SPEECH FUNCTIONS IN CONVERSATIONS BETWEEN SELLERS AND BUYERS ON SHORT TERM AND LONG TERM LASTING COMMODITIES

SKRIPSI

Submitted In Partial Fulfillment of the Requirements
For the Degree of SarjanaPendidikan (S.Pd)
English Education Program

By

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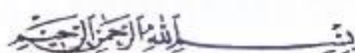**Prof. Amrin Saragih, MA, Ph.D**

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Tanggal	Deskripsi Hasil Bimbingan Skripsi	Tanda Tangan
19 Maret 2018	Chapter 1 and 2	
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Dengan diterimanya skripsi ini, sudah lulus dari ujian Komprehensif, berhak memakai gelar Sarjana Pendidikan (S.Pd).

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ABSTRACT

Rahmi, Aulia, 1402050305. *Speech Functions in Conversations between Sellers and Buyers on Short Term and Long Term Lasting Commodity.* **A Thesis, English Department, Faculty of Teacher's Training and Education, University of Muhammadiyah North Sumatera, 2018**

This study dealt with the speech function in conversation between sellers and buyers on short term and long term lasting commodity. It is conducted to find out the kinds of speech functions realized in conversation between sellers and buyers. The data of this study was taken from the market, with the source of data was from the conversation between sellers and buyers in 9 conversations devided into 4 conversation in long term and 5 converstion in short term and data analyzed was 232 utterances. Those utterances were analyzed in four aspects of speech function namely statement, question, offer, and command. After analyzing the data, it was found that long term there were 160 utterances with 77 statements, 62 questions, 11 offers, and 10 commands. In short term there were 72 utterances with 34 statements, 34 questions, 2 offers, and 2 commands. The speech function of statement and question almost the same precentages, it was almost 50%. Offer and command only a few percent, on long term only 7% and on short term only 3%. Statement and question was in realization of mood in declarative and interrogative, and command was in realization of mood in imperative. And the difference of utterances and using of language of the buyer and seller be seen from the tenor, differences of using the language is mostly from the age, gender, and ethnicity.

Keywords: *speech function, conversation, seller and buyer, long and short term*

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بسم الله الرحمن الرحيم

In the name of Allah, the most gracious and the most merciful. Firstly, the researcher would like to thanks to Allah SWT who blessed and has given her chances in finishing her study. Secondly, blessing and peace be upon to our prophet Muhammad SAW, who has brought us from the darkness into the lightness era.

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This research is entitled: "Speech Functions in Conversations between Sellers and Buyes on Short Term and Long term Lasting Commodities" to fulfil one of requirement to obtain the degree of Sarjana Pendidikan in Faculty of Teachers Training and Education at University of Muhammadiyah North Sumatera. In writing this research, the researcher faced a lot of difficulties and problems but those did not stop her efforts to make a better one, and it is impossible to be done without helps from others. Therefore the researcher would like to thanks:

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Finally, the researcher hopes that her research will be usefull for the readers, especially the students of English Education Program and also for the researcher. May Allah bless all of us. Aamiinyarobbalalami

Medan,   Maret 2018
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HAPTER I

INTRODUCTION

A. **The Background of The Study**

In an ordinary living, people lived using language consistantly because a language is used as a means of communication or dialogue in their community. Without language, people in community cannot cooperate in their activity. Language allows human to say things to each other and express their communication. Language is as a media to say anything and express their ideas and also to fulfill their need. When enchanging and expressing ideas, human being perform two roles namely giving and demanding for the commodity such as information and good or service (Halliday, 1994: 69). In systematic functional language (SFL), it is named speech function. Nobody can live without doing of asking and giving or demanding for something in interactions. So, every people do interaction each other.

The speech function involves or specifies the role played by the conversant, commodity exchanged and orientation taken by the interlocutors in the interactions. The role played by the interlocutors in conversations is giving and demanding. From the speech function we can know the interaction of the people. Speech function can be defined as the way speaker conveys the idea in order to make listener or reader understanding the idea. There are four primary forms of movement types of speech functions: **offer, statement, command and questions,** (Halliday, 1994: 68-69). The four basic speech functions are related to both the

exchanged process. These basic speech functions to interact and negotiating with others. Almost all of the language are used in our everyday interactions with others can be accounted for by these four basic speech functions.

In this research, the researcher attempts to conduct this issue speech fnction in the conversation between sellers and buyers on short term and long terms lasting commodities.Why the researcher take the object is conversation between sellers and buyers. Every people have different interaction when do interact with another. People have own language and have own way to convey their idea. No two speakers of a language speak exactly the same way. No individual speaker speaks the same way all the time. It is from the style of language, dialect. This differences can be caused from several aspect, different age, education, and origin. Factors that contribute to variation of language are social sitation, occupation, age, geography, education, gender, social status/class, and ethnicity.

It is same with the people in the market between sellers and buyers have different variation of language in interaction. In the market, the sellers exhibit their best product to the costumer and often use their own word to interact the buyers. And also in Medan. In the market of Medan, the sellers use the origin of Medan to attract the buyers. It is like offer to come to their shop. Like "apa cari kak" (what are you looking for). "yuk masuk kak" (let us come ini).

So, the object in this research is long term and short term lasting commodities. The researcher divide the comodities of sellers become a cotegory of long term and short term based on the the durability of the product. The product

have a durability of product is long, it is including to long term such as clothing, and furniture. The product have a durability of product is short, it is including to short term, such as vegetables, fishes, fruits, and foods.The reseacher want to know how the interaction that is used by sellers and buyer. In the field of speech functions.

B. The Identification of Problem

The problems of the research are identified as follows :

1. What kinds of speech functions are used in the conversations between sellers and buyer on short term and long term lasting commodities?
2. How are the speech functions used by sellers and buyer in conversation in commodities?
3. Why are the speech functions used in the conversations they are?

C. Scope and Limitation

The scope of this research is focused on discourseanalysis and limited on the using of speech functions in the conversation between sellers and buyers short term and long term lasting commodity.

D. The Objective of The Study

The objectives of the study are:

1. to find out the kinds of speech functions are used in the conversation between sellers and buyers short term and long term lasting commodities
2. to find out the use of speech functions by selleres and buyers on conversations in commodities

3. to find out the speech function used as they are

E. The Formulation of The Problem

Based on the identification of the study above, the problems will be formulated as follows:

1. What kinds of speech functions are used in the conversation between sellers and buyers short term and long term lasting commodities?

2. How do the speech functions differ or resemble in their realization in the short and long term lasting commodities?

3. Why are thespeech function used as they are?

F. The Significance of The Study

The finding of the study are expected useful theoretically and practically:

1. Theoretically, the findings:

(a) Can give the contribution to SFL theory in enriching the analysis of interpersonal meaning in discourse, especially about speech functions. And it can also contribute on the method of analyzing data using SFL SystematicFunctional Linguistics).

2. Practically, the findings can be useful

(a). for the readers can give additional information to wide the knowledge about speech functions. Readers are allowed to recognize the definition of each type of speech function theory and to understand the application as well as the function. Furthermore the result can be determined how to useful the speech functions properly, and

(b). for english teacher, especially who are teaching discourse analysis about speech functions as the material in supporting the teaching learning process, and

(c). for students, who are learning especially discourse about speech functions in order to enlarge their knowledge about speech functions, and

(d). for other researcher who have a desire deepen the linguistics especially relevant with the sociolinguistics. And this study can be the reference to the other research in the same scope.

CHAPTER II

THE REVIEW OF LITERATURE

A. Theoretical Framework

1. Variation of Language

The field of sociolinguistics continuously explains the causes and occurrence of linguistic variation. Variation is the change of any variant in a language. A variant is the "realisation of a variable" in terms of differences in pronunciation or "phonetic realisation" (Meyerhoff, 2006: 8).Variation can be caused by geography, education, occupation, religion and social networks, amongst others. Gender, ethnicity and socio-economic status cause variation as women use standard forms to elicit prestige, groups use specific variation to highlight cultural identity and lower socio-economic brackets shift toward the language of those above them. Variation occurs within a specific speech community that has interaction with others and develops, consciously or not, due to factors such a gender, ethnicity and socio-economic status. A speech community according to Spolsky is "a complex interlocking network of communication whose members share knowledge about and attitudes towards the language use patterns of others as well as themselves". This knowledge encompasses the realities of gender, ethnicity andsocio-economic status there by resulting in a particular linguistic shift.

2. Systemic Functional Linguistics (SFL)

Systemic Functional Linguistics (SFL) is a functional semantics approach to language developed by Hallyday (1994) which views language as system of meaning. Furthermore, Eggins (2004: 21) stated that Systemic Functional Linguistics (SFL) has been described as a functional semantics approach to language which explores both how people use language in different context, and how language is structured for use as a semiotic system. The term "systematic" refers to the view of language as "network of systems, or interrelated sets of options for making meaning", the term "functional" indicates that the approach is concerned with meaning, as opposed to formal grammar, which focuses on word classes such as nouns and verbs, typically without reference beyond the individual clause.

Bloor (2004: 2) asserted that theory of language followed in SFL involves the idea that a language consist a set of system, which offer the speaker or researcher an unlimited ways of creating meanings. In SFL, language has its choice that is available to speaker or researcher not only with regard to interrogative, imperatives and declaratives; it operates at every point in the production of speech that called linguistics choice (Bloor, 2004: 2). Thus, for example if the speakers wants to know the name, he might use one of the following expression:

1. What's her name?

2. Tell me her name!

3. I'd like to know her name.

Although each of these examples include the word "name", but there is considerable variation in the choice of other words. In addition, the first expression uses the interrogative form, the second uses the imperative form and the third uses the declarative form. And from all the form that is used, they have exactly the same function that is 'asking the name'.

Basically, the difference form of linguistic choice that is used in these examples because of the context of culture and situation. According to Butt et. al (1999: 11), the combination of context of culture and context of situation will result in the differences and similarities between one piece of language and another. And the differences and similarities between texts can be accounted for by just three parameter of the context, these are field, tenor, and mode that are called context of situation.

The context of the situation is the immediate environment inside use of language. According to Halliday (1985; 1994; Halliday & Hasan, 1985; Martin, 1992) the context of the situation affects the register (variety or style linguistic expression) consisting of three aspects: **field, tenor, and mode,** which works simultaneously to form a contextual configuration or a configuration of meaning. This configuration will determining the form of language expression and the style of language or meaning a whole text, which ultimately shows which register used to realize the social process of the text. Register in the SFL view is the language variation based on the way the language is used. *Field* refers to an event with its environment, which is what happened, when, where, and how it happened. *Tenor*

is a type participants involved in the event, which include status and the social roles performed by the participants. Finally, the *mode* includes two sub-aspects, namely media and facilities or channels (channels). Media this relates to whether the text was delivered in the oral-spoken style or write. Channels are a way of expressing that event. Channels include whether the text is expressed in form of book, newspaper, audio, visual, or audio-visual.

Figure 2.1. Parameter of Content of Situation
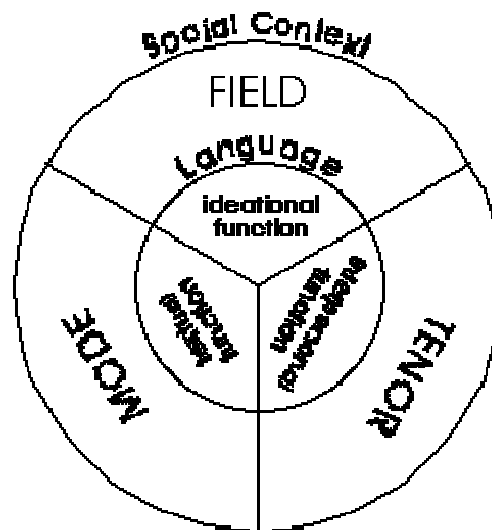
4. Metafunction

Metafunction is the function of language based on human use of the language. Function in language deals with how people use language and how lnguage varies according to its use. The study of funcion in language offers insight into the way language is learnt, and why language is as it is (Halliday, 2009: 85).

The three parameters of context of situation that has been explained above affects our language choice preceisely because they reflect the three main

functions of language. Halliday (2000: 5) said that three main functions of language, namely the ideational metafunction (experiental and logical), interpersonal metafunction, and textual metafunction. Each of these functions is defined more in the following:

4.1 Ideational Metafunction

The ideationalmetafunction relatestothefield aspectsof atext, orits subjectmatter andcontextof use. Accordingto Morley(2000:11) the ideational function of language isconcerned withthecommunication and interlinkingof ideasmayitself bebroken down into the experientialand logicalfunction. The experientialfunction concerns with content and ideas. The logicalfunction concerns with therelationship between ideas.

4.2 Interpersonal Metafunction

The interpersonal metafunction relatestoa text'saspectsof tenor or interactivity.Likefield, tenor comprisesthreesmallerareas:the speaker/researcher, persona, socialdistance, and relativesocialstatus. Social distanceand relativesocialstatusare applicableonlyto spoken texts. The interpersonalfunction refersto aformofaction that thespeakersor writers perform in doingsomethingto thelistenersor readersthrough the meaningof language.

In order to build an interaction with otherpeople, thefour specificsforms namelystatement,question, offer and command areused. In communication, givingand demandingare called roles. Thebasicof exchange isgivingand demandingfor information or goodsand services.

4.3Textual Metafunction

The textualmetafunction relatesto mode the internalorganizationand communicativenatureofa text. Thiscomprisestextual interactivity,spontaneity and communicativedistance. Textual interactivityisexamined with reference to disfluencies such ashesitators, pausesandrepetitions. It isalso known as languageused to relatewhat is said or writtentotherealworldand to other linguisticsevents. Thisinvolvestheuseof language to organize the textitself.

The three main functions of language is central to any study of language that the words we use and the way we organize them carry, or more technically encode meanings. In the systemic functional approach to language study, each sentence encode not just one but three meanings simultaneously, and these meanings are related to the three different and very basic functions of language.

5. Speech Funtion

Speech function can be defined as the speaker's role in communicative exchange that realizes in interpersonal meaning which is related to Systemic Functional Language. It refers to a function performed by a speaker in a verbal interaction or conversation which specifies his or her role and the content or commodity transacted.

Saragih (2013) claimsthatwhentherole(givingand demanding) and the commodity(information and good &services) are intersected, four speech function

arederived asin thefollowingtable.

Table 2.1 Cross-Classifying of Speech Function

Role	Commodity Exchange	
	Good and Service	Information
Giving	Offer	Statement
Demanding	Command	Question

Source:(Saragih, 2013:18)

Process of exchange, involving two variables: the basic role (giving and demanding) and a commodity to be excanged (information or good and services). It can be describe as follows:

- Speech Role

a. Giving

Giving means inviting to give, the speaker is giving something to the listener for exmple a piece of information. Example:

- Would you like to borrow my copy of "The Bostonians"?

"The Bostonians" is a novel by Henry James.

- Would you like to borrow my book of "Harry Potter"?

"Harry Potter" is a novel by J.K. Rowling.

b. Demanding

Demanding means demanding to give, the speaker is demanding

something from the listener. Example:

- Can i borrow your copy of "The Bostonians"?

- Who wrote "The Bostonians"?

At the same time as choosing either to give or demand in an exchange, we also choose the kind of "commodity" that we are exchanging. The choice here is between exvhanging information:

Who wrote "The Bostonians"?

"The Bostonians" is a novel by Henry James.

Or exchanging goods and service:

Can I borrow your copy of "The Bostonians"?

Would you like to borrow my copy of "The Bostonians"?

- Commodity Exchange:

  a. Information

  The speaker says to the hearer with the aim of getting to tell something. For example:

  "Who is The curent President of Indonesia?"

  The curent president of Indonesia is Joko Widodo.

  b. Good and Services

  The speaker says to the hearer with the aim of getting to do something or give some object. For examples:

  "May I take your pen?"

  "Would you like to borrow my pen?"

The activities of 'giving and demanding' are known as 'speech role' in speech function, while 'good-service and informtion' is called 'commodity'. they are made in cross-classifying, By cross-classifying these two dimensions of "speech role" and "commodity exchanged", we can come up with four basic "moves" types, they are statement, question, offer, and command are what M.A.K. Halliday refers to as speech functions. Speech function can be definedastheway thespeakershowsorexpresseshisideainordertomakethe listener understand the idea. The four primary speech function will be describe as follows:

5.1 Statement (Giving Information)

Grolier(1992:44)statesthatstatementisaway ofgiving informationby startingortheactofstartinginspeechandwriting. Statementcanbepositiveandnegative.Itsusually beganwithsubject. Followed by verb or auxiliary verb and ended byfullstop(.).

Formula	Explanation	Example
Subject + Verb/Aux. Verb	Subject is placed in front of verb or auxiliary verb	I am a Professor

5.2 Question (Demanding Information)

Grolier(1992:197)statesthatquestionis aninterrogativequestion which isused seek confirmation or ask somethingor an inquirythat invitesorcallsforreplay.AquestionbeginswithauxiliaryverborWH-Question and willbeended with question mark (?).

Formula	Explanation	Example
Verb/Aux. Verb/WH Question + Subject + Verb	Subject is placed in after of verb or auxiliary verb. Verb/WH Question, and then followed by verb	Am I a Professor?

5.3 Offer (Giving and Service)

Grolier(1992:268)states thatofferas anexpressionofwillingness togiveordosomething orputforwardforacceptance,rejection.Offeralso canbedefinitudeasawayofgivinggoodandservice tosomeone.Offer is usuallybegun with modal and alwaysended with aquestion mark(?).

Formula	Explanation	Example
Modal +Subject + Verb	Being started by a modal, and then followed by a subject and verb	Would you like I call you a Professor,

5.3 Command (Demanding Good and Service)

Grolier(1992:127)statesthatcommandisaway toreceive information, good or service by forcing the listener to give them. Command also is a way of demanding good and service in form imperativestatementwheatherintheformofpositiveandnegative command.Incommandsentences,thesubject isomitted.Itisbegunwith thepredicate andit isusuallyended with exclamationmark(!). Command are usually used in oral intructions, through they can be found in written procedure such as instruction or in dialogue.

Formula	Explanation	Example

Verb + Object	Subject is omitted and base form of the verb is used	Call me a Professor, please!

6. Mood

Based on the four types of speech function explained above, the speech function can also be realized in exchange system of mood (level of lexicgrammar) which is an aspect of nterpersonal meaning. The speech function are realized in the mood as declarative, interrogative and imperative. The mood structure of the clause refers to the organization of a set of functional constituents including the constituent subject (Eggins, 2004: 147).

The types of mood will be describe as follow:

a. Declarative

Declarative clausescan beidentifiedasclausesin which the structuralelementof subjectoccursbeforethefiniteelementoftheclause. Declarative mood has structurecan bedescribe as*subject+finite*. Haliday uses*finite*to referto thefirst*auxiliary*in theverb phrase, thepartof the verb phrase thatcarriestense. Thepartofasentence that isnot involved in determiningmood structureiscalled*residue*.

b. Interrogative

Interrogative clausesaredifferentfromdeclarative, theone that makeitdifferentarefromthestructureofthesubject and finite.The declarativeclause arerealized bysubjectprecedesthefinitestructure, while

interrogative clausearerealizebyfiniteprecedes subjectstructure.

  c. Imperative

      Imperative clausetypicallydo not containelementof subjector finite, but imperativesclause consistofapredicator,anyof thenoncore participantofcomplement andadjuncts. The imperative moodexpress directcommands, requests,and prohibitions.An imperative isused to tell someone to do somethingwithout argument.

Realization of speech function in moodsin summarized asfollow

Figure2.2

Realizationof speechfunctioninMood

SpeechFunction

Statement   Offer

Question   Command

MOOD

Declarative   O

Interrogative   Imperative

Figure2.3

Realizationof speechfunctioninMood

Statement

SpeechFunction

Statement   Offer

Question   Command

MOOD

Declarative   O

Interrogative   Imperative
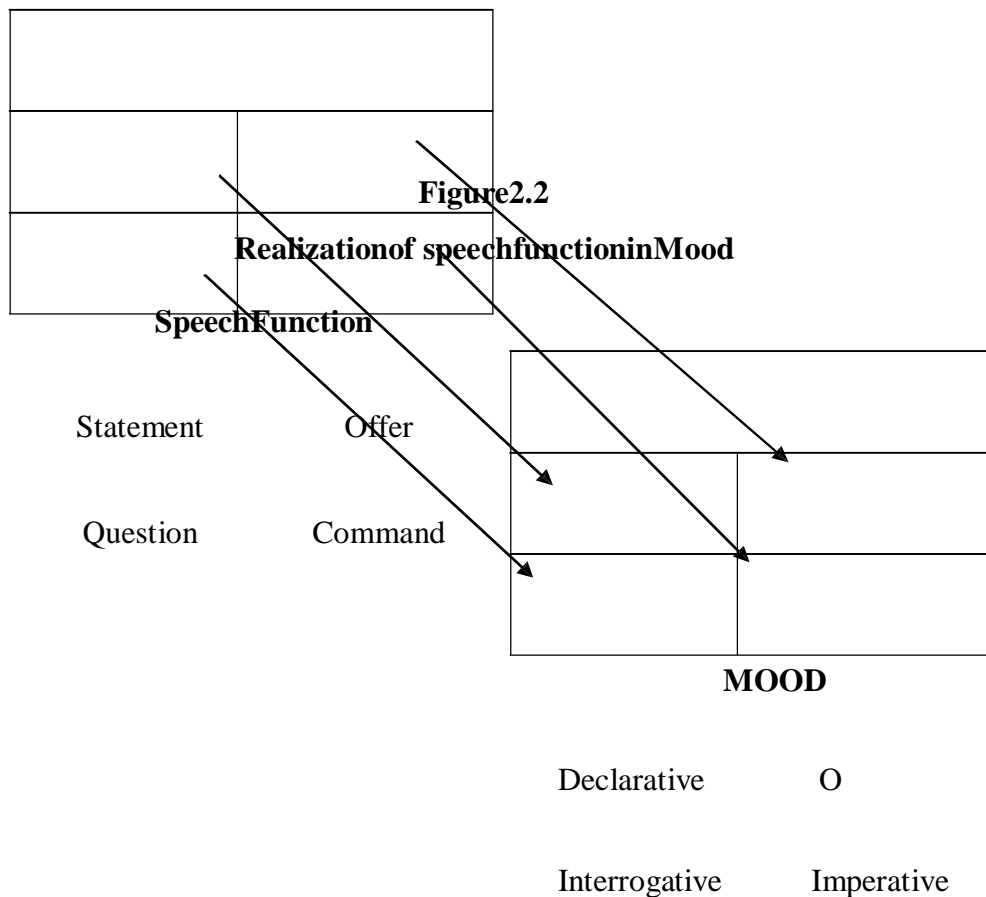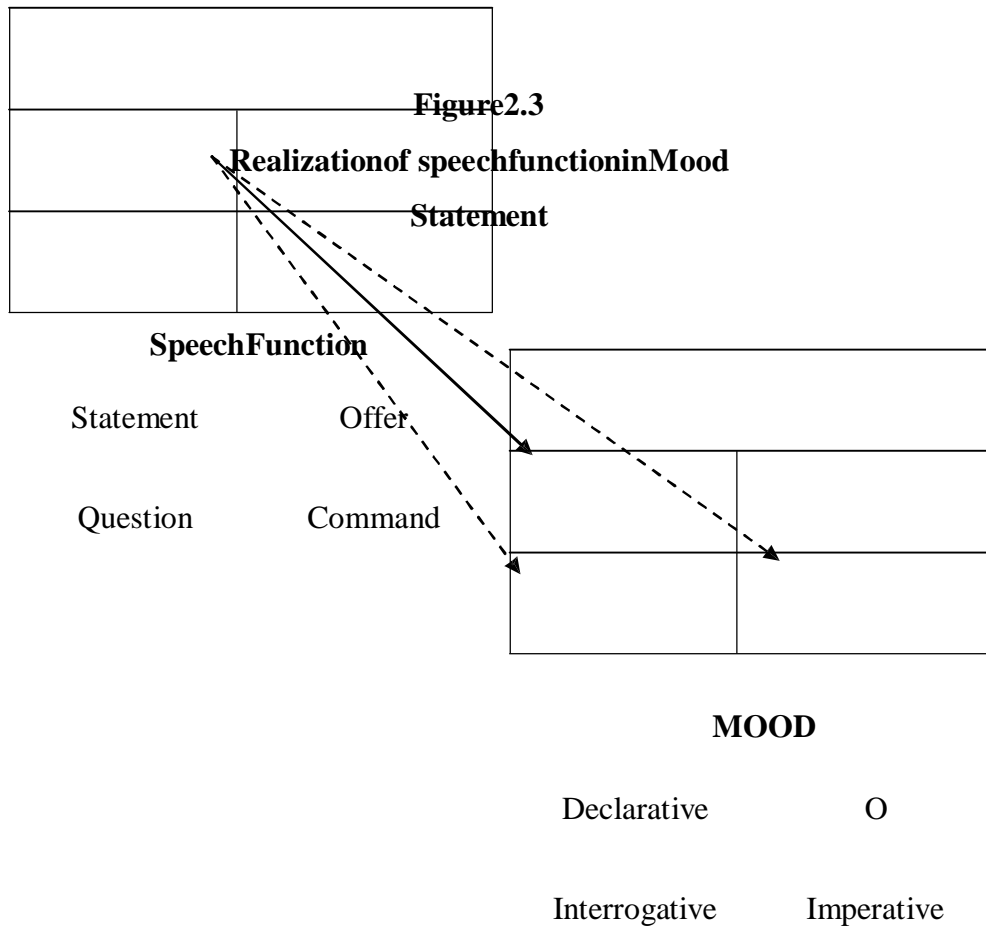
Figure2.4

Realizationof speechfunctioninMood

Question

SpeechFunction	
Statement	Offer
Question	Command
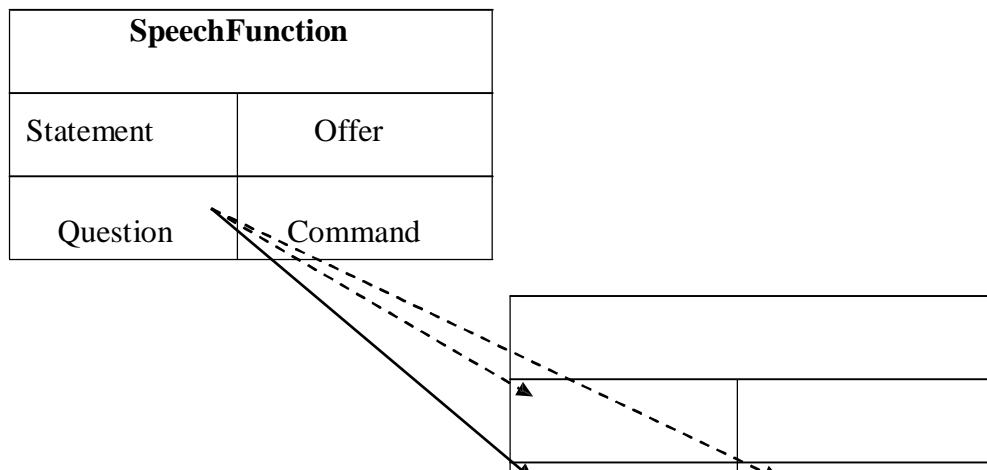
MOOD

Declarative   O

Interrogative   Imperative

Figure2.5

Realizationof speechfunctioninMood

Command

SpeechFunction	
Statement	Offer
Question	Command

MOOD	
Declarative	O
Interrogative	Imperative

Some of the eight speech functions are congruently expressed in Mood. In other words, some of the speech functions have unmarked realizations in Moods. Unmarked or common realizations of speech functions are summrized in Table above. The speech functions of Offer does not have an unmarked realizations as it is potentially coded by the declarative, interrogative or imoerative mood. Similarity the AO (acknowledge offer) has no unmarked realization. The speech functions of ROC (respond offer command) has a peculiar features of realization

in that it can be realized by non-verbal response in the sense that the speech functions is responded by activities required. For example, in response to the command of *open the door* the listeners just keeps silent and simultaneously does opening the door.

Unmarked realizations are also termed congruent or common realizations or coding. There are situations in which a speech function is not congruently realized. The incoruent or uncommon realization of speech functions is term metaphorical coding or realization. In other words, metaphorical realization is the coding of speech functions in which the common realizations as specified above are flouted and violated. Although a metaphorical coding is an uncommon or unusual one, it should be noted that not every uncommon or unusual aspect in discourse is called a metaphorical realization. One of the characteristics of metaphor is that is causes tension between 'meaning' and expression in the semiotics systems as metaphorical coding flouts the common or the most probable coding. The following conversations represent congruent and metaphorical coding. Normally, a question is realized by an interrogative Mood. When it is coded by declarative Mood, it becomes metaphorical as indicated in conversation below.

A : I wonder whether you met my aunt yesterday.   (Q: metaphorical/declarative)

B: Yes, I did   (RSQ: congruent/declarative)

In this conversations below, show that both speech functions of A and B are metaphorical

A : I want to know where you spent your last holiday (Q: metaphorical/declarative)

B : Do you think I can forget Bali?   (RSQ: metaphorical/interrogative)

The eight speech functions can be realized by minor clauses. A minor clauses is defined as an expression which is absent from the abligatory features of a clause. Specifically, the expression does not have a process, such as uh uh, ya, mm, yes, well, as shown in convesation below.

A : I met your aunt at the party.   (S: congruent/declarative)

B : uh uh, yes   (AS: minor clauses)

7. Conversations

Conversation is interactive communication between two or more people.The development of conversational skills and etiquette is an important part of socialization. The development of conversational skills in a new language is a frequent focus of language teaching and learning.

Conversation analysis is a branch of sociology which studies the structure and organization of human interaction, with a more specific focus on conversational interaction.Conversation analysis is an approach within the social sciences that aims to describe, analyze and understand talk as a basic and constitutive feature of human social life. CA is a well-developed tradition with a distinctive set of methods and analytic procedures as well as a large body of established findings.

Conversations may be the optimal form of communication, depending on the participants' intended ends. Conversations may be ideal when, for example, each party desires a relatively equal exchange of information, or when the parties

desire to build social ties. On the other hand, if permanency or the ability to review such information is important, written communication may be ideal. Or if time-efficient communication is most important, a speech may be preferable.Conversation involves a lot more nuanced and implied context that lies beneath just the words. Conversation is generally face-to-face person-to-person at the same time (synchronous) – possibly online with video applications such as Skype, but might also include audio-only phone calls.

- **Subject**

Many conversations can be divided into four categories according to their major subject content:

1. **Subjective ideas**, which often serve to extend understanding and awareness.

2. **Objective facts**, which may serve to consolidate a widely held view.

3. **Other people** (usually absent), which may be either critical, competitive, or supportive. This includes gossip.

4. **Oneself**, which sometimes indicate attention-seeking behavior or can provide relevant information about oneself to participants in the conversation.

Practically, few conversations fall exclusively into one category. Nevertheless, the proportional distribution of any given conversation between the categories can offer useful psychological insights into the mind set of the participants. This is the reason that the majority of conversations are difficult to categorize.

- **Functions**

Most conversations may be classified by their goal. Conversational ends may, however, shift over the life of the conversation.

1. **Functional conversation** is designed to convey information in order to help achieve an individual or group goal.

2. **Small talk** is a type of conversation where the topic is less important than the social purpose of achieving bonding between people or managing personal distance, such as 'how is the weather' might be portrayed as an example, which conveys no practicality whatsoever.

B. The Relevant Studies

There are some studies that related to this research had been conducted before.

1. The first study is conducted by Ramadhan (2015) where he studies the types of speech function used in the withdrawal speech of Prabowo-Hatta on the Indonesia presidential election 2014-2019. The objectives of this research were to find out the types of speech function and to describe the impliction of the most dominant type of specch function. This research was conducted by using descriptive qualittive design. The data were 55 clause taken from the withdrawal speech of Prabowo-Hatta on the Indonesia presidential election 2014-2019 which were collected by applying documentary technique. The three types of speech function occured in this speech, namely statement (87,3%), offer (1,8%), and command (10,9%). The most dominant type of speech function was

statement. The implication of using statement dominantly was Prabowo-Hatta can declare all of aspects that they consider as their evidences thus to prove their argumentation to withdrawal from Indonesia presidential election 2014-2019. By using statement dominantly, the power of this speech function is more powerful to influence the public opinion that will realize Probowo-Hatta has already known about the incident accurred in Indonesia presidential election 2014-2019. It can be illustrated through the use of statement by Prabowo-Hatta that is in a practice considered as a representative of a power to state a strong degree of certainty.

2. The second related is conductedby Nadia (2017) with a conclusion thatdata conclusionscanbestatedasfollowing: TheKindsof speech functionfoundin surah*Al-baqarah were*Statement intheamountof 95(76.6%), Question in theamountof 9 (7.26%), Offer in theamountof 2(1.62%), Command intheamountof 18 (14.52%), Thefield of speech function of mood weredeclarative in the amountof 100 (89.29%), Interrogative in the amountof 4 (3.5%), Imperativein theamountof 8 (7.14%), Thespeech function used astheyarestatementhasrealized declarative intheamountof 100 (89.29%).Itwashasfound that theversesof *Al-Baqarah* isalmostusingstatementhasrealized declarativewhichisto helpmuslimto adherethecontent and commandin formof statement(Metaphor) delivered bysurah*Al-Baqarah* .

3. The third related is conductedby Martanto. They find that conversation is a process of changes two variables; they are speech role and commodity

exchange. The combination between them is called speech function. This study aims at describing the kinds of speech functions and interpersonal roles created by Alex and Sara in "Hitch" movie. The result of this study show that only 10 kinds of speech functions that Alex and Sara produced in "Hitch" movie. They are statement, answer, question, acknowledgement, contradiction, command, offer, disclaimer, rejection, and acceptance. The interpersonal role from the highest speech functions produced by Alex is "statement" with 50 moves because Alex is dating consultant so he always gave statement to his client. The highest speech function produced by Sara is "statement" with 57 moves because Sara is an out spoken person so she produced more statement. But Sara also produced "question" with Realizations she is a gossip columnist so she used question to interview.

C. Conceptual Framework

The Conceptual Framework is summarized in Figure 2.6

D.

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┌─────────────────────────────┐
│          Findings           │
└─────────────────────────────┘
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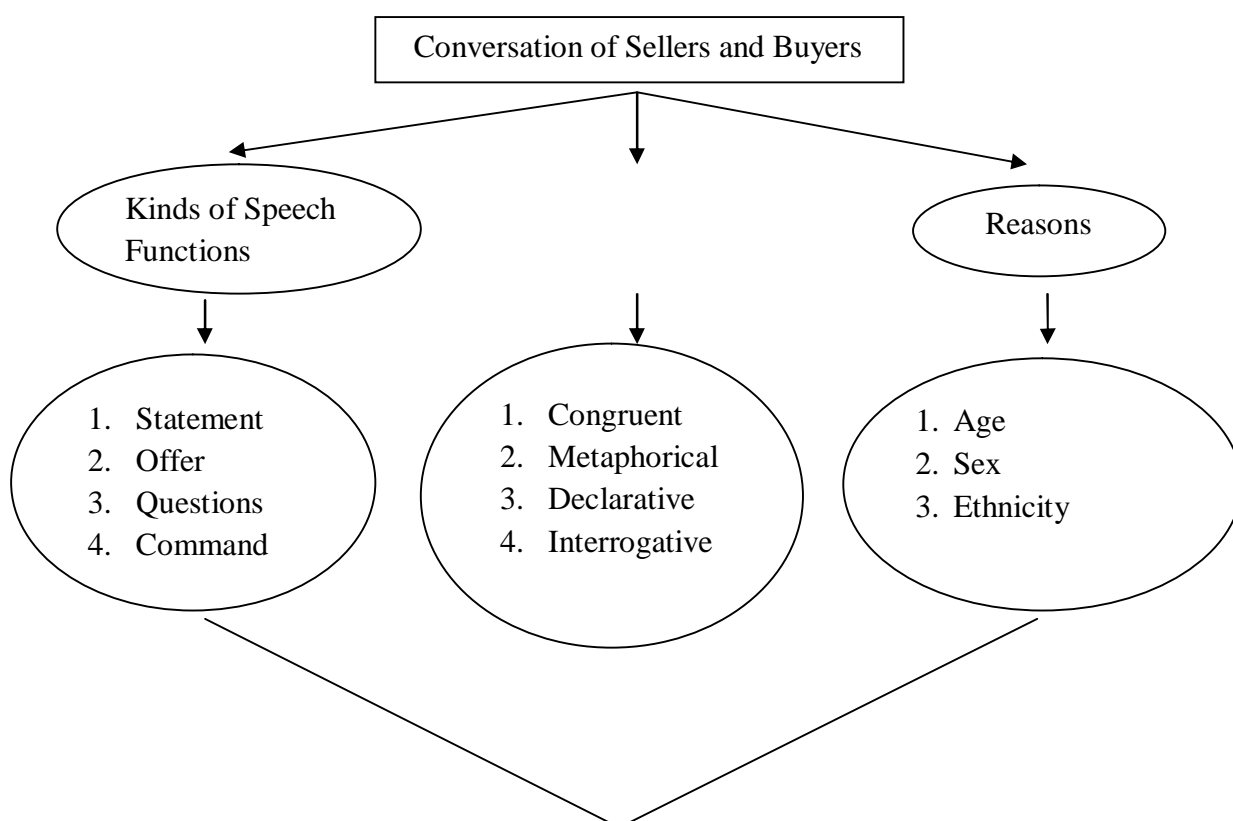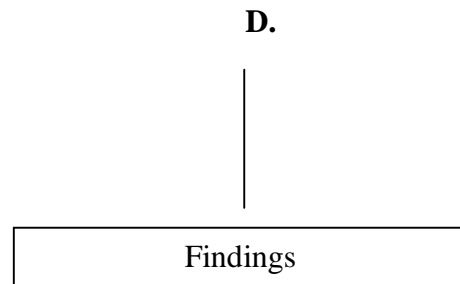
Figure 2.6 Conceptual Framework

Conversations is activity who always do the people in daily life. Every human always dialogue each other. In conversation, human being have different variety of language. The variety of language that used by human, it would make different personal understanding in conversation. This function also influence our interlocutor's understanding. Especially in conversation between sellers and buyers in commodity. How the using of speech functions of sellers and buyers influence the interlocutor's understading in conversation. Theresearcherfocusonanalyzethe speech functions inconversations between sellers and buyers on short term ang long term lasting commodity. From this research would improve the knowledge and can develop the understanding of how the using of speech functions in conversation between sellers and buyers. In the conversations between sellers and buyers, would be concerned with the three aspect, they are: the kinds of speech functions, realizations, and reason. The kinds of speech functions are statement, offer, command and questions. Realizations include congruents, metaphorical, declarative, and interrogative. And what is the reason.

In this research was used qualitative method design, the researcher classifying the types of speech functions and calculating the percentage of the

categories of speech functions. The researcher as participant observer, would be a buyers and do the conversations with the sellers. The researcher would recorded the conversations, and then identifying the speech functions of the conversations which has the types of speech functions.

CHAPTER III

METHOD OFRESEARCH

A. Research Design

Thisstudywas conductedbyusingqualitativemethoddesign that was descriptive qualitative.According to Nawawi (2004): 73) "descriptive method is interpreted as the problem solving of the investigation by describing the condition of the object at this moment based on visible facts or as it used to be. This means that this research by not the truth of theory".

B. Sourceof Data

Thesourceofdatainthisresearchwas takenfrom conversations between sellers and buyers which devide into long term and short term in commodity. It was taken in a market. Itanalyzed about speech functions.

C. TheTechniquesof Data Collection

Thedatawascollectedby usinganobservationtechnique.The types of observation technique is participant observation. Participant observationis the observer takes part in the situation he or she observes. It means observer as a buyer in the research. Whereas the researcher as a buyer. The data was collected in the market of Medan. The buyers and sellers made interaction as usually sellers and buyers. The data was a conversation between sellers and buyers by recording the conversation.

D.   **TheTechniquesofData Analysis**

Thedatawasanalyzedbyusingthefollowingsteps:

1. Identifyingthekindsof speech function

2. Classifyingthe kinds of speech function

3. Percentageof theSpeech function

    − Thepercentageof identification typesSpeech functions ofisobtained

by applying:

$$X = F/N \times 100\ \%$$

Where   X= Thepercentageof theobtained items

         F= The totalSpeech functionof each type

         N= The totalSpeech functionall types

4. Findingout the typeof speech function, which frequently used in the conversations

5. Analyzing the reason why they use the type speech function.

6. Concludingtheresultoftheresearch.

CHAPTER IV
DATA AND DATA ANALYSIS

A. Data

Data of the study were collected from conversations between sellers and buyers deals with the Speech Function. The data were taken from two market. It was Petisah and Brayan market devided into short term and long term. It was consist of nine videos. Long term consist of 4 videos and short term consist of 5 videos.

There were 16 utterances of statement, 7 utterances of question, 2 utterances of offer, and 2 utterances of command in the first video. 11 utterances of statement, 13 utterances of question, 0 utterances of offer, and 0 utterances of command in the second video. 14 utterances of statement, 13 utterances of question, 3 utterances of offer, and 2 utterances of command in the third video. 35 utterances of statement, 29 utterances of question, 6 utterances of offer, and 7 utterances of command in the fourth video. 4 utterances of statement, 6 utterances of question, 0 utterances of offer, and 1 utterances of command in the fifth video. 6 utterances of statement, 4 utterances of question, 0 utterances of offer, and 0 utterances of command in the sixth video. 5 utterances of statement, 4 utterances of question, 0 utterances of offer, and 1 utterances of command in the seventh video. 8 utterances of statement, 6 utterances of question, 2 utterances of offer and 0 utterances of command in the eighth. And 11 utterances of statement, 14 utterances of question, 0 utterances of offer, 0 utterances of command in the last video.

B. Data Analysis

After collected and identifying the data, they were classified by theory of Halliday (2014). They are statement, question, command, and offer elements. There were 232 uttereance. It can be seen in the appendix of this thesis. The number of speech function was shown in this following table:

Table 4.1 Proportion of speech function

No	Speech Function	Number	%
1	Statement	110	47
2	Question	96	41
3	Offer	13	6
4	Command	13	6
	Total	232	100

1. Type of speech function

The data of analysis in this study devided into four main parts according to Halliday's theory of Speech Function (2014). The first part dealt with the analyzing of statement, the second part dealt with question, the third dealt with the command and fourth dealt with the offer from the conversations:

a. Statement

Statement is a way of giving information that can be either positive or negative. Stetement are used to provide information, make remarks, assertions and so on. Based on the conversation between sellers and buyers. There were 111

statement of it. The statement conveys in the conversation mostly in this research is information about real price and response about the question and offer a price from the buyer.

Here are the example of utterance that showed the statement elements from each video:

1) Video 1: - *memang seperti ini warnanya*
    - *gak dia cuma 2 warna*
    - *modal pun gak dapat. Ini harga sepi aja nih ku kasih. Sepi.*
    - *Gak lah itu udah di sortir*
    - *iya dia multi fungsi jadi semuanya bisa*

2) Video 2: - *gak ada ini satu biji gitu*
    - *Ini sudah tempahan kak*
    - *Tapi putih nanti cepat jorok*

3) Video 3: - *warna milo dan biru elektrik*
    - *biasa untuk buat kerudung*
    - *gak yang merah yang warna milo*
    - *biru elektriknya hampir sama seperti yang ini*

4) Video 4: - *Tapi gak terlalu tinggi.*
    - *itu untuk bapak-bapak loh sayang. Gak mau anak lajang pake seperti ini*
    - *memang gitu aja modelnya untuk orang tua*

5) Video 5: - *8 ribu seperempat*

6) Video 6: - *sekilo 6 ribu.*

7) Video 7: - *Itu 8 ribu. Itu teri gepeng. Memang enak itu. Udah asin*

8) Video 8: - *2 hari tahan*

9) Video 9: - *ini terong belanda. Martabe itu terong belanda ini campur markisa itu*

b. Question

Question as a speech function has a purpose to demand information. Question has two responding speech function; they are answer and disclaimer.

Answer is a positive responding speech function with the sense of supporting the question of the speaker, while disclaimer is negative speech function with the sense of confronting the question. There were 96 question in the conversation.

Utterance in this conversation mostly in form of interrogative statement. But there were some not in form interrogative statement.

Here are the example of question elements that has been delivered in the conversation:

1) Video 1 :

   - *berapaan buk?*
   - *ini gak ada rusak kan?*
   - *ini free size? Kecil kali sama ku? Bisa ini?*

2) Video 2 :

   - *gak ada yang satu lusinan gitu ya kak?*
   - *Ini sarung bantal aja? Sarung guling gak ada?*
   - *kak ada sarung bantal?*

3) Video 3 :

   - *kain wolfis ada bang?*
   - *warna apa?*
   - *mau berapa meter?*

4) Video 6 :

   - *Berapa buk ini wortelnya?*
   - *mau setengah atau mau berapa?*

C. Offer

Offer is an expression of willingness to give or do something, Offer does not have an unmarked representation of mood. Offers are the odd one out, since they are not associated with a specific mood choice. Based on the

conversation,there were 13 utterance. Here are example of utterances that showed the offer elements :

1) Video 1 :
   - *itu kak. Bajunya dingin kali plong gitu aja dia. Pakai manset dalam baru pakai ini*

2) Video 3 :
   - *orang biasanya ngambil yang itu*

3) Video
   - *yang kayak gini mau?*
   - *kalau gak yang seperti ini?*

d. Command

Command is a way to receive some information, goods or service by forcing the listener to give them. A command is used to get things done or to obtain goods or services. Commands are usually used in oral interactions, though they can be found in written procedures such as instruction or in dialogue. Command is realized by impertive clauses. There were 13 utterance from the conversations. Here are the example:

1) Video 3:

   - *tunggu diambilkan yang agak terang*
   - *bayar di kasir kak*

2) Video 4

   - *Masuk yuk kak*
   - *jangan yang kaos kak*

From the utterances above, we can conclude that the conversation between sellers and buyers dominant in statement. Speech function of statement are expressed by declarative clauses; question by interrogative clauses; and

command by imperative clauses. While different with 'offer' which does not have unmarked representation of Mood.

From the data analysis above about example utterances, there are similarity and differences between short term and long term. The similarity and differencess stated in table below!

Table 4.2 Similarities and Differences between Long Term and Short Term

No	Speech Function	Long Term Commodity		Short Term Comodity	
		Number	%	Number	%
1	Statement	77	48	34	47
2	Question	62	39	34	47
3	Offer	11	7	2	3
4	Command	10	6	2	3
	Total	160	100	72	100

From the table above we see that the using of speech functions on long term is more than on short term. and Start from statement, question, offer, and command. And long term using more utterances than short term. Long term have 160 utterances and short term have 72 utterances. Long term have percentage 69% dan short term have percentage 31%.

- **Statement**

Utterances of statement in long term have 77 utterances with percentage 48% from 160 utterances in long term. In short term have 34 utterances with

percentage 47%. It show that statement in long term and short term have the same percentages from the utterances in long term and short term. it was almost 50 % utterances in long term and short term was statement. The sellers and buyers in long term and short term many using statement.

- **Question**

    Utterances of question in long term have 62 utterances with percentage 39% from 160 utterances in long term. In short term have 34 utterances with percentage 47%. It show that beside statement, question also the utterances was often used in conversation between seller and buyer. Question in long term have a bit differ with statement, and question in short term have same percentage with statement. It means in conversation between sellers and buyers prefer give statement, question, and answer.

- **Offer**

    Utterances of offer in long term have 11 utterances with percentage 7% from 160 utterances in long term. In short term only have 2 utterances with percentage 3%. In conversation between sellers and buyers the using of offer in long term was more than in short term. Sellers in long term offering more of her stuff than di short term. Because of types, kinds and model of the product in long term have more variation. And also to captivate buyers.

- **Command**

    Utterances of statement in long term have 10 utterances with percentage 6% from 160 utterances in long term. In short term only have 2 utterances with percentage 3%. In conversation between sellers and buyers the using of

offer in long term was more than in short term. While on short term have the same percentage in offer dan command only 3% of utterances in short term.

The conclution of using speech function in conversation between seller and buyer. They mostly use statement, question, and answer in conversation. The speech function of statement and question almost the same precentages, it was almost 50%. Statement and question was in realization of mood in declarative and interrogative. Answer was in form of statement or RSQ. While offer and command only a few percent, on long term only 7% and on short term only 3%.

So, the difference was on long term have more utterances and speech function, while di short term using only a few utterances and speech funtion. The similarity on long term and short term have dominant statement and question than offer and command. Offer and command in short term have similar percentages. While on long term just have a bit differ perentage yaitu 6% and 7%. While statement and question almost 50%. On long term have 48% and 39%. On short term have similar percentage yaitu 3%.

On long term did more offer their goods. They use words"ayok kak masuk" (let us go in, sis),"apa cari kak" (what are you looking for)to attract customers at the beginning of the conversation. As in video 4.

2. Realization of Speech Fuctions

In making conversation between sellers and buyers doing naturally realized speech function inside of it. The speech function find their realizations in Mood which is an aspect of interpersonal meaning at the level of lexicogrammar (Halliday 2004). The basic or proto speech function of statement, question and

command are realized espressed by declarative, interrogative, and imperative moods respectively. The speech function of offer does not have an unmarked representation of mood; rather it is potentially coded by any one of the three moods. (Saragih 2014).

After analyzing the types of speech function contaioned in conversation between seller and buyer. Here are the elaboration of the speech function realization in linguisic features from the conversaation between seller and buyer.

a. Statement

1) Video 1:
   - *memang seperti ini kak warnanya*

   - Mood   : Subject^ Finite = declarative
   - Speech Funtion   : Question
   - Markedness   : Unmarked

Memang seperti itu kak	Warnanya
Subject	Finite
Mood	Residue

2) Video 3
   - *yaudah ini aja bang yang mendekati*

   - Mood   : Subject^ Finite = declarative
   - Speech Funtion   : Question
   - Markedness   : Unmarked

Yaudah ini aja bang	Yang mendekati
Subject	Finite
Mood	Residue

3) Video 3

-ada punya bapak saya kemaren itu kainnya gak kayak gini

- Mood   : Subject^ Finite = declarative
- Speech Funtion   : Question
- Markedness   : Unmarked

Ada punya bapak saya kemaren	Kainnya gak kayak gini
Subject	Finite
Mood	Residue

b. Question

1)   Video 1 :

   berapaan buk?
   - Mood   : Finite^Subject = interrogative
   - Speech Funtion   : Question
   - Markedness   : Unmarked

Berapaan		Buk?
Wh/Compliment	Finite	Subject
Mood		Residue

2) Video 2 :

   gak ada yang satu lusinan gitu ya kak?

   - Mood   : Finite^Subject = interrogative
   - Speech Funtion   : Question
   - Markedness   : Unmarked

Gak ada yang satu lusinangitu ya	Kak?
Finite	Subject
Mood	Residue

3) Video 3 :
   kain wolfis ada bang?

- Mood   : Finite^Subject = interrogative
- Speech Funtion   : Question
- Markedness   : Marked

Kain wolfis ada	Bang ?
Finite	Subject
Mood	Residue

4) Video 6 :
   Berapa buk ini wortelnya?

- Mood   : Finite^Subject = interrogative
- Speech Funtion   : Question
- Markedness   : Unmarked

Berapa		Buk ini wortelnya?
Wh/Compliment	Finite	Subject
Mood		Residue

C. Command

1) Video 3:
   tunggu saya ambilkan yang agak terang

- Mood   : Finite^Subject = Imperative
- Speech Funtion   : Command
- Markedness   : Unmarked

Tunggu	Saya ambilkan yang agak terang
Finite	Subject
Mood	Residue

2) Video 4:
   Masuk yuk kak?

- Mood : Finite^Subject = Imperative
- Speech Funtion : Command
- Markedness : Unmarked

Masuk yuk	Kak!
Finite	Subject
Mood	Residue

3. Reason for Realization

Speech functions is semantic in the sense that it is an aspect of meaning. As semantic aspect or meaning, the four speech functions find their realizations in Mood which is an aspect of interpersonal meaning at the level of lexicogrammar.

As the conversation between sellers' and buyers' language use the kind of words are inherent in human being and life in market in Medan city. Whereas in Medan city, the dominant majority of people in Medan are Bataknese. As well as those who sell in the city of Medan. Many sellers come from Karo, Simalungun, Batak. Especially those selling in categories of short term.

The different of utterances and using language of the buyer and seller in long term and short term. The differences can be seen from the Tenor (is a type participants involved in the event), from the how is the participants. Tenor included the *status, formality, affect, and contact*. Status consist of 8 element that influence the using of language. It was *social situation, ethnicity, geography, social economic status, age, sex, position,* and *physical appearance*. In this

research, from the factor above the reason of variety of the language is mostly from the *age, gender, and ethnicity*. Whereas the social situation, geography, social economic status, physical appearance and position, not too have affect in interaction in the conversation.

From the ethnicity, it was refer to the accent and dialect of regional in Medan. As described above the place tha data taken was in Medan. In Medan the majority of people is Bataknese. Many sellers come from Karo, Simalungun, Batak in markets of Medan. Especially those selling in categories of short term. Short term in this researcher have short conversation. Bataknese famous using the thickand special characteristics or accent of language of Medan. Bataknese who to the point and firm make conversation become less utterance. So, the interaction mostly only question and answer. From the long term, it had a bit longer than short term. Whereas in long term, the sellers not only Bataknese but also from another tribe. So, the conversation had more accent and character of language. So, the interaction become more variety.

Age, younger ones are usually less talkative. Less to make interaction with other. Like in the second and third video, the seller was young people named Rini and Muslich, 25 years old and 27 years old. And the buyer was young people, it was the researcher as buyer. The interaction only give statement, question and give answer about price and product. And the utterances was the short utterance, like "how much this one?". Let us compare with the first video, whereas the seller and the buyer was the older people. Seller named Ida Purnama and the buyer was Rosmawati. The utterances was using longer utterances. Like "it actually same

with the long one. The short was different. If this one, the price is same with the long one".

Gender, "We generally treat gender as 'given' and unalterable, automatically classifying every person we encounter as female or male..." (Holmes, 303).Wodak and Benke describeWilliam Labov's analysis of similar results in a New York department store in 1966. "Women of all classes and ages use more standard variants than theirequivalent men. As the standard isusually regarded as the language of the elite, for the rest of the population an approximation tothis standard implies a deviation of one's own group". Wodak and Benke also take quote Trudgill who states "that it may be more necessary for women to secure and signal their social class linguistically". On the other hand the reason for men's continuous use of thenon standard is explained by Milroy and Milroy, "men are subject to more rigid group pressureto speak in vernacular than women...female linguistic behaviour is viewed more tolerantly thanlocal peer-groups, so that women have , in a sense, more linguistic freedom". It was same in this conversation, the women used more standart variants than men. The using of word from women was more than men. Because women and men have different in conveyed the language.

Formality, the conversation using the informal language. The language is inherent or daily language that become the special language, Medan language.

Affect, Affect is assessment, evaluation and judgment among participants in the text.This assessment can generally be categorized into 2, namely: positive or negative assessment. For a positive assessment it can be said whether the participant

supports, agrees the opinion of the other participants, whether one participant is appreciative, flattering the other participants and so on. Negative judgments can be seen whether one participant is attacking, criticizing, mocking, criticizing, or disapproving of the opinions of the other participants. Because connversation between seller and buyer in the market, so in this conversation there was no affect positive and negative.

Contact is like contact, evaluate the use of the language currently in use in the text. Whether the language used is familiar or not, it means that all participants involved in it understand and understand the language that is being used in the text (verbal social process). As stated above, the language used in the conversation was inherent or daily language. So, the language is familiar to the both. From the conversation the seller and buyer understand the language used in the text.

In this conversation used term of speech function. Because speech function in language to make easy the communication. Cause language convey message that include meaning. Those utterance use language to interact with other people, to etablish and maintain relations with them, to influence their behavior, to express our own point on everything, to make relation with buyer to buy our goods Especially, when we sell, should use daily language that was easy to understand to attract the buyers. However, language was very important to fulfill people needs. Moreover, those utterances can be presented the speech function because the grammar which was contain in the utterances are prove the term of the realization of speech function itself.

C. Research Findings

After analyzing data and describing each part of speech function, finally the writer concluded that:

1) The first part dealt with the analyzing of Statement, Question, Offer and Command from each kind of video. There were 232 utterances conveyed by the sellers and buyers. That utterances devided into 9 videos. In the first video found 16 utterances of statement, 7 utterances of question, 2 utterances of offer, and 2 utterances of command in the first video. 11 utterances of statement, 13 utterances of question, 0 utterances of offer, and 0 utterances of command in the second video. 14 utterances of statement, 13 utterances of question, 3 utterances of offer, and 2 utterances of command in the third video. 35 utterances of statement, 29 utterances of question, 6 utterances of offer, and 7 utterances of command in the fourth video. 4 utterances of statement, 6 utterances of question, 0 utterances of offer, and 1 utterances of command in the fifth video. 6 utterances of statement, 4 utterances of question, 0 utterances of offer, and 0 utterances of command in the sixth video. 5 utterances of statement, 4 utterances of question, 0 utterances of offer, and 1 utterances of command in the seventh video. 8 utterances of statement, 6 utterances of question, 2 utterances of offer and 0 utterances of command in the eighth. And 11 utterances of statement, 14 utterances of question, 0 utterances of offer, 0 utterances of command in the last video. Utterances above, consist of 110 are statement, 96 questions, 13 offer, and 13 command. From the conversation between sellers and buyers devided into short term and long term lasting

commodity have different result between short term and long term. In long term have 160 utterances. Statement have 77 utterances, question have 62 utterances, offer have 11 utterances, and command have 10 utterances. In short term have 72 utterances. Statement have 34 utterances, question have 34 utterances, offer have 2 utterances, and command have 2 utterances.

2. The speech function of statement, questions, and command are realized by declarative, interrogative, and imperative caluses in which statements are mostly expressed by declarative clauses, question by interrogative clauses and command by imperative clauses. They are different with 'offer' which does not have unmarked representation of Mood.

3. Because language convey message that include meaning. Those utterances also use language to interact with other people, to establish, to maintain relation, to influences their behavior, to express our point. Moreover, for sellers and buyers in conversations. Sellers should be ensure the buyers to interact to their product. It was depent on the tribe of the sellers in used the language. So, language was very important to fulfiil people needs such as to represent, to exchange, and to organize our experience.

D. Discussions

In their unmarked or marked representations, the speech function of statement, question, and command are realized by declarative, interrogative and imperative moods. But the speech function of offer does not have an unmarked presentation of mood.

From the explanation of data analysis above, showed that the dominantly types of speech function in conversation between sellers and buyers show was statement, 110 utterance of statement which realized in declarative. And then followed by question and command.

From the conversation between sellers and buyers devided into short term and long term lasting commodity have different result between short term and long term. There were 232 utterances used in this conversation. Long term have more utterances of 160 utterances. Whereas statement was dominantly utterance. And short term have 72 utterances where statement and question have same 34 utterances. It can be influenced from the goods what they selling. Long term sells the goods which have long temporary of the product and have much more the variaty the kinds and motif of the product. The buyers have more consideration to buy it. So that the buyers and sellers have more long conversation about the kinds of products. And the dominant types of speech function was statement. It can be influenced from the sellers give more explanation about the product to make buyers interest. And from the short term have same the total of statement and question. It can be influenced by the goods that buying. Short term sells the products which less in the kinds and type of the product. The product of the short term like fish, vegetables, and fruits, buyers can see the quality of the product by themselves. Interaction in short term just limited about the question of "it is sweet or not?", "how long has it been?" , "how much?" and the answer not need the long answer. If we know the answer of quality, we just touch it or smeel it. So, that ways no need long conversastion in short term.

The use of language by sellers and buyers was inherent with local language. In Medan city the majority of people was Bataknese which using the thick characteristics of language of Medan. Because the characteristic of medan was Bataknese. Bataknese who not stale nad firm make conversation not become less utterance. The majority of the sellers in short term was Batanese. So, short term in this researcher have short conversation.

CHAPTER V

CONCLUSIONS AND SUGGESTIONS

A. Conclusions

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

(1)   There were 232 utterance conveyed by sellers and buyers in 9 video. The object devided into 2 term; long term and short term. Long term consist in the video 1 to 4, short term consist in video 5 to 9. Long term have more utterances in conversations than short term. Long term have 160 utterances, statement have 77 utterances, question have 62 utterances, offer have 11 utterances, and command have 10 utterances. In short term have 72 utterances. Statement have 34 utterances, question have 34 utterances, offer have 2 utterances, and command have 2 utterances. Over all dominant speech functions is statement with 110 utterances, question with 76 utterances, offer with 13 utterances, and command with 12 utterances.

(2)   They mostly use statement, question, and answer in conversation. The speech function of statement and question almost the same precentages, it was almost 50%. Statement and question was in realization of mood in declarative and interrogative. Answer was in form of statement or RSQ. While offer and command only a few percent, on long term only 7% and on short term only 3%.

(3)   The difference of utterances and using of language of the buyer and seller be seen from the Tenor (is a type participants involved in the event), from the how is the participants. Tenor included the *status, formality, affect, and contact*. Differences of using the language is mostly from the *age,gender, andethnicity*.

B. Suggestions

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

(1)   For the   teacher to enlarge the knowledge not only in the educational field but also in other field such as the conversation in the market between sellers and buyers as well to provide students ability in analyzing the function of utterance.

(2)   For the students in learning realization of speech function to make it understand the meaning. Moreover, it may also be reference for language learners who are interested in the analysis of literary work in terms of conversation.

(3)   For the other researcher and language author, as recommended about speech function. And also the recommended for aspect of sociolinguistics. It will help the researcher to find many theories about speech function and other research in same scope.

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A. Appendix I

The analysis of utterances in conversation between sellers and buyers on long term lasting commodity show video 1

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
1	Itu kak. Bajunya dingin kali plong gitu aja dia. Pakai manset dalam baru pakai ini			√	
2	berapaan buk?		√		
3	90 aja ini	√			
4	dikasih 50 ku ambil		√		
5	memang seperti ini kak warnanya	√			
6	gak dia cuma 2 warna	√			
7	60 aja lah kalau gak			√	
8	gak dapat kak	√			
9	Ini 20 ya.		√		
10	gak dapat kak	√			
11	celana tadi 20 boleh ya.		√		
12	modal pun gak dapat. Ini harga sepi aja nih ku kasih. Sepi.	√			
13	yang pendek aja 30	√			
14	udah 20 aja				√
15	gak dapat sayang, modal ku pun gak dapat. Modal ku pun 25	√			
16	ini gak ada rusak kan?		√		

No	Utterances	Statement	Question	Offer	Command
17	Gak lah itu udah di sortir	√			
18	ya manatau namanya manusia ada kesilapan	√			
19	iya dia multi fungsi jadi semuanya bisa	√			
20	ini 20 aja ya?		√		
21	tega kali lah dirimu sayangku	√			
22	ini free size? Kecil kali sama ku? Bisa ini?		√		
23	bisa, semua bisa pake ini. Memang kayak gini harus ketat lah longgar-longgar untuk apa.	√			
24	ini kak sebenarnya sama saja kayak yang panjang. Yang pendek itu yang beda. Ini sama harganya sama yang panjang.	√			
25	udah 25 aja, udah kutambahi 5000				√
26	Duet ku tinggal 25	√			
27	Modal ku aja pun gak cukup. Udah baju pun kayak gitu	√			

The analysis of utterances in conversation between sellers and buyers on long term lasting commodity show video 2

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
28	kak ada sarung bantal?		√		

29	gak ada yang satu lusinan gitu ya kak?		√		
30	gak ada kak ini satu biji gitu	√			
31	ini berapaan satu kak?		√		
32	30 satu kak	√			
33	Ini sarung bantal aja? Sarung guling gak ada?		√		
34	kakak mau lihat sarung guling?		√		
35	kalau yang ini berapa kak?		√		
36	Sama. 30 juga	√			
37	Ini pakai karet?		√		
38	Ini sudah tempahan kak	√			
39	Gak bisa kurang kak?		√		
40	Gak bisa kak	√			
41	Yang mana yang cantik ini?		√		
42	Yang ini cantik kak	√			
43	Tapi putih nanti cepat jorok.	√			
44	Kalau yang ini aja berapa kak?		√		
45	30 x 4 jadi 120 kak	√			
46	Yang lain gak ada ya kak?		√		
47	Cuma ini stok nya kak. Yang ini bantal panjang-panjang.	√			
48	Sama spreinya gak kak?		√		
49	Spreinya sudah. Kemaren beli yang	√			

No	Utterances				
		pakai seleting gitu. Kalau itu kan gak sama bantalnya.			
50	Yang mana ini kak?		√		
51	Ini sama yang ini	√			

The analysis of utterances in conversation between sellers and buyers on long term lasting commodity show video 3

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
52	bang kain wolfis ada bang?		√		
53	warna apa?		√		
54	warna milo dan biru elektrik	√			
55	gelap kali yang ini	√			
56	tunggu diambilkan yang agak terang				√
57	Yang kayak gini ya. yang seperti ini bang warnanya	√			
58	mau berapa meter?		√		
59	biasa untuk buat kerudung.	√			
60	Yang milo yang seperti ini aja bang warnanya?.		√		
61	yang merah?		√		
62	gak yang merah yang warna milo	√			
63	warna ini gak ada	√			
64	yaudah ini aja bang yang mendekati	√			
65	orang biasanya ngambil			√	

	yang itu				
66	yang warna biru elektriknya?		√		
67	Yaudah yang ini satu. Satu dua	√			
68	udah ini aja?		√		
69	yang biru elektriknya gk ada?		√		
70	mau berapa meter?		√		
71	sama aja. biasa untuk kerudung kok	√			
72	biru elektriknya hampir sama seperti yang ini (menunjukkan gambar) kurang gelap aja sedikit aja.	√			
73	yang mana yang kayak gini?		√		
74	nah ini kak. Ini yang terakhir			√	
75	sama ukurannya?		√		
76	Bang kalau yang brukat itu berapa?		√		
77	yang itu 190 untuk satu baju	√			
78	oh satu baju berarti dua meter	√			
79	ini kak harga biasa.			√	
80	biasa harga 26.	√			
81	bayar di kasir kak				√
82	dimana kasirnya?		√		
83	kak ini kembaliannya. Terima kasih.	√			

The analysis of utterances in conversation between sellers and buyers on

long term lasting commodity show video 4

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
84	apa cari kak?		√		
85	Masuk yuk kak?				√
86	kak ada celana pendek untuk bapak-bapak?		√		
87	mau yang seperti apa? Gemuk orang nya?		√		
88	gak sih. Tapi gak terlalu tinggi.	√			
89	Yang mana kak?		√		
90	jangan yang kaos kak				√
91	gak mau yang seperti ini.	√			
92	yang kayak gini mau?			√	
93	Tapi model lain lah kak				√
94	Untuk bapak-bapak loh kak	√			
95	ya itu untuk bapak-bapak loh sayang. Gak mau anak lajang pake seperti ini	√			
96	modelnya seperti ini aja		√		
97	memang gitu aja modelnya untuk orang tua	√			
98	kalau gak yang seperti ini?			√	
99	gak mau kayak gitu	√			
100	Gak muat kayaknya kalau ini.	√			
101	timbangan 80 ada?		√		

102	Itu untuk timbangan besar orang gemuk dia itu.	√			
103	gak gemuk-gemuk banget sih.	√			
104	ini kan nanti ketarik. Ini udah besar loh sayang.	√			
105	kalau yang panjang lagi ada kak?		√		
106	segini aja dia standart nya.	√			
107	kalau yang segini ada kak dibawah lutut?		√		
108	ini segini aja sayang gak ada lagi. ini udah dalam loh	√			
109	ini berapaan kak?		√		
110	35 an itu.	√			
111	model lain gak ada ya kak		√		
112	gitu aja dia sayang	√			
113	ada punya bapak saya kemaren itu kainnya gak kayak gini	√			
114	35 bisa kurang lah?		√		
115	gak kurang lagi. harga obral aja. Semalam buka harga 65 itu.	√			
116	kalau yang itu berapa buk yang disana?		√		
117	ini 15	√			

No	Utterance				
118	Itu sama panjangnya?		√		
119	kalau mau yang panjang ada yang panjangnya. Tapi gak panjang kali ya. standart	√			
120	itu kaos kan kak?		√		
121	warnanya ini aja ya kak?		√		
122	iya. Tinggal dua	√			
123	gak ada biru?		√		
124	memang gak ada birunya dia	√			
125	Satu aja lah dulu				√
126	lain gak? Sprei, handuk		√		
127	handuk berapa?		√		
128	ini 65 bisa kurang. Ini 75. kalau ini 95 yang gucci	√			
129	gucci ini yang cantik. Ini warnanya.			√	
130	bisa kurang kan kak?		√		
131	bisa. Biru, orange, merah warnanya. Ini yang 65 agak kecil dia gucci nya. Kalau ini yang besar			√	
132	yang dicari yang lebar kak	√			
133	ini kan lebar, udah besar dia. Standart nya ini.	√			
134	Adek yang pake?		√		
135	Warnanya kalau ini tinggal dua. Merah	√			

	jambu				
136	Kalau yang itu?		√		
137	sama ini pun standart juga ukurannya. Banyak warna dia			√	
138	yang meresap kak!				√
139	ini pun meresap juga loh sayang. iya kita jual yang ngisap. Kalau yang 15 an itu gak ngisap dia	√			
140	kalau ini berapa kak?		√		
141	ini 75 bisa kurang sayang. Ini warnanya			√	
142	Kalau yang ini?		√		
143	sama 75 yang ini 65.	√			
144	Itu kan agak kecil dia ini yang lebarnya dia.	√			
145	iya mau yang lebar	√			
146	iya ini lah yang lebar	√			
147	meresap ini kan kak?		√		
148	ngisap sayang ku. Kalau udah biasa pake gucci tau	√			
149	Berapa kurang nya?		√		
150	50 lah		√		
151	60 aja kak. Dasar harga	√			
152	sama yang itu jadi berapa?		√		
153	yang ini 50 lah. Jadi 85				√
154	55 aja lah jadi 90	√			
155	ini aja warna biru?		√		

No	Utterances	Statement	Question	Offer	Command
156	ada biru, orange, merah jambu.	√			
157	yang lain? Sprei-sprei gak?		√		
158	sudah. Ini kak uangnya.	√			
159	Jual ya				√
160	Iya beli	√			

The analysis of utterances in conversation between sellers and buyers on short term lasting commodity show video 5

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
161	yang mana dek?		√		
162	kak ini cabe berapa kak?		√		
163	8 ribu seperempat	√			
164	kak plastik yang kecil aja				√
165	berapa kilo kak?		√		
166	sedikit aja seperempat aja	√			
167	nah seperempat	√			
168	tomat berapa kak?		√		
169	ini buat 2000 aja ya?		√		
170	berapa kak?		√		
171	10000	√			

The analysis of utterances in conversation between sellers and buyers on short term lasting commodity show video 6

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
172	Berapa buk ini wortelnya?		√		
173	sekilo 6 ribu.	√			
174	mau setengah atau mau berapa?		√		
175	setengah aja	√			
176	yang cantik yang ini	√			
177	Yang lain?		√		
178	kalau yang ini?		√		
179	yang ini jelek.	√			
180	cantikkan yang ini lah	√			
181	iya haha. Udah buk ini aja buk. Nah buk (memberi uang). Terima kasih	√			

The analysis of utterances in conversation between sellers and buyers on short term lasting commodity show video 7

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
182	buk yang ini berapa?		√		
183	tujuh ribu seons	√			
184	buk kalau yang ini		√		

No	Utterances	Statement	Question	Offer	Command
	berapa?				
185	Itu 8 ribu. Itu teri gepeng. Memang enak itu. Udah asin itu dek.	√			
186	kalau ini teri nasi ya?		√		
187	iya. 14 ribu	√			
188	yaudah buk yang ini aja	√			
189	mau berapa?		√		
190	se ons aja	√			
191	kurang ini dek				√

The analysis of utterances in conversation between sellers and buyers on short term lasting commodity show video 8

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
192	buk, nanas nya berapa?		√		
193	ada yang 8 ribu 2, 7500 satu, 5 ribu sama 10 ribu 3.	√			
194	Mau yang mana?		√		
195	yang 10 ribu 3 aja	√			
196	yang mana ini?		√		
197	Yang manis pak	√			
198	mau berapa? Tiga?		√		
199	yang ini yang manis. Gak kecewa. Ini kak yang ini manis kali ini. Jangan tengok			√	

No	Utterances	Statement	Question	Offer	Command
	besarnya.				
200	gak. Maksudnya kan gak dimakan hari ini juga. Kan ada untuk yang besok lagi.	√			
201	besok tahan, besoknya tahan. Keras itu.			√	
202	Besok tahan kan pak?		√		
203	2 hari tahan	√			
204	kalau yang ini?		√		
205	untuk hari ini	√			
206	yang ini agak lembek pak	√			
207	dimandikan ini dari sana ini ka agak lembek. Dimandikan biar jangan berabu dia. Jangan tengok besarnya.	√			

The analysis of utterances in conversation between sellers and buyers on short term lasting commodity show video 9

No	Utterances	Types of Speech Functions			
		Statement	Question	Offer	Command
208	kak ini martabe?		√		
209	ini terong belanda. Martabe itu terong belanda ini campur markisa itu	√			
210	oh ini berapa kak?		√		
211	9 ribu	√			

212	sekilo?		√	
213	memilih yang manisnya yang gimana ini? Yang lembek gitu?		√	
214	beli setengah aja.	√		
215	setengah aja?		√	
216	Di jus enak ini kan kak?		√	
217	Setengah aja dek?		√	
218	5 ribu itu kubuat	√		
219	kak bawang berapa?		√	
220	5 ribu seperempat	√		
221	Buat?		√	
222	buat deh	√		
223	sudah?		√	
224	sudah itu aja	√		
225	Kalau kentang itu berapa kak?		√	
226	kentang 9 ribu yang kecil 6 ribu	√		
227	yang mana 9 ribu? Yang ini?		√	
228	iya. yang besar	√		
229	Itu kentang merah ya?		√	
230	Iya. Campur itu.	√		
231	Sama harganya?		√	
232	Sama. yaudah kak itu aja. Ini uangnya. Terima kasih	√		

B. Appendix II

I. The Transcription of The Data
I. The Transcription of Long Term Category
1. The Transcription of First Video
Corresponde : Mrs Ida Purnama

The Buyer walking around the shop

Seller: itu kak. Bajunya dingin kali plong gitu aja dia. Pakai manset dalam baru pakai ini.

Buyer : berapaan buk?

Seller : 90 aja ini.

Buyer : idihh....... dikasih 50 ku ambil. Warna nya pun gak ada lain.

Seller : memang kayak gini warnanya

Buyer : yang terang gitu

Seller : gak dia Cuma 2 warna.

Buyer : 60 aja lah kalau gak. (Sambil melihat celana pendek). Ini 20 ya.

Seller : gak dapat kak

Buyer : baju nya 60 lah

Seller : (mengambil baju yang di patung)

Buyer : celana tadi 20 boleh ya.

Seller : duhh.. modal pun gak dapat. Ini harga sepi aja nih ku kasih. Sepi.

Buyer : untuk dalaman aku ini

Seller : iya. yang pendek aja 30

Buyer : udah 20 aja (sambil memberi uang)

Seller : gak dapat sayang, modal ku pun gak dapat. Modal ku pun 25 (sambil memberi barang)

Buyer : ini gak ada rusak kan?

Seller : Gak lah itu udah di sortir

Buyer : ya kan manatau namanya manusia ada kesilapan Hahaha, kayak kain ya (sambil membentangkan kain)

Seller : iya dia multi fungsi jadi semuanya bisa

Buyer : ini 20 aja ya? (menunjuk celana tadi)

Seller : ihhh tega kali lah dirimu sayangku

Buyer : untuk dalaman aja

Seller : tega kali lah

Buyer : ini free size? Kecil kali sama ku? Bisa ini?

Seller: bisa, semua bisa pake ini. Memang kayak gini harus ketat lah longgar-longgar untuk apa.

Buyer : aku kan punya baju segini (menunjuk lutut) untuk dalaman

Seller: ini kak sebenarnya sama saja kayak yang panjang. Yang pendek itu yang beda. Ini sama harganya sama yang panjang.

Buyer : udah 25 aja, udah kutambahi 5000

Seller : 30 lah.

Buyer : Duet ku tinggal 25.

Seller : Aihh. Modal ku aja pun gak cukup. Udah baju pun kayak gitu.

Buyer : Ihhhh.. ya Allah
Seller : hahhaha

2. The Transcription of Second Video
Sell the Pillow Case
Corresponden: Dini

Buyer : kak ada sarung bantal?
Seller : ada kak (sambil mencari barang)
Buyer : gak ada yang satu lusinan gitu ya kak?
Seller : gak ada ini satu biji gitu
Buyer : ini berapaan satu kak?
Seller : 30 satu kak
Buyer : ini 30?
Seller : Iya kak
Buyer : Ini sarung bantal aja? Sarung guling gak ada?
Seller : kakak mau lihat sarung guling? Gulingnya ada ini (pergi mengambil
                  sarung guling)
Buyer : kalau yang ini berapa kak?
Seller : Sama. 30 juga
Buyer : Ini pakai karet?
Seller : Ini sudah tempahan kak
Buyer : Gak bisa kurang kak?
Seller : Gak bisa kak
Buyer : Yang mana yang cantik ini?
Seller : Yang ini cantik kak (sambil menunjuk yang warna putih)
Buyer : Tapi putih nanti cepat jorok.
           Kalau yang ini aja berapa kak?
Seller : 30 x 4 jadi 120 kak
Buyer : Yang lain gak ada ya kak?
Seller : Cuma ini stok nya kak. Yang ini bantal panjang-panjang.Sama spreinya
         gak kak?
Buyer: Spreinya sudah. Kemaren beli yang pakai seleting gitu. Kalau itu kan gak
          sama bantalnya.
Seller : Iya. Yang mana ini kak?
Buyer : Ini sama yang ini (sambil menunjuk barang)

3. The Transcription of Third Video
Sell the fabric
Corresponden: Muslich

Buyer : bang kain wolfis ada bang?
Seller : ada, warna apa?
Buyer : warna milo dan biru elektrik

Seller : (menunjukkan kainnya)

Buyer : gelap kali yang ini

Seller : tunggu diambilkan yang agak terang

Buyer: duhh. Yang kayak gini ya. yang seperti ini bang warnanya. (menunjukkan gambar)

Seller : mau berapa meter?

Buyer: biasa untuk buat kerudung. Yang milo yang seperti ini aja bang warnanya?. Yang milo pun kurang juga. Yang kayak gini bang warnanya.

Seller : yang merah?

Buyer : gak yang merah yang warna milo.

Seller : warna ini gak ada

Buyer : yaudah ini aja yang mendekati

Seller : orang biasanya ngambil yang itu

Buyer: yang warna biru elektriknya? Yaudah yang ini satu (menunjuk warna milo). Satu dua

Seller : udah ini aja?

Buyer : yang biru elektriknya gk ada?

Seller : mau berapa meter?

Buyer : sama aja. biasa untuk kerudung kok.

Seller : sama. semeter dua puluh?

Buyer: biru elektriknya hampir sama seperti yang ini (menunjuk gambar) kurang gelap aja sedikit aja.

Seller : yang mana yang kayak gini? (menunjuk kain) bentar ya. nah ini kak. Ini yang terakhir

Buyer : hah ini dia. Bisa lah. Yaudah ini.

Seller : sama ukurannya?

Buyer : iya sama. Bang kalau yang brukat itu berapa?

Seller : yang mana?

Buyer : yang itu.

Seller : Oh yang itu. 190 untuk satu baju

Buyer : oh satu baju berarti dua meter.

Seller : ini aja kak?

Buyer : udah itu aja.

Seller : ini kak harga biasa.

Buyer : eh biasa harga 26. Macam tidak biasa

Seller : bayar di kasir kak.

Buyer : dimana kasirnya? Oh ini. Ini pak (menyerahkan uang)

Seller : kak ini kembaliannya. Terima kasih.

Buyer : terima kasih bang.

4. The Transcription of Fourth Video
Sell the Towel and Pants
Corresponden: Vera Nst

Seller : apa cari kak? Masuk yuk kak?

Buyer : kak ada celana pendek untuk bapak-bapak?

Seller : ada. mau yang seperti apa? Gemuk orang nya?

Buyer : gak sih. Tapi gak terlalu tinggi. Yang mana kak?

Seller : yang gini-gini lah. yang ini (menunjukka celana)

Buyer : pendek. jangan yang kaos kak

Seller : ini?

Buyer : gak mau yang kayak gini.

Seller : yang kayak gini mau?

Buyer: hah. Yang kayak-kayak gini. Tapi model lain lah kak. Untuk bapak-bapak loh kak

Seller : ya itu untuk bapak-bapak loh sayang. Gak mau anak lajang pake kayak-kayak ini

Buyer : modelnya seperti ini aja

Seller : memang gitu aja modelnya untuk orang tua. kalau gak yang seperti ini?

Buyer : gak mau kayak gitu. bagus ini?. Gak muat kayaknya kalau ini.

Seller : timbangan 80 ada? Itu untuk timbangan besar orang gemuk dia itu.

Buyer : gak gemuk-gemuk banget sih.

Seller : ini kan nanti ketarik. (sambil menarik pinggang celananya). Ini udah besar loh sayang.

Buyer : kalau yang panjang lagi ada kak?

Seller : segini aja dia standart nya.

Buyer : kalau yang segini kak. Dibwah lutut

Seller : ini segini aja sayang gak ada lagi. ini udah dalam loh

Buyer : ini berapaan kak?

Seller : 35 an itu.

Buyer : model lain gak ada ya kak

Seller : gitu aja dia sayang

Buyer : ada punya bapak awak kemaren itu kainnya gak kayak gini. 35 bisa kurang lah?

Seller : gak kurang lagi. harga obral aja. Semalam buka harga 65 itu.

Buyer : kalau yang itu berapa buk yang disana?

Seller : ini 15

Buyer : oh itu 15 ya. Itu sama panjangnya?

Seller : kalau mau yang panjang ada yang panjangnya. Tapi gak panjang kali ya. standart

Buyer : itu kaos kan kak?

Seller : iya

Buyer : warnanya ini aja ya kak?

Seller : iya. Tinggal dua

Buyer : gak ada biru?

Seller : memang gak ada birunya dia

Buyer : cantikkan mana? Satu aja lah dulu.

Seller : lain gak? Sprei, handuk.

Buyer : handuk berapa?

Seller : ini 65 bisa kurang. Ini 75. kalau ini 95 yang gucci

Buyer : gucci ini yang cantik

Seller : Ini warnanya.

Buyer : bisa kurang kan kak?
Seller : bisa. Biru, orange, merah warnanya. Ini yang 65 agak kecil dia gucci
nya. Kalau ini yang besar.
Buyer : yang dicari yang lebar kak
Seller : ini kan lebar, udah besar dia. Standart nya ini. Adek yang pake?
Warnanya kalau ini tinggal dua. Merah jambu
Buyer : ini yang biru. Sama gucci juga. Kalau yang itu?
Seller : sama ini pun standart juga ukurannya. Banyak warna dia
Buyer : yang meresap kak
Seller : ini pun meresap juga loh sayang. iya kita jual yang ngisap. Kalau yang
15 an itu gak ngisap dia
Buyer : kalau ini berapa kak?
Seller : ini 75 bisa kurang sayang. Ini warnanya
Buyer : kalau yang ini?
Seller : sama 75 yang ini 65. Itu kan agak kecil dia ini yang lebarnya dia.
Buyer : iya mau yang lebar
Seller : iya ini lah yang lebar
Buyer : meresap ini kan kak?
Seller : ngisap sayang ku. Kalau udah biasa pake gucci tau
Buyer : iya memang. Berapa kurang nya? 50 lah
Seller : 60 aja kak. Dasar harga
Buyer : sama yang itu jadi berapa?
Seller : 95
Buyer : yang ini 50 lah. Jadi 85
Seller : 55 aja lah jadi 90
Buyer : ini aja warna biru?
Seller : ada biru, orange, merah jambu.
Buyer : warna biru aja lah. Biar gak nampak jorok
Seller : yang lain? Sprei-sprei gak?
Buyer : sudah. Ini kak uangnya.
Seller : makasih ya. Jual ya
Buyer : iya. beli.

I. The Transcription of Short Term Category
5. The Transcription of Fifth Video
Corresponde : Nur
Buy Chili and Tomato

Seller : yang mana dek?
Buyer : kak ini cabe berapa kak?
Seller : 8 ribu seperempat
Buyer : kak plastik yang kecil aja
Seller : berapa kilo kak?
Buyer : sedikit aja seperempat aja
Seller : nah seperempat

Buyer : tomat berapa kak? (sambil memilih tomat)
Seller : ini buat 2000 aja ya.?
Buyer : ya kak. berapa kak?
Seller : 10000

6. The Transcription of Sixth Video
Corresponde : Rida
Buy Carrot

Buyer : buk ini wortelnya berapa?
Seller : sekilo 6 ribu. mau setengah atau mau berapa?
Buyer : setengah aja.
Seller : yang cantik yang ini. Yang lain?
Buyer : kalau yang ini?
Seller : yang ini jelek.
Buyer : sama. Tapi jelek
Seller : cantikkan yang ini lah
Buyer : iya haha. Udah buk ini aja buk. Nah buk (memberi uang). Terima kasih

7. The Transcription of Seventh Video
Corresponde : Mamak Winsan
Buy Anchovy

Buyer : buk yang ini berapa?
Seller : tujuh ribu seons
Buyer : buk kalau yang ini berapa?
Seller : Itu 8 ribu. Itu teri gepeng. Memang enak itu. Udah asin itu dek.
Buyer : kalau ini teri nasi ya?
Seller : iya. 14 ribu
Buyer : yaudah buk yang ini aja
Seller : (memberi piring)
Buyer : (memilih teri)
Seller : mau berapa?
Buyer : se ons aja.
Seller : kurang ini dek
Buyer : oh iya (menambahkan terinya)
Seller : nah. (memberi teri)
Buyer : (memberi uang). Terima kasih buk.

8. The Transcription of Eighth Video
Corresponde : Erika Pardosi
Buy Pineapple

Buyer : buk, nanas nya berapa?
Seller : ada yang 8 ribu 2, 7500 satu, 5 ribu sama 10 ribu 3. Mau yang mana?
Buyer : yang 10 ribu 3 aja

Seller : yang mana ini?
Buyer : ya. Yang manis pak
Seller : mau berapa? Tiga?
Buyer : iya.
Seller : yang ini yang manis. Gak kecewa. Ini kak yang ini manis kali ini (sambil
        menunjukkan nanasnya). Jangan tengok besarnya.
Buyer : gak. Maksudnya kan gak dimakan hari ini juga. Kan ada untuk yang
        besok lagi.
Seller : besok tahan, besoknya tahan. Keras itu.
Buyer: iya soalnya untuk besoknya. Ini kan kita lama bakalan makannya. Besok
        tahan kan pak?
Seller : 2 hari tahan
Buyer : kalau yang ini? (menunjuk nanasnya)
Seller : untuk hari ini
Buyer : yang ini agak lembek pak
Seller : dimandikan ini dari sana ini ka agak lembek. Dimandikan biar jangan
        berabu dia. Jangan tengok besarnya. (sambil membungkus nanasnya)
Buyer : yaudah

9. The Transcription of First Video
Corresponde : Kak Tika
Buy Onion and Martabe

Buyer : kak ini martabe?
Seller : ini terong belanda. Martabe itu terong belanda ini campur markisa itu.
        (menunjuk markisa)
Buyer : oh ini berapa kak?
Seller : 9 ribu
Buyer : sekilo?
Seller : iya
Buyer : memilih yang manisnya yang gimana ini? Yang lembek gitu?
Seller : (memilihkan buahnya)
Buyer : beli setengah aja.
Seller : setengah aja?
Buyer : iya. Di jus enak ini kan kak?
Seller : enak lah. Setengah aja dek? 5 ribu itu kubuat
Buyer : kak bawang berapa?
Seller : 5 ribu seperempat. Buat?
Buyer : buat deh.
Seller : (mengambilkan bawang). sudah?
Buyer : sudah lah itu aja. Kalau kentang itu berapa kak?
Seller : kentang 9 ribu yang kecil 6 ribu
Buyer : yang mana 9 ribu? Yang ini?
Seller : iya. yang besar
Buyer : Itu kentang merah ya?
Seller : Iya. Campur itu.

Buyer : Sama harganya?
Seller : Sama
Buyer : yaudah kak itu aja. Ini uangnya. Terima kasih