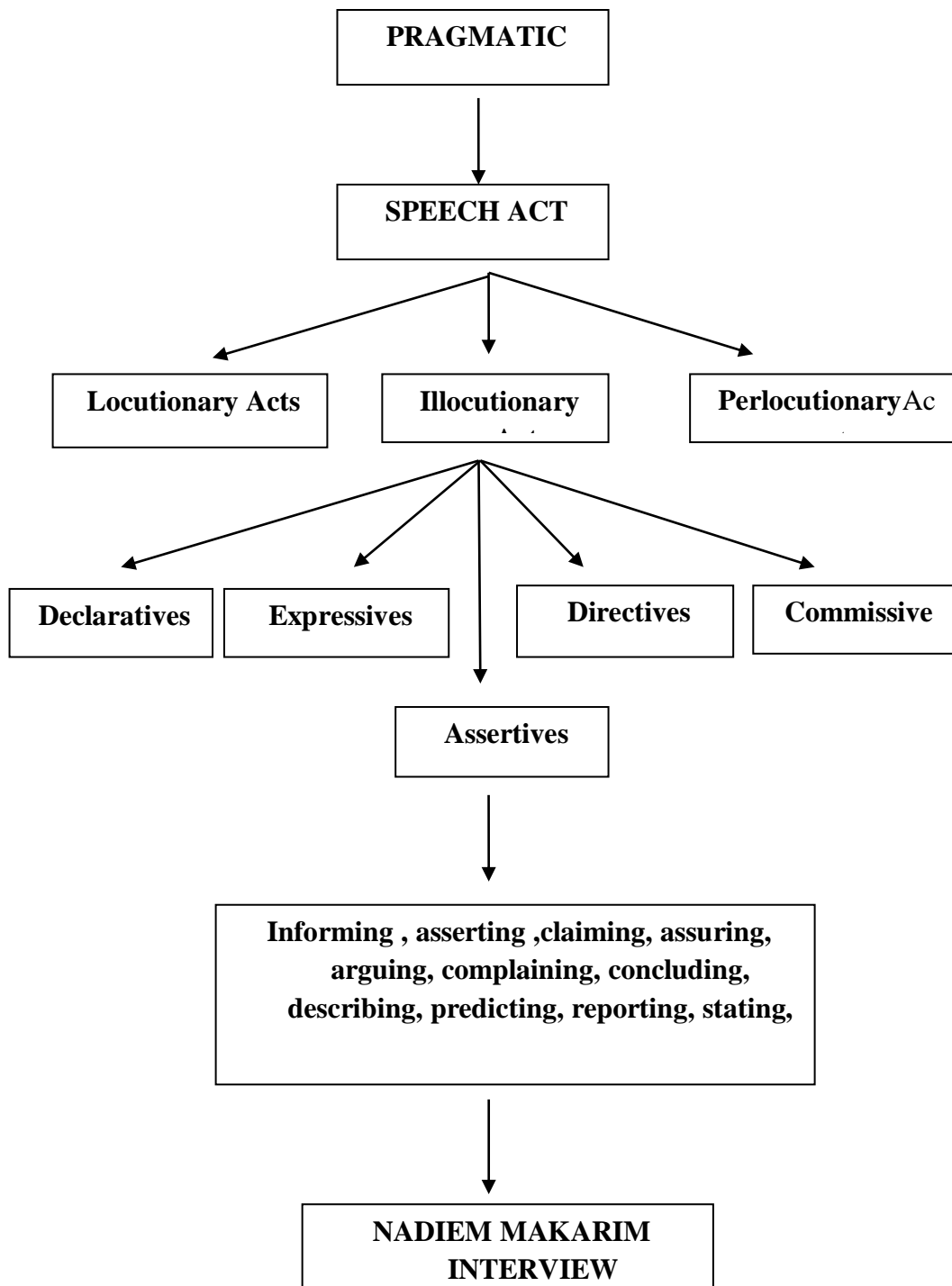
B. Previous Relevant studies

There are some studies related to this research that had been conducted before. The first study is conducted by Sriyanda Resta (2017) on her thesis entitled: *Speech Acts in Donald Trump's Speech as Presidential Candidacy*. In her research, she found the speech act that focused on illocutionary act in Donald Trump's speech, it is classified into assertive, directive, commissive, expressive and declarative. This research different from her research is that looked in general about illocutionary. In this research will be researched specific one of

illocutionary that is assertive utterances. But from her research help me to know about the kind of illocutionary act, so make me ease to conducting the research.

The second based on Meida Yusmalinda (2016) she found performative utterance in Biography Muhammad and analyze the content of speech. The different in this research and haer research, she analyzing conducting from the movie. It is more enjoying to do research cause entertain and can help me to know techniquesforcollecting data.

C. Conceptual Framework



Pragmatics as the central study of meaning, give the important role in human communication. When the speaker says something to the hearer, it is not only to deliver the words, phrase and sentences, but also deliver the message in the communication and we called it as a meaning. Meaning can be deliver through oral or written language. Oral language called utterances. In utterances, there are some parts to build the utterance. One of them is speech act. Speech act is words in act. It means, when the speaker speech, he/she also need an action to realization the speech.

Based on Yule (1996:47), speech act attempting to express themselves people not only produce utterance containing grammatical structures of words and sentences, but also perform action via the utterances. Types of speech act, Searle distinguished between five categories of Illocutionary act to achieve their goal in communication. There are: Assertives, Directives, Commissive, Expressives and Declaratives.

Assertives are those kinds of Speech act that commit the speaker to the truth of the expressed propositions, and thus carry out value. The types as follows: informing, asserting, claiming, assuring, arguing, complaining, concluding, describing, predicting, reporting, and stating. The research used the assertive utterances to analyze the speech to get the intended meaning of the utterance in the speech has been analyzed. The researcher was interested to discuss what is assertive utterances mostly used in Nadiem Makarim in Tech in Asia Interview.

CHAPTER III

METHOD OF RESEARCH

A. Research Design

In conducting this research, the researcher used qualitative design. The qualitative data analysis method was descriptive which the data are in the form of word and image from document, observation and transcript. In qualitative research the focus is on observation and document analysis since this research will be intended to describe assertive utterance in Nadiem Makarim Interview transcript. The use of research design was aimed to help the researcher make a better analysis. By using this method, the data was collected to describe, investigate and explain assertive utterance occurrence in Nadiem Makarim Interview.

B. Source of Data

The source of data of this study was obtained by downloading video Nadiem Makarim Interview Video in Tech in Asia. There are 113 assertive utterances that will be examined from Nadiem Makarim Interview. Using 11 types of assertive utterances.

C. Techniques for Collecting Data

There will be some steps in collecting the data. The steps were as follows:

1. Downloading the video of Nadiem Makarim interview.
2. Reading the transcript Nadiem Makarim.
3. Writing the assertive utterances found in Nadiem Makarim Interview.
4. Analyzing the meaning of each assertive utterances that found.

5. Identifying each types of assertive utterances.

D. The Techniques of Data Analysis

The data will analyzed by using theory proposed, the qualitative data analysis consist of three procedures. There are data reduction, data display, drawing and verifying conclusion.

1. Data Reduction

Data reductio means the process of sorting, focusing, identifying, simplifing, abstracting, and transforming of the data that are considered important.

2. Data Display

Data display means the process to simplify the data in the form of sentences, narrative, or table. In this research , the researcher to describe the data used tabulating the kinds of expressive utterances into table.

3. Drawing and Verifying Conclusion

The last step is drawing the conclusion and verification. The researcher used it to describe all the data , so that it will be clearly and the conclusion can be able to answer the formulation of the problems.

CHAPTER IV

DATA AND DATA ANALYSIS

A. Data

The data of this research was taken from the video of Nadiem Makarim's Interview in Tech in Asia by 43:08 minutes, the title is "How Go-Jek solving travel and logistic" analyzed according to Searle's theory. There were eleven types of assertive utterances were analyzed. There were informing, asserting, claiming, assuring, arguing, complaining, concluding, describing, predicting, reporting, and stating. There were 113 data about assertive utterances found in Nadiem Makarim Interview.

B. Data Analysis

Having analyzed the data, the researcher followed three steps of data analysis, which was referred to Milles, Hubberman and Saldana's analysis namely data condensation, data display, and drawing/verifying conclusion. Data condensation focused on the process of selecting, focusing, abstracting, simplifying and transforming data. Data display referred to the ways to organize the information that permits concluding drawing. And drawing/verifying conclusion regarding the study. The data were collected and selected to know the types of assertives utterances used by Nadiem Makarim interview in Tech in Asia about Go-Jek. The assertive utterances had been transcribed into written text. The data can be seen in Appendix I.

1. Type of assertive utterances in Nadiem Makarim Interview in Tech in Asia.

The finding show that all types of assertive utterances were employed in Nadiem Makarim interview in Tech in Asia. Dividing assertive utterances into eleven types: informing, asserting, claiming, assuring, arguing, complaining, concluding, describing, predicting, reporting, and stating. There were 113 data about assertive utterances found in Nadiem Makarim's Interview which is consisted of 23 informing, 5 for asserting, 11 for claiming, 2 for assuring, 18 for arguing, 2 for complaining, 5 for concluding, 29 for describing, 0 for predicting, 0 for reporting, 18 for stating were analyzed which related to the theory.

a. Informing

Informing is assertive utterances that speaker is only giving information and the hearer does not know what the speaker is being informed. Based on the explanation about assertive utterances above, from 113 assertive utterances that use in Nadiem Makarim Interview. There were 23 informing utterances found in Nadiem Makarim Interview.

Examples:

(I) I :And so this kind of like circle for you when you went over there what was that like what do you, what was the highlight of the trip for you ?

N: First time too much before that. I had never ever gone to the valley before the award I got recived was the Getty award in Bali.

From the dialouge above, informing was uttered by Nadiem Makarim by saying "*First time too much before that. I had never ever gone to the valley*

before the award I got received was the Getty award in Bali.” To give information to the interviewer and the audience, there is the best experience before he went to the valley. He explained that he went to the valley after he had received the Getty award in Bali. He only gave information unknown to the audience. He used assertive utterances “*First time too much before that. I had never ever gone to the valley before the award I got received was the Getty award in Bali.*” so, that it can be categorized as an assertive utterance.

(2) I: *New stuff comes?*

N: *Next year.*

From the utterances above, the researcher found information words. It can be seen from the utterances of Nadiem Makarim by saying “*next year*” He gave information about the new stuff coming that will arrive in next year as a new product in the sector.

(3) I: *How many drivers do you have?*

N: *Now two hundred thousand.*

From the utterances above, the researcher found information words. It can be seen from the utterance of Nadiem Makarim “*Now two hundred thousand.*” The interviewer did not know how many drivers in Go Jek and Nadiem Makarim gave information about the number of drivers. It is because Nadiem Makarim is a founder of Go Jek. So Nadiem Makarim is the only one who knows the information about the number of the drivers. He used assertive utterances “*Now two hundred thousand.*” So that it can be categorized as an assertive utterance.

b. Asserting

Asserting is assertive utterances of speakers try to show their idea based on beliefs. The body of the speech act is the mutual belief that hearer and speaker want hearer to know. Based on the explanation about assertive utterances above, from 113 assertive utterances that used in Nadiem Makarim Interview. There were 5 asserting utterances found in Nadiem Makarim Interview.

For examples:

(4) I: Yes. The trip does that mean that . we'll be seeing more investment from silicon valley into Indonesia obviously . you know sequia with you guys is a great example and that's one of of they don't invest so Indonesia right normally think of sequoia as china or india was there any kind statement or ford looking thinking about bringing more of like you know the cape ECB etc Over into Indonesia .

N: I firmly believe and I think that it's beginning to become the same belief in the valley that Indonesia is the next frontier outside of India and China of course which is already very hyper competitive super growth rates etc .

From the utterances above, asserting was uttered by Nadiem Makarim saying “*:I firmly believe and I think that it's beginning to become the same belief in the valley that Indonesia is the next frontier outside of India and China of course which is already very hyper competitive super growth rates etc.*”

Nadiem Makarim explained and assert to the interviewer and the audience that they must believe that Indonesia will be the next country that will receive a lot of investment, such as in the valley. seen from the very fast growth of Indonesian

transactions. He used assertive utterances “asserting”. So that it can be categorized as a assertive utterances.

(5) I: *and so this is what kind of fascinates me because I heard I've read that what back in june at New City summit you said that the percentage that drivers get is 80% and earlier in the services existences it was 65 . so you've raised the percentage that drivers get?*

N: *Yeah, yeah. So the percentage never changes the driver always gets 80 percent.*

From the data above, asserting was uttered by Nadiem Makarim “*Yeah, yeah. So the percentage never changes the driver always gets 80 percent.*” This utterance assert that is true. Nadiem makarim have raised the presentage. And he assert that presentage never change. Every drivers get 80 percent in two weeks based on the price per kilometer that the driver get paid. Nadiem Makarim used “asserting” , so that it can be categorized as a assertive utterances.

c. Claiming

Claiming is assertive utterances to say something may say it is not true. Based on the explanation about claiming.from 113 assertive utterances that used in Nadim Makarim Interview. There were 11 claming utterances found in Nadiem Makarim Interview.

For example:

(6) I: *And will it still be. Be based around the concept of transport, or you just start gonna go off the road of. You know?*

N: *No. I don't think it's on the concept of transport. I think it's actually on the demand.*

From the data above, claiming uttered by Nadiem Makarim by saying “*No, I don't think it's on the concept of transport I think it's actually on the concept of on demand.*” This utterance to claim, because Go-Jek is not only app with only have transport system. But Go-Jek is an application that provides many service, not only transportation. And Go-Jek provides services according user needs and Go Jek is not transportation but App with many service. He used assertive utterance “claiming” so that can be categorized as a assertive utterances.

(7) I: *So, does it make that just make it easier to raise funds because you're in a piranha. can understand a pretty capital intensive industry having you, investors with that sort of transparency. does it make easier to say because, you were saying like what funds do you need does that mean that you can like ping an investor “ Hey you see the numbers, you see the plan” . can we just get it now . is it that easy ?*

N: *Oh No. I'm talking about as management bro. to as top management to the company.*

I: *Oh not like...*

N: *Not like we need some more money Mr. investor.*

From the data above, claiming uttered by Nadiem Makarim by saying this utterances to claim, because to get the investor is not easier like that. It is part of management in the company. Not only say what we want and what we plan, so

Go Jek get an Investor. He used assertive utterances “claiming” So that it can be categorized as a assertive utterances.

(8) I: *It is completely self?*

N: *You cannot build independent businnes successfully without autnomy and because the management team of each of these guys they're pretty much many CEO right.*

This utterances to claim that we cannot build bussines succesfully without autonomy because we have different culture and have different standarizatation. The bussines has its own needs. In fulfilling it, we cannot do it by self, that's why we need autonomy. He used assertive utterances “claiming” so that it can be categorized as a assertive utterances.

d. Assuring

Assuring is assertive utterances that asserting with the perlocutionary intention of convincing the hearer of the truth of the positional content in the world of the utterance. Assure is also concerned with the removal of “worry” from the mind of the hearer. Based on the explanation about assuring utterances above, from 113 assertive utterances that used in Nadiem Makarim Interview . there were 1 assuring utterances.

For examples:

(9) I: *Why are you, so this is something that weal ways talk about we we want to know like what's the funding and then what's the valuation , so what your reason for declining.*

N: *So, I just don't feel that there's really a need to share a valuation or how much funding we've raised I mean some companies do it I understand there's a tactical reason to do that and that's their strategy ,but our strategies it's like keep your head down and do the work you know.*

From the utterance above, assuring was uttered by Nadiem Makarim by saying “*So, I just don't feel that there's really a need to share a valuation or how much funding we've raised I mean some companies do it I understand there's a tactical reason to do that and that's their strategy ,but our strategies it's like keep your head down and do the work you know.*”

Nadiem Makarim ensure all of the evaluation is part of company privacy. And Nadiem Makarim also emphasized that is part of the company's strategy. and Nadiem Makarim has its own way of build business. He emphasized that not everything about business can be shared to the public. He used assertive utterances “assuring” so that it can be categorized as a assertive utterances.

e. Arguing

Arguing is assertive utterances that argue as differing from assure the speaker give supporting evidence. And the speaker try to show what in their mind, showing disagree in word, and give reason for again something. Based on the explanation about arguing utterance above , from 113 assertive utterances that used in Nadiem Makarim Interview. There were 18 arguing utterances found.

For examples:

(10) I: *just really that's good right there .*

N: *No but, I think you know in many ways go jek has been very lucky . Go-Jek has been very lucky for a various reasons and one of the luckiest things that has happened to Go-Jek is. to have investors the people which become there are basically our board , right. that are so passionate about the bussiness model that they behave to us not like in like what you would think an investor.*

From the utterance above, arguing was uttered by Nadiem Makarim saying *“But, I think you know in many ways GoJek has been very lucky . Go-Jek has been very lucky for a various reasons and one of the luckiest things that has happened to Go-Jek is, to have investors the people which become there are basically our board , right that are so passionate about the bussiness model that they behave to us not like in like what you would think an investor.”*

Nadiem Makarim disagrees that Go- Jek is no luckier than other industries. Nadiem Makarim say that Go-Jek is luckier because has more investors. That is because Go-Jek has own business style,so that it can attract investors unlike investors. He used assertive utterances . so that it can be categorized as a assertive utterance.

(11)I: *Does that mean that we'll be seeing more investement from Silicon Valley into Indonesia. Obviously, you know sequia with you guys, is a great example and that's one of they don't invest. So Indonesia, right normally we think of sequoia as China or India was there any kind statements or for looking thinking about bringing more of like you knwo the cape ECB etc Over into,into Indonesia.*

N: *Indonesia it's jumping faster even then India.in in the mobile smartphone penetration.*

From the utterance above, arguing was uttered by Nadiem Makarim by saying “*Indonesia it's jumping faster even then India.in in the mobile smartphone penetration.*” To show his idea about Indonesia. Nadiem Makarim disagrees with that. He stated that Indonesia was faster than India in penetration celuler phones. He stated idea and gave reasons for disapproving if many Valey investments would in Indonesia. It is impossible for Valey to provide more investment to Indonesia while the level of progress is greater for Indonesia. He used assertive utterances “arguing” so that it can be categorized as a assertive utterances.

f. Complaining

Complaining is an assertive utterances the expresses or reflects the suffering and heartache about a state. Complaining usually tells us you are not happy. Based on the explanation about complaining utterances above, from 113 assertive utterances that used in Nadiem Makarim Interview. There were 2 complaining utterances.

For example:

(11) I: *Based around the concept of transport or you just start gonna go off the road off, you know?*

N: *No. I don't think it's on the concept of transport. I think it's actually on the concept of on demand.*

From the utterance above, complaining was uttered by Nadiem Makarim by saying *“No. I don’t think it’s on the concept of transport. I think it’s actually on the concept of on demand”* complain to person think like that, because because Go-Jek does not only have one application and is not only engaged in transportation but also provides such as a shopping base. He used assertive utterances “complaining” so that ot can be categorized assertive utterances.

g. Concluding

Concluding is an assertive utterances that states an opinion to decide something after a period of thought or research. Based on the explanation about concluding utterance above, from 113 assertive utterances that used in Nadiem Makarim Interview . there were 5 concluding utterances.

For examples:

(12) I: *Okay. So the team is unified?*

N: *So that people are not competing as much for resourch.*

From the utterance above, concluding was uttered by Nadiem Makarim by saying *“So that people are not competing as much for resourch.”* people do not need to competing, because the whole product is not managed by the team but managed by the leadership.it is the advantages if the team is unified. He used assertive utterances “concluding” so that it can be categorized as a assertive utterances.

h. Describing

Describing is an assertive utterances that state a statement that tells you how something or someone looks,sounds,etc. Based on the explanation about describing utterance above,from 113 assertive utterances that used in Nadiem Makarim Interview. There were 29 describing utterances found in Nadiem Makarim Interview.

For examples:

(13) I: *I think almost everyone knows out who you are for the sad person out there. Who's not quite sure, what Go-Jek is ,can you tell me what go jek is and what problems it solves?*

N: *So it's basically connected to hundreds and thousand of motorcyle drivers curently, that can pretty much do anything for you. that's logistics based or shopping base.*

From the utterance above,describing was uttered by Nadiem Makarim by saying “*So it's basically connected to hundreds and thousand of motorcyle drivers curently, that can pretty much do anything for you. that's logistics based or shopping base.*” In uttering he describe about the systematic process of Go-Jek. It is the proses of gojek to service the costumer, to make ends meet logistic. So this is how Go-Jek solve logistic problems based shoping base. He used assertive utterance “describing” so that it can be categorized as a assertive utterances.

(14) I: *When you went over there. what was that like what do you, what was the hilight of the trip for you ?*

N:*I think that, the culture that they've created there of questioning things critically thinking and all doing without ego. So it's very strength people. People are very self aware in the valey.*

From the utterances above, describing was uttered by Nadiem Makarim by saying *"I think that, the culture that they've created there of questioning things critically thinking and all doing without ego. So it's very strength people. People are very self aware in the valey."* In uttering describe about the characteristic people in Valley. The people have critical thinking and self aware.

(15) I: *And so this kind of like circle for you when you went over there what was that like what do you, what was the hilight of the trip for you ?*

N:*So it's very strength people. people are very self aware in the valley .*

From the uttered above, describing was uttered by Nadiem Makarim by saying *"So it's very strength people . people are very self aware in the valley."* He describes what was the highlight trip there. it is because the people there are strong and have a high self-awareness of the environment. He used assertive utterances. So that it can be categorized as a assertive utterances.

i. Predicting

Predicting is an assertive utterances the speaker will say what will happen in the future whether about whether, event, situation, and etc. Based on the expanation about predicting utterance above, from 113 assertive utternaces that used in Nadiem Makarim Interview. There were 0 predicting utterance found in Nadiem Makarim Interview.

j. Reporting

Reporting is an assertive utterances to give a spoken or written account of something heard, seen, done, studied, etc. To describe something or announce something. Based on the explanation about reporting utterance above, from 113 assertive utterances that used Nadiem Makarim in Interview. There were 0 reporting utterances found in Nadiem Makarim in Interview.

k. Stating

Stating is assertive utterances to express something in spoken or written words, especially carefully, fully, and clearly. Based on the explanation about stating utterance above, from 113 assertive utterances that used in Nadiem Makarim in Interview. There were 18 stating utterances found in Nadiem Makarim in Interview.

For examples:

(16) I: Bigger stuff. How do you define bigger server ?

N: *I define bigger as like potentially game changing for an entire sector.*

From the utterance above, stating was uttered by Nadiem Makarim by saying “ *I define bigger as like potentially game changing for an entire sector.* ” Bigger server is a game changing for an entire sector we can make it as a strategy in industry for entire sector. He used assertive utterances “stating” so that can be categorized as a assertive utterances.

2. The Important of the assertive utterances in Nadiem Makarim in Tech in Asia interview.

From all types of assertive used in text interview and based on theory Searle (1979) it was found that assertive is very important in communication especially to share information and to show the idea what people believe based on the data. The assertive will help the audience to understand the text which they get from the source, and then for the speaker it will be easier to convey the text also the information will be right on target.

a. Help the audience to understand more the text.

The assertive help audience to understand more the information, because from the theory Searle (1979) the assertive has type which can be characterized as informing, asserting, claiming, assuring, arguing, complainig, concluding, describing, predicting, reporting and stating. All the type prove that the text has big potential to help audience to understand more the text which conveyed by the speaker. Text which has content of certain types above definitely about science or a research which has an information, predictionan and solution. So, in this case it is very necessary to have a sign or characteristic which characterizes is this true and real information, not just a lie. From the types, the explanation of assertive the audience must be know it is a text that can be trusted to be true. In this case, the text containing assertive utterances become a pattern in the brain of someone and they able to conclude that they can accept the text because of the characteristics of the assertive.

b. Help the speaker easier to convey the text be right on target.

The assertive which use in Nadiem Makarim in Tech in Asia interview make the text more focused and has a value. Type of assertive which can be characterized as informing, asserting, claiming, assuring, arguing, complainig, concluding, describing, predicting, reporting and stating must be a text which has content baout things that full of information also the solution. That is why the speaker or Nadiem Makarim success as a founder. It is definitely not only about skill to create a product but also how the speaker use assertive in their text when they convey it to public.

The assertive help Nadiem Makariem to convey his text or information full of intellectuals and formal so it must be make people belive what he said.

This case was proven by data from the table below:

No	Types of Assertive	Total	Percentage
1	Informing	23	21%
2	Asserting	5	3%
3	Claiming	11	10%
4	Assuring	2	1%
5	Arguing	8	8%
6	Complainig	2	1%
7	Concluding	5	3%
8	Describing	29	28%
9	Predicting		0.%
10	Reporting	-	0%

11	Stating	18	17.5%
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CHAPTER V

CONCLUSIONS AND SUGGESTIONS

A. Conclusion

Based on the research, there were several important information that taken from the research findings as conclusion of the study. It could be conclude that:

1. There were eleven types of assertive utterances occurred in Nadiem Makarim in Tech in Asia Interview. From the whole data, were 113 assertive utterances occurred in Nadiem Makarim Interview consist of 23 informing, 5 asserting, 11 claiming, 2 assuring, 18 arguing, 2 complaining, 5 concluding, 29 describing, 0 predicting, 0 reporting, 18 stating. It meant the dominant type of assertive utterances in Nadiem Makarim Interview was describing.
2. The Important of the assertive utterances in Nadiem Makarim in Tech in Asia interview is help the audience to understand more the text and help the speaker easier to convey the text be right on target.

B. Suggestion

Referring to be the conclusion above, the following are written as the suggestion which useful for:

1. Students of English Department to learn more about how assertive utterances used in a text,book and especially a dialouge in the video.
2. Otherwise who wanted to make as references for the further research to analyzed the eleven types of assertive utterances. This research could help the

further writer to know and understand how the eleven types of assertive utterances used in communication

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AFFENDIX 1

No	Assertive utterances in Nadiem Makarim's Interview	I	A	C	A	A	C	C	D	P	R	S
1.	Okay , I think Go Jek is basically an on demand app that began with transportation and career, but expanded into all kinds of hyper local shopping needs for anyone in Indonesia	✓										
2.	First time too much before that. I had never ever gone to the valley before the award I got recived was the Getty award in Bali	✓										
3.	Basically right, so there's Circa Michel Moritz their Yuri milner was there, mary meeker was there.	✓										
4.	It was such an endorsement by the Indonesia goverment about the new digital age of Indonesia.	✓										
5.	If you want something what ever it is in 60 minutes as long as it's legal,then you can get it on the Go-Jek out right so that's kind of aspiration for on demand everything.	✓										

6.	And so the consensus there is that when they see the Indonesia numbers they're like they're shocked right. They are shocked at how quickly the growth rate is of transaction and orders so when they see that they see " oh wow " India and China and the making right.	✓										
7.	But you know the most fascinating things About Indonesia is the speed which pople jum completely to mobile.	✓										
8.	That than go on and travel around the world and touch other founders and startups around the so all of our best system look on they spend way more time I'm in jakarta than we do in silicon valley.	✓										
9.	That I've had and those kind of insight are what change the Go jek management's perspective greatly huge decisions were made on the back of arguments with our VCS.	✓										
10.	So originally we thought that Go jek was going to be just, you know. No no our strength is in transport and courier and that's what we should focus on and you know the VCS	✓										

	koya we're extremely adamant in saying.											
11.	I'm like you're right this is a great thing within one month we rolled out the minimum viable product of grow food and now we're the largest food delivery services in Indonesia maybe.Southeast Asia.	✓										
12.	When it's new stuff comes new next year.	✓										
13.	Right, so when we talk about bigger there's smaller stuff which are helping certain verticals hmm like our entire the although the potential is big right now our goal life still in beta go life , go glam, go clean, go massage this is basically part of our women empowerment program.	✓										
14.	Oh. All product managers everyone in Go Jek management . is always under the heat.	✓										
15.	So, we intentionally pick people who enjoy pressure, but, also enjoy autonomy , so here's the trade -off right you can't put a crazy target on someone's head and then	✓										

	micromanage them to achieve that target.											
16.	So, the concept of directors in Go Jek is very different because we're running eight different companies right. These companies all have all their dedicated tech teams dedicated, finance dedicated, marketing everything is completely self.	✓										
17.	There are actually the CEO of go jek and so the directors behave like super coaches.	✓										
18.	Even though they're dedicated meaning that they're constantly running each of these products, the tech is managed not by the product team. The tech is managed by our tech leadership so Go Jek has about six c-level directors for tech only for tech. So we have a CTO and then we have five levels underneath the CTO.	✓										
19.	It's great man I mean the markets so big the that anything that can educate the marketplace right now. We'll just help everyone really.	✓										

20.	It was only like raw materials investements that were in the 50 hundread million investement tickets but now tech is approaching those levels you know in Indonesia , India, China has been doing that a lot so just from a foreign direct investment perspective for the entire country. It's enormous it's enormous hope.	✓										
21.	Now two hundred thousand.	✓										
22.	Next Year	✓										
23.	We've made a few tweaks on the price per kilometer that the driver or gets paid for right that we reduced to rationalise.	✓										
24.	I firmly believe and I, and I think that it's beginning to become the same belief in the Valley, that Indonesia is the next frontier.eeeeeee outside of india and china of course which is already very hyper compentittuve super growth rates..		✓									

25.	I think, we've realized that transportation is only one element transportation and a logistics is only one element of what is on demand because it comes to you.		✓									
26.	I believe is something that has made this journey so much more comfortable . because the business itself you never there's so much this stuff going on right stuff happening wrong tech issue that no one so having that core relationship between your team and between the investor team it just it makes everything. so much smoother.		✓									
27.	Yes. Yeah, yeah. So the percentage never changes the driver always gets 80 percent		✓									
28.	Yes,but...		✓									
29.	Yes		✓									
30.	We don't need fo our knowledge do this.			✓								
31.	I agree that the America starstups scene is probably less			✓								

	comparable to Indonesia , but definitely India and China you can learn so much from rollout execution failures.											
32.	I'm intentionally being vague ,this is amazing intensity but , um I guess.			✓								
33.	Oke. I really get say more . but, yeah we do have a lot of services and will it still be.			✓								
34.	So,you know we listen people react and then we reevaluate. So there's a lot of playfulness in The Go Jek App. That is part of our culture that we just you know even though something's not perfect already yet we'll throw it out there to see whether people like it just perfect it'll never happen.			✓								
35.	What you do is you give them a crazy target, You give them a lot of funding and then say whatever it takes you're the boss. You decide on how to get that target no one will mess with you . I become your coach . I become you know coach, sugar dady and friend.			✓								

36.	Yeah,we have to to do that.			✓								
37.	You cannot build independent businnes successfully without autnomy and because the management team of each of these guys they're pretty much many CEO right.			✓								
38.	Oh No.I'm talking about as management bro to as top management to the company. Not like we need some more money Mr.. investor no we're.			✓								
39.	I don't see anywhere else that you're gonna get you know 100 percent year-on-year growth on any sector in Indonesia except for tech, Right.And and and we're not talking about you know back in the day.			✓								
40.	So, I just don't fell that there's really a need to share a valuation or how much funding we've raised. I mean some compainies do it. I understand there's a tactical reason to do that and that's their strategy ,but our strategies it's like keep your head down and do the work you know.				✓							

41.	Well they should.				✓							
42.	I think that the culture that they've created there of questioning things critically thinking and all doing this without ego.					✓						
43.	And I think a lot of startups here are starting to adopt that mindset, just saying things how they are and never getting personal about it and I think that what allows the innovations take place in a safe environment.					✓						
44.	Well, I think the most critical part of that meeting with the big VCS the leadership movies, these were like the VCS celebrities.					✓						
45.	And I think the investors took that and it kind of comforted them, that the government was so eager to grow the sector and the personally, personally support. The growth of all of these local startups right, and I thought that was the biggest win.					✓						

46.	I think the several startups have already done. The the silicon valley roadshow.					✓						
47.	So,I think that's the special part,but Indonesia it's jumping faster even then. I would say India in the mobile smartphone penetration.					✓						
48.	I think that the most important part of silicon valley is not location, the most important part are people, that have worked there and are experienced that are in the community there.					✓						
49.	And I think that's completely the wrong mindset these guys have so much experience in rollouts all over India and china which in many ways are comparable to to Indonesia.					✓						
50.	I don't think it's on the concept of transport I think it's actually on the concept of on demand.					✓						
51.	No but, I think you know in many ways Go Jek has been very lucky					✓						

52.	Umm I don't hink I don't think that's their rationale for. I am extreamely actually ancouraged that other people are popping up, and and and also by the way we're not the first in launching some of those, soem of those guys launch first before us.					✓						
53.	That I think that the more the merrier at this stage right. Especially companies that are founded locally. Companies are founded locally I'm particularly excited about, ummm because that helps the entire ecosystem right.					✓						
54.	But I think to the ecosystem of startups it's it's it's really we love the fact we're giving more spotlight on the digital ecosystem in Indonesia.					✓						
55.	I think it's it's our biggest.					✓						
56.	I don't think anyone wants to squash competitions just help grow the market now..					✓						
57.	I think that the nice number that makes it acceptable for the					✓						

	driver and the unit economics for the company as well..											
58.	Well. let's first of all I think the key word there is salary.					✓						
59.	No. I don't think it's on the concept of transport. I think it's actually on the concept of on demand.						✓					
60.	No. I don't think that's the rationale umm.						✓					
61.	So that people are not competing as much for resourch.							✓				
62.	So one of thing that we do in Go-Jek that's interesting we don't have progress review meetings.							✓				
63.	So it's been an amazing ride to have investors that aren't there like weren't you doing this why aren't you doing that but we build strong relationships with our investors. So that they almost behave like they're part of the top team.							✓				
64.	So we're good for recruiting. I think everyone is a little bit oversupply right now even our competition is. So it's a fine balance right.between demand and supply so we're							✓				

	working on the demand side by side is kind of done..											
65.	So we decided to do that . But still maintain the promo to the customor so that net more orders drivers will end up winning again right.So but the jump for 65 to 80 percent was just.							✓				
66.	In fact so it's basically connected to hundreds and thousand of motorcyle drivers curently that can pretty much do anything for that's logistics based or shopping base.								✓			
67.	That was kind of the first interaction with severall VCS in Bali. So, going there was kind of like. it felt like going to the make up technology and it was incredibly inspiring.								✓			
68.	So it's very strength people . people are very self aware in the valley.								✓			
69.	So that's the first thing that impressed me. The second thing was how clean everything was there really nice offices.								✓			

70.	And it was amazing that four our ministers came and attended and had this discussion and brought with them some of the startups that we've already of a certain scale in size in Indonesia.								✓			
71.	Right they'll be basically internet in Indonesia and transactions. the proces is all done in mobile or gonna be all in mobile. So, that kind of leap frogging has created this huge growth effect in services that people use. I mean our friendship in e-commerce here see those numbers shifting miile rapidly it's been happening for the past year.								✓			
72.	They're out there every day coaching as mentoring use and you know I there. there is some people have this mindset that you know Indonesia is very localized.								✓			
73.	Like you can take the food market and it's completely aligned with your business vision and it's actually a huge business and after about an hour of debate.								✓			

74.	Because the next stuff that's coming is actually bigger stuff.								✓			
75.	But, it only can scale with a number of people or practitioners that we can find right. So, it's little bit slower but, when I talk about bigger things it's a little bit more on wide reaching and the applications can kind of help a lot of of people at the same time multi-sided.								✓			
76.	Umm that we want to do and don't forget you know maybe not all incubation. We very much follow what the market tells us go.								✓			
77.	Once you get consumer feedback. That's when the interaction program happens and then it becomes a business it doesn't become a business. When it goes live it becomes a business six eight month after it goes live when you've refined what actually is the user using it for right. So that's that's our approach								✓			

78.	A little bit a little bit from rocket, but under the head is actually something that they enjoy.								✓			
79.	Sugar daddy you become, it's like what do you need what funding do you need.how much money do you need . whar marketings dollars do you need and how can you justify it.								✓			
80.	So. that they run like their own company, because we can't expect different bissness lines to have necessarily the same culture, the same standarizatition can only happen on the back end right.								✓			
81.	Mmmmm like we're just okay. you need what do you need. what's going on let me help you double.								✓			
82.	What their job is to connect all of the backed connect all the customer database. Standarization the QA process standardiez the sprint planning and deploy process.								✓			
83.	So, everyone knows how everyone's doing every single day so that's why we don't need progress review meetings,we just hey what's going on here ,” hey what's								✓			

	this how can we help here.											
84.	Go-Jek has been very lucky for a various reasons and one of the luckiest things that has happened to Go-Jek is to have investors the people which become there are basically our board,right that are so passionate about the bussiness model that they behave to us not like in like what you would think an investor. is the investors itself has the same kind of relationship to us that we have to our lower management. it's almost like what can I do to help .who can I send over there to help .which tech expert can I send over there to help which what kind of analysis you need to do on your price subsidies that could optimize it this that.								✓			
85.	I mean we're not we're not trying to you know impress people or trying to raise more money by saying how much we raise. you know all of those tactical decisions we want to run our company the way we want to run our company right.								✓			

86.	Like so it's a happy fresh was before goal mark for exampel even though we already had a shopping function.								✓			
87.	It something that the penetration point is not even that big yet for each of these verticals and services.								✓			
88.	I mean Go-Jek part of goji X impact is not just to the people who use Go-Jek into the drivers.								✓			
89.	A lot people are women we keep we introduce a lot of startups to investors it's like we're always, like you know pimping startups to our investors like " hey check this out, check that out on".								✓			
90.	Well. I think okay at this stage we're not really thinking about it like however I do have to admit that you know convergence is a reality in the tech space right you gotta expect at some point there's going to be more and more convergence you simpl cannot have 12 large E-commerce players in in one market and expect everyone to win for example right if it says then.								✓			

91.	It's big, it's a bit too much.								✓			
92.	Yeah we went a little overboard on the hairy side so you know some drivers are complaining. So we stopped recruitment. now on the big cities and then we're weeding out the bad rated drivers so that the good rated drivers get most of the orders is that who deserve it yeah.								✓			
93.	I mean there's a bunch of different ways you can make them happier but the only real sustainabl way of making them happy is continously giving them orders that is the core basis of that trust relationship of you give orders they remain loyal and they treat the customers good in otder to maintain the brand equity.								✓			
94.	Because our orders were getting out of control our orders were getting so high that we were justoverly subsidizing.								✓			
95.	Because we wanted to recruit really fast.we wanted them to even think and say like and it's good this 20 percent take								✓			

	rate is going to be. I think forever right . just like ubers take rate is 20 percent.											
96.	And I think convergence is something that will happen. when the market is a bit more mature convergence will happen, when saturation is higher at this point convergence probably is less attractive for the buyer or the seller right now, because there's so much room to grow right there's still so much room to grow so unless it's to you know squash a potential competition etc.but, this stage competition is good you know.											✓
97.	Well, that in fact was only my second time to the valley.											✓
98.	The speed by which we launch go food.											✓
99.	I loset the debate											✓
100.	Everything that's on the screen but that's not the final list royer so ,one stuffs coming.											✓

101.	I define bigger as like potentially game changing for an entire sector .												✓
102.	Yeah right , so yes in a sense it comes to you is kind of our theme but I like to think of ourselves as you know indonesia's on demand everything.												✓
103.	Problem solve this all day all we're doing is rotating and helping these mini CEO achieve their targets.												✓
104.	Well tech tech is where the thread runs.												✓
105.	But, a good dose of healthy competition between product is always good.												✓
106.	All the data served daily on a chart.serve to the entire management and investor.												✓
107.	Money?												✓
108.	I mean what's the point.I mean why share that kind of informtion.												✓

109.	I've lost track your ears.												✓
110.	No. no I can't share any of those numbers I apologize, but chances are whatever rumors you've heard is probably not true. Rumor say they inflate everything to high.												✓
111.	Because it's time and I mean this is going to be the next growth spread in Indonesia in the next 20 years it's going to be the digital economy.												✓
112.	Already oversupply in drivers we've got enough drivers to last us a long time.												✓
113.	None of these guys are employees , they are micro entrepreneurs so wheather.												✓




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 VERSITAS MUHAMMADIYAH SUMATERA UTARA
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 Website : <http://www.fkip.umsu.ac.id> E-mail: fkip@umsu.ac.id

Yth : Bapak/Ibu Ketua & Sekretaris
 Program Studi Pendidikan Bahasa Inggris
 FKIP UMSU

Perihal : **PERMOHONAN PERSETUJUAN JUDUL SKRIPSI**

Dengan hormat, yang bertanda tangan di bawah ini :


Nama : Helia
 NPM : 1502050068
 Program Studi : Pendidikan Bahasa Inggris
 IPK Kumulatif : 135 SKS IPK = 3,29

Persetujuan Ketua/Sek Prodi	Judul yang diajukan	Disyahkan Oleh Dekan Fakultas
	The Analysis of Assertive Utterances Used By Nadiem Makarim in CNN Indonesia Interview.	
	The Experiment of Tongue Twister Method to Increase Students' Pronunciation .	
	An Analysis of Language Varieties in Brayan Market .	

Demikianlah permohonan ini saya sampaikan untuk dapat pemeriksaan dan persetujuan serta pengesahan, atas kesediaan Bapak/Ibu saya ucapkan terima kasih.

Medan, 7 April 2020

Hormat Pemohon,


 Helia

Dibuat Rangkap 3 :
 - Untuk Dekan/Fakultas
 - Untuk Ketua/Sekretaris Prodi
 - Untuk Mahasiswa yang bersangkutan



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Website :<http://www.fkip.umsu.ac.id> E-mail: fkip@umsu.ac.id

Kepada Yth : Bapak/Ibu Ketua & Sekretaris
Program Studi Pendidikan Bahasa Inggris
FKIP UMSU

Perihal : Permohonan Perubahan Judul Skripsi

Bismillahirrahmaanirrahim
Assalamu'alaikum Wr. Wb.

Dengan hormat, yang bertanda tangan di bawah ini :

Nama : Helia
NPM : 1502050068
Program Studi : Pendidikan Bahasa Inggris

Mengajukan permohonan perubahan judul skripsi sebagai tercantum di bawah ini dengan judul sebagai berikut :

Judul Pertama _
The Analysis of Assertive Utterances Used By Nadiem Makarim in CNN Indonesia Interview

Menjadi
The Analysis of Assertive Utterances Used By Nadiem Makarim in Tech In Asia Interview

Demikianlah permohonan ini saya sampaikan untuk dapat pengurusan selanjutnya. Akhirnya atas perhatian dan kesediaan Bapak/Ibu saya ucapkan terima kasih.

Medan, 18 Juni 2020

Ketua Program Studi
Pendidikan Bahasa Inggris

Hormat Pemohon

Mandra Saragih, S.Pd, M.Hum

Helia

Dosen Pembahas

Dosen Pembimbing

Dr. Bambang Panca Syahputra, S.Pd, M.Hum

Yusriati S.S., M.Hum



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Kepada Yth : Bapak/Ibu Ketua & Sekretaris
 Program Studi Pendidikan Bahasa Inggris
 FKIP UMSU

Assalamu'alaikum Wr. Wb.

Dengan hormat, yang bertanda tangan di bawah ini :

Nama : Helia
 NPM : 1502050068
 Program Studi : Pendidikan Bahasa Inggris

Mengajukan permohonan persetujuan proyek proposal/risalah/makalah/skripsi sebagai tercantum di bawah ini dengan judul sebagai berikut :

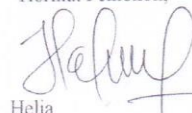
The Analysis of Assertive Utterances Used By Nadiem Makarim in CNN Indonesia Interview

Sekaligus saya mengusulkan/menunjuk Bapak/Ibu sebagai :

Dosen Pembimbing : Yusriati, S.S., M.Hum acc PAF
 Sebagai Dosen Pembimbing proposal/risalah/makalah/skripsi saya

Demikianlah permohonan ini saya sampaikan untuk dapat pengurusan selanjutnya. Akhirnya atas perhatian dan kesediaan Bapak/Ibu saya ucapkan terima kasih.

Medan, 17 April 2020
 Hormat Pemohon,


 Helia

Dibuat Rangkap 3 :
 - Untuk Dekan/Fakultas
 - Untuk Ketua/Sekretaris Prodi
 - Untuk Mahasiswa yang bersangkutan



UMSU

Bila membuat surat ini agar dibubuhkan nomor dan tanggalnya

MAJELIS PENDIDIKAN TINGGI PENELITIAN & PENGEMBANGAN
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Nomor : 980/II.3/UMSU-02/F2020
Lamp. : --
Hal : Mohon Izin Riset

Medan, 27 Syawal 1441 H
19 Juni 2020 M

Kepada Yth.:
Bapak/Ibu Kepala Pustaka UMSU
Di
Tempat

Assalamu'alaikum Warahmatullahi Wabarakatuh.

Wa ba'du, semoga kita semua sehat wal'afiat dalam melaksanakan kegiatan aktifitas sehari-hari, sehubungan dengan semester akhir bagi mahasiswa wajib melakukan penelitian/riset untuk pembuatan skripsi sebagai salah satu syarat penyelesaian Sarjana Pendidikan, maka kami mohon kepada Bapak/Ibu memberikan izin kepada mahasiswa untuk melakukan penelitian/riset di tempat yang Bapak/Ibu Pimpin. Adapun data mahasiswa kami tersebut sebagai berikut :

Nama : **Helia**
NPM : 1502050068
Program Studi : Pendidikan Bahasa Inggris
Judul Penelitian : The Analysis of Assertive Utterances Used By Nadiem Makarim in Tech In Asia Interview.

Demikianlah hal ini kami sampaikan, atas perhatian dan kesediaan serta kerjasama yang baik dari Bapak/Ibu kami ucapkan terima kasih.

Akhirnya selamat sejahtera lah kita semuanya, Amin.
Wassalamu'alikum Warahmatullahi Barakatuh

Dekan ,

Dr. H. Elfrianto S.Pd., M.Pd.
NIDN : 0115057302

Tembusan :
- Peringgal

Jika anda melakukan riset hendaknya anda memperhatikan prosedur keselamatan dimasa Pandemi Covid-19, jangan terlalu memaksakan diri, utamakan keselamatan. #dirumahaja.



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BERITA ACARA BIMBINGAN PROPOSAL

Nama : Helia
NPM : 1502050068
Program Studi : Pendidikan Bahasa Inggris
: The Analysis of Assertive Utterances Used By Nadiem
JudulSkripsi : Makarim in Tech In Asia Interview

Tanggal	DeskripsiHasilBimbingan Proposal	TandaTangan
04-05-2020	Revise the title (Capitalater) Chapter I Background of Study	
11-05-2020	Chapter III Almost All	
13-05-2020	Revise Reference	
14-05-2020	Chapter III The Technique of Data Analysis	
15-05-2020	Revise Reference	
18-05-2020	Acc for Seminar	

Diketahui/Disetujui
Ketua Prodi PendidikanBahasaInggris

MandraSaragih, S.Pd, M.Hum

Medan, 18 Mei 2020
DosenPembimbing

Yusriati, S.S., M.Hum



MAJELIS PENDIDIKAN TINGGI
UNIVERSITAS MUHAMMADIYAH SUMATERA UTARA
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Website : fkip.umsu.ac.id E-mail: fkip@umsu.ac.id

Nomor : 771/II.3/UMSU-02/F/2020
Lamp. : ---
Hal : **Pengesahan Proposal dan
Dosen Pembimbing**

Bismillahirrahmanirrahiim
Assalalamu'alaikumWr. Wb.

Dekan Fakultas Keguruan dan Ilmu Pendidikan Universitas Muhammadiyah Sumatera Utara menetapkan proposal skripsi dan Dosen Pembimbing bagi mahasiswa yang tersebut di bawah ini :

Nama : **Helia**
N P M : 1502050068
Progam Studi : Pendidikan Bahasa Inggris
Judul Penelitian : The Analysis of Assertive Utterances Used By Nadiem Makarim in CNN Indonesia Interview

.Pembimbing : **Yusriati,S.S.,M.Hum**

Dengan demikian mahasiswa tersebut di atas diizinkan menulis proposal skripsi dengan ketentuan sebagai berikut :

1. Penulisan berpedoman kepada ketentuan atau buku **Panduan Penulisan Skripsi** yang telah ditetapkan oleh Dekan
2. Proposal Skripsi dinyatakan **BATAL** apabila tidak selesai pada waktu yang telah ditetapkan.
3. Masa Daluarsa tanggan : **6 Mei 2021**

Medan, 13 Ramadhan 1441 H
06 Mei 2020 M
Wassalam
Dekan

Dr. H. Elfrianto, S.Pd.,M.Pd.

Dibuat Rangkap 4 :
1. Fakultas (Dekan)
2. Ketua Program Studi
3. Dosen Pembimbing
4. Mahasiswa yang bersangkutan
(WAJIB MENGIKUTI SEMINAR)



**MAJELIS PENDIDIKAN TINGGI PENELITIAN & PENGEMBANGAN
UNIVERSITAS MUHAMMADIYAH SUMATERA UTARA
UPT PERPUSTAKAAN**

Jl. Kapt. Mukhtar Basri No. 3 Telp. 6624567 - Ext. 113 Medan 20238
Website: <http://perpustakaan.umsu.ac.id>

SURAT KETERANGAN

Nomor: 317/KET/II.11-AU/UMSU-P/M/2020

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

Kepala Unit Pelaksana Teknis (UPT) Perpustakaan Universitas Muhammadiyah Sumatera Utara dengan ini menerangkan :

Nama : Helia
NPM : 1502050068
Univ./Fakultas : UMSU/ Keguruan dan Ilmu Pendidikan
Jurusan/P.Studi : Pendidikan Bahasa Inggris/ S1

adalah benar telah melakukan kunjungan/penelitian pustaka guna menyelesaikan tugas akhir / skripsi dengan judul :

"The Analysis of Assertive Utterances Used by Nadiem Makarim in Tech in Asia Interview"

Demikian surat keterangan ini dibuat untuk dapat dipergunakan sebagaimana mestinya.

Medan, 16 Rabiul Awal 1442 H
02 November 2020 M

Kepala UPT Perpustakaan,



Muhammad Arifin, S.Pd, M.Pd



MAJELIS PENDIDIKAN TINGGI
UNIVERSITAS MUHAMMADIYAH SUMATERA UTARA
FAKULTAS KEGURUAN DAN ILMU PENDIDIKAN
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SURAT PERNYATAAN

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

Saya yang bertanda tangan dibawah ini :

Nama Lengkap : Helia
N.P.M : 1502050068
Prog. Studi : Pendidikan Bahasa Inggris
Judul Proposal : The Analysis of Assertive Utterances Used by Nadiem Makarim
in Tech in Asia Interview

Dengan ini saya menyatakan bahwa :

1. Penelitian yang saya lakukan dengan judul diatas belum pernah diteliti di Fakultas Keguruan dan Ilmu Pendidikan Universitas Muhammadiyah Sumatera Utara.
 2. Penelitian ini akan saya lakukan sendiri tanpa ada bantuan dari pihak manapun dengan kata lain penelitian ini tidak saya tempahkan (dibuat) oleh orang lain dan juga tidak tergolong *Plagiat*.
 3. Apabila point 1 dan 2 di atas saya langgar maka saya bersedia untuk dilakukan pembatalan terhadap penelitian tersebut dan saya bersedia mengulang kembali mengajukan judul penelitian yang baru dengan catatan mengulang seminar kembali.
- Demikian surat pernyataan ini saya perbuat tanpa ada paksaan dari pihak manapun juga, dan dapat dipergunakan sebagaimana mestinya.

Medan, 26 oktober 2020

Hormat saya

Yang membuat pernyataan,



Helia
Helia

Diketahui oleh
Ketua Program Studi
Pendidikan Bahasa Inggris

Mandra Saragih

Mandra Saragih, S.Pd., M.Hum



**MAJELIS PENDIDIKAN TINGGI PENELITIAN & PENGEMBANGAN
UNIVERSITAS MUHAMMADIYAH SUMATERA UTARA
UPT PERPUSTAKAAN**

Jl. Kapt. Mukhtar Basri No. 3 Telp. 6624567 - Ext. 113 Medan 20238
Website: <http://perpustakaan.umsu.ac.id>

SURAT KETERANGAN

Nomor: 317/KET/II.11-AU/UMSU-P/M/2020

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

Kepala Unit Pelaksana Teknis (UPT) Perpustakaan Universitas Muhammadiyah Sumatera Utara dengan ini menerangkan :

Nama : Helia
NPM : 1502050068
Univ./Fakultas : UMSU/ Keguruan dan Ilmu Pendidikan
Jurusan/P.Studi : Pendidikan Bahasa Inggris/ S1

adalah benar telah melakukan kunjungan/penelitian pustaka guna menyelesaikan tugas akhir / skripsi dengan judul :

"The Analysis of Assertive Utterances Used by Nadiem Makarim in Tech in Asia Interview"

Demikian surat keterangan ini dibuat untuk dapat dipergunakan sebagaimana mestinya.

Medan, 16 Rabiul Awal 1442 H
02 November 2020 M

Kepala UPT Perpustakaan,



Muhammad Arifin, S.Pd, M.Pd



MAJELIS PENDIDIKAN TINGGI
UNIVERSITAS MUHAMMADIYAH SUMATERA UTARA
FAKULTAS KEGURUAN DAN ILMU PENDIDIKAN
Jalan Kapten Mukhtar Basri N0.3 Telp. (061)6619056 Medan 20238
Website : <http://www.fkipumsu.ac.id> E-mail : fkip@umsu.ac.id

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

BERITA ACARA SEMINAR PROPOSAL

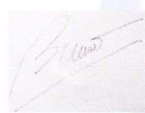
Pada hari ini Selasa Tanggal 10 Bulan juni Tahun 2020 diselenggarakan seminar Prodi Pendidikan Bahasa Inggris menerangkan bahwa :

Nama : Helia
N P M : 1502050068
Program Studi : Pendidikan Bahasa Inggris
Judul Penelitian : The Analysis of Assertive Utterances Used by Nadiem Makarim in Tech in Asia Interview


NO	MASUKAN / SARAN
JUDUL	-
BAB I	Merevisi Back ground, formulation of problem, limitation of problem and lainnya
BAB II	Diharapkan untuk memperdalam teori dan juga memperbanyak referensi
BAB III	Diharapkan untuk menentukan cara pengumpulan data dengan jelas.
LAINNYA	-
KESIMPULAN	() Disetujui () Ditolak (✓) Disetujui Dengan Adanya Perbaikan

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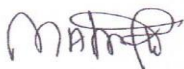

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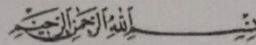
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Ketua


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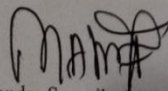
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N.P.M : 1502050068
Program Studi : Pendidikan Bahasa Inggris
Judul Skripsi : The Analysis of Assertive Utterances Used by Nadiem Makarim
in Tech in Asia Interview

Tanggal	Deskripsi Hasil Bimbingan Skripsi	Tanda Tangan
03 - Oktober 2020	Revisi Ayt 1-3	Mg
	Revisi Data analisis	Mg
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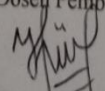
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ProgramStudi : Pendidikan Bahasa Inggris
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Dengan ini menyatakan bahwa skripsi saya yang berjudul **“The Analysis of Assertive Utterances Used by Nadiem Makarim in Tech in Asia Interview”** adalah benar bersifat asli (*original*), bukan hasil menyadur mutlak dari karya orang lain.

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