



## Illocutionary Acts in Jack Ma's Inspiring Speech in His Graduation at The University of Hongkong

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**Abstract:** *This study addresses types of illocutionary acts in Jack Ma's inspiring speech in his graduation at the University of Hongkong. The meaning or the function of an utterance in speech-acts can merely be analyzed based on the acts of illocution made by the speaker. In other words, the hearer will be able to give any responses to the utterances made by the speaker if he or she understands the intention of speaker's utterances. The research is categorized as descriptive qualitative based on Moleong's theory (2014:82). It aimed to find the types of illocutionary act performed by Jack Ma's speech in his graduation at the University of Hongkong, to describe the intended forces of each type of illocutionary act performed in that speech, and to find out the context supported interpretation of meaning in illocutionary acts. The findings indicates that there are 7 types of illocutionary acts such : 0 (0%) for declarative, 58 (62 %) for assertive, 11 (12 %) for expressive, 3 (3 %) for directive, 11 (12 %) for commissive, 4 (4 %) for assertive expressive and 7 (7 %) for assertive directive. It means that most of dominant of illocutionary acts is assertive. And context supported the interpreting of meaning performed illocutionary acts can be mentioned through the participants, the setting or social context of interaction, the topic, and the function. All these explanations guided the audience to catch the truly meaning of a speaker.*

**Keywords:** *speech acts; illocutionary acts; context*

### I. Introduction

Leech (1983:9) states that semantics is studying the meanings of words as well as their meanings within a sentence. It means that semantics relate to linguistics expression and their meaning. While, pragmatics is studying the meaning of words and sentences that is emphasized on their context. Yule (2006: 12) states that pragmatics is one of the branches of linguistics which is concerned with the study of meaning in context of the speaker utterance. It means that pragmatics is used to study about speaker's meaning based on the context of the utterances and situations when it occurs. In Yule's semantic analysis, there are phrases or expressions consisting of more than one word or sentence, in which the meaning cannot be translated from the meanings of the individual words. For these expressions, the usual semantic rules for combining meanings cannot be applied (Damanik, 2019).

One of the most common discussed in the subject of pragmatic study is Speech Acts. Yule (2006:14) states that speech act is the types of action performed by a speaker with the utterance. Speech act is interesting to be analyzed since it is an act that the speaker performs when making an utterances, so that the hearer needs to interpret the meaning of the utterances. For example, when a teacher said to the students at school, "Your hair is so long". This sentence can be understood that the teacher command them to cut their hair in order to obey the schools' rule. In different situation, if this utterance is delivered by a woman to her friend, it can be meant as praising of having long hair. Perhaps, that utterance has more two meanings. It depends on the context. It means that speech acts has a role in delivery a meaning because the utterance might be has more than one meaning or force in one sentence. The other views stated that the acts of communication will be successful if the utterances made the speaker based on the context.

The word 'context' is used by different speaker and audience for different but often interrelated and dependent notions. It often refers to the context of phrase or word as the utterances that surround it. Another everyday usage of 'context' refers to a section of the real world in which some events or the discourse takes place, and is often intertwined and confused with another meaning, namely knowledge about the same thing (Christiansen and Dahl, 2005:100). It means that context leads to understand or interpret the meaning exactly.

Language as "social practice" which means that the context of usage has to be considered in the analysis of discourse (Fairclough and Wodak, 1997). It means that language users in real speech situations and analysts describing and interpreting pieces of discourse have to relate the relevant texts to the rich universe of contextual elements that regulate the pragmatic interpretation and use of utterances/discourses. According to Darwis (2018) Language is the ability that humans have to communicate with other humans so that the existence of language can run good communication. Consequently, as a background to the analysis of political speech leads to explore some unique social and cultural characteristics of the speaker. These characteristics inform the nature of the discourse that played out during the speeches.

There are many researches which investigate speech acts. One of them was conducted by Alaba (2013). This study investigated the role of language in the communication and interpretation of intentions by examining selected political speeches as pieces of discourse with specific goals. It presented and documented some of the significant illocutionary acts that conveyed the intentions of speakers in the acceptance of nomination speeches of presidential candidates in Nigeria. The acceptance of nomination speeches of Chief Obafemi Awolowo and Chief M.K.O. Abiola form the bulk of data. The study was based on insight from J.L. Austin (1962) speech act theory.

The study has revealed that the acceptance of nomination speeches were characterised by illocutionary acts that were used to achieve persuasion. Hence, the data were characterized by a preponderance of assertive, expressive and commissive acts that were mostly used as mobilization strategies, especially in political campaigns, where it was essential for candidates to persuade their listeners to win elections.

Another research regarding speech acts was conducted by Ainurrohman (2011) of Semarang University. The research about the use of illocutionary acts in the novel entitled *New Moon*. The aim of the research is to do identify and analysis the use of illocutionary acts in the Stephanie's Mayer's *New Moon* based on Searle's speech acts classification. The data included utterances from the character's conversation. In conducting the research, the writer read the novel carefully and made notes pages contain data and then the writer classified the data into five classification. The Ainurrohman's research almost similarity with writer's researcher. Equally identified and classified the character's conversation into five parts.

Jack Ma (Ma Yun) is a Chinese businessman who is one of the most successful people and his life inspires and motivates many people in many aspects, such as his background, his experiences, his patience, his determination, and his points of view. His life changed from being an English teacher at the University in China to a very successful businessman and ultimately the richest person in China. There are so many Jack Ma's speech, one of them Jack Ma's speech in his graduation from the university of Hongkong. Jack Ma inspiring speech about his journey to success.

Based on Jack Ma's speech in his graduation at the University of Hongkong, he performed illocutionary force to bring successful performance for his journey speech. For example:

“..... You know I've been trying to enter university for many times and I failed three times until I went to university. I never thought in my dreams to become a Ph.D of Honour. But I did work very hard, I just failed examinations again and again. And my story tells that those people that work very hard but failed again and again: don't give up.....”.

Based on the data above, “.....I've been trying to enter university for many times and I failed three times until I went to university.” Jack Ma tried to describe the truth of fact how his experience went to Hongkong University. He complained about his failure when he went to university. Finally, in the fact that he got to go to university.

He knew the effects of context, intention and world knowledge on the choice of acts performed in his speech. That is why the illocutionary act is very important to be discussed to get a certain purpose in what speaker said. In this study gives some contributions for the readers that speech act, especially illocutionary acts help hearer to interpret the meaning of Jack Ma's speech in his graduation at the University of Hongkong.

## **II. Review of Literatures**

### **2.1 Theories of Pragmatics**

Kreidler (2002:18) explained that differences between semantics and pragmatics. Both of semantics and pragmatics are related to the human ability to use language in meaningful way. The difference is that semantics deals with the speaker's competence in producing meaningful utterance, while pragmatics deals with the person's ability to interpret meaning from particular kind of speech situations (context).

Pragmatics refers to the study of relations between language and context that are grammatical, or encoded in the structure of a language (Levinson, 1983: 9). It means pragmatics is study of relationship between language and context that are relevant to the writing of grammars.

### **2.2 Speech Act**

Central to Pragmatics is Speech Acts Theory. It is a tool to interpret the meaning and function of words in different speech situations. It concerns itself with the symbolism of words. Griffiths (2016:23) defines speech acts as the “basic units of linguistic interaction” while Osisanwo (2015:59), “an utterance is a speech act”. It is meant that the difference between a meaningful string of words and meaningless ones, the truth value or falsity of utterances, and the function to which language can be put.

Yuliza (2013: 3) states that speech act is an utterance that directly and indirectly asks others to act on or do something like order, invite, offer, disallow, and so on. Hasibuan (2015: 94) explains that the theory of speech act sees semantics with broader context coverage in communication. It can be explain that speech acts is an utterance which is used to report states of affairs, the utterance of some sentences must, in specified circumstances, be treated as the performance of an act. In every utterance/sentence, a speaker/writer performs an act such as stating a fact, stating an opinion, confirming or denying something, making a prediction or request, asking a question, issuing an order, giving a permission, giving a piece of advice, making

an offer, making a promise, thanking somebody or condoling a bereaved person. From the foregoing, it is evident that every utterance or sentence is a speech act in which verbs categorized as performatives and constatives play very prominent roles. It means that speech acts could be defined as the adequate use of language by a language speaker to address the audience in a social gathering in order to have a new dawn.

### **a. Types of Speech Acts**

There are three main types of speech acts which have been identified as common. They are locutionary act, the illocutionary act and the perlocutionary act. Yule (2006:28) mentions the types of act which is performed in a conversation, they are: locutionary, illocutionary, and perlocutionary act. The following are their explanations:

#### **1. Locutionary Act**

Locutionary act is the basic act of utterance. It simply means the actual words that the speaker uses. When someone utters "It is going to rain", he/she simply refers to the weather which is cloudy so the rain is about to fall soon. Another definition comes from Yule (2006:28). He asserts this kind of act as the basic act of utterances of producing a meaningful linguistic expression.

#### **2. Illocutionary Act**

This particular aspect of speech act is regarded as illocutionary act; what the speakers are doing with their words (Cutting, 2002: 16). Then, Austin (1962: 108) defines it as an utterance which has a certain (conventional) force. It can also be said that illocutionary act refers to what one does in saying something. For instance, "I promise to give you some money", that utterance is not only a statement but it also binds the speaker to what s/he has just said. This is because that utterance intention is the fact that the speaker will do something in the future or we can say, the speaker promising something. Therefore, the illocutionary act of an utterance above is the act of promising.

#### **3. Perlocutionary Act**

Austin (1962: 108) explained that perlocutionary act is what people bring about or achieve by saying something such as convincing, persuading, deterring, and even, say, surprising or misleading. The consequences of illocutionary acts are described as perlocutionary acts or the effects of the utterance on the hearer (Cutting, 2002: 16). These ultimate effects are of course dependent on the particular circumstances of the utterance and are by no means always predictable. Using the same example of the utterance in the illocutionary act above, the perlocutionary effect of the utterance could be accomplished if the hearer recognizes the sentence as a warning. The perlocutionary act is that the hearer would not go outside or just stay at home.

### **1. Illocutionary Act**

Umar (2013: 138) states that illocutionary act is a speech act to state something. This speech act is called the act of saying something. Meanwhile, Chaer and Leonie (2014:53) states that illocutionary act is the speech act which states something in the sense of "saying" or speech act in the form of a meaningful and understandable sentence. Searle calls this illocutionary act by the term propositional act because this speech act is only related to the meaning. It means that illocutionary act is the semantic or literal meaning of sentence. Chaer and Leonie (2014: 53) state that illocutionary act is a speech act that is usually identified with explicit performative sentences. These Illocutionary acts are usually concerned with granting permission, saying thank you, telling, offering, and promising.

### a) Types of Illocutionary Act

The illocutionary act in speech act itself has its classification. Searle (1969:62) categorizes illocutionary acts such as, declarative, assertive, expressive, directive, and commissive.

#### ✓ **Declarative**

Declarative refers to a speech act which changes the state of affairs of the world by the utterance that is produced. The word “change” here refers to any situation. It can be the change of the status of a person. It can also be the ownership of something. The following is the example of declaration: *I declare you husband and wife*. The utterance previously changes both the two person’s status. The status of the man change from someone who does not have any rights to the woman becomes someone who has rights to the woman. That is also happened to the woman, her status changes.

Yule (2006: 53) declarative is a kind of speech acts that change the world via the words (utterance). This is a very special category of speech acts. In order to perform a declaration appropriately, the speaker has to have a special institutional role in specific context that provides rules for their use. The examples of declarative are as follows: I now pronounce you husband and wife.

#### ✓ **Assertive**

Assertive is the illocutionary act which states what the speaker believes to be the case or not and commits to the speaker truth. It shows the truth condition of the meaning of the utterance. The following is the example: *The sun rises in the East*. That utterance shows the fact that the sun really rises in the East. This is a common fact that everyone knows.

Kreidler (2002: 183) explained that in the representative function speakers used language to tell what they know or believe; representative language is concerned with facts. The purpose is to inform. For examples:

- (i) The earth is flat.
- (ii) It was a warm sunny day.

The two examples represent the world’s events as what the speaker believes. Example (i) the speaker asserts that he/she believed that the shape of earth is flat. Then, in example (ii) implies the speaker’s assertion that the day is warm sunny day.

#### ✓ **Expressive**

Expressive is kind of illocutionary act which can show what the speaker feels. It expresses the psychological states. The example is shown by the following utterance: *I’m sorry to hear that*. The utterance above shows the empathy of the speaker to the hearer condition. The speaker tries to feel what the hearer feel. Therefore, the hearer will at least lose a bit of their tension.

Expressive stated that what the speaker feels (Yule, 2006: 53). Then, Leech (1983:56) stated that the illocutionary force of these acts can be in the forms of apologizing, condoling, praising, congratulating, thanking, deploring and welcoming. In this case, the speaker makes the words fit the world, which incorporates his/her feeling. The examples of expressive are:

- (i) I thank you for giving me the money.
- (ii) I’m really sorry.

Example (i) is used to thank because someone give his/her money and example (ii) is an expression of apologizing.

✓ **Directive**

Directive is a kind of illocutionary act which is used by the speaker to get someone else to do something. This kind of illocutionary act can make the hearer under an obligation. The example of directive illocutionary act: *Don't be too noisy!* That utterance contains a prohibition. It makes the hearer to be in silent. Maybe this is because the speaker feels annoyed with the crowded made by the hearer.

Yule (2006: 54), directive express what the speaker wants and the speaker attempts to make the world fit the words via the hearer. Directive expressed what the speaker wants. They expressed ordering, requesting, demanding, begging, commanding, inviting, praying, permitting, begging, asking, advising, and challenging. The examples of directive are shown below:

- (i) Don't eat that!
- (ii) Could you buy me some foods, please?

Example (i) shows that the speaker gives command to get the hearer acts what the speaker wants. Meanwhile, in example (ii), in the form of interrogative, the speaker has an intention to perform a request that has a function to get the hearer to do what speaker want, it is to buy some foods for his/her.

✓ **Commissive**

Commissive illocutionary act is an act which makes the speaker to commit what s/he said. It is also a future action of the speaker; *I promise to give you some money.* The utterance above is the example of commissive illocutionary act. It shows a promise of the speaker. It also shows what the speaker has to do in the future.

Yule (2006: 53) states that commissive is a kind of speech acts that the speakers use to commit themselves to do some future actions. He also adds that in using commissive, the speaker makes the world fit the words (via the speaker). It expressed what the speaker intends. They are promising, threatening, refusing, and pledging, offering vowing and volunteering are some category of commissive. The examples of commissive are as follows:

- (i) I will be right back.
- (ii) I'm gonna love you till the end.

The content of the commissives has something to do with a future and possible action of the speaker. The modal „will“ or to be „going to“ in certain rules, contexts, and situation signifies a promise in which it will do in the future. Therefore, these examples are considered as commissive.

### 2.3 Context

Widdowson (2013:33) points out that context, being the environment in which language is used, can be linguistic or extra-linguistic. Context can be approached from a linguistic angle, and this complies with the formal definition of discourse first raised by Harris (2015:2). In this perspective, the analyst relies on the linguistic elements that surround the utterances under scrutiny to arrive at an adequate interpretation of meaning on the basis of intra-textual relations that bind them. This is referred to as 'the linguistic context'.

Leech (1983: 13) defines that context is any background knowledge assumed to be shared by speaker and hearer and which contributes the hearer's interpretation of what speaker means by a given utterance. Therefore, analyzing the meaning of an utterance cannot ignore the context since the meaning of an utterance will be different if the context is different.

Yule (2006: 21) viewed context as the physical environment in which a referring expression is used. Similarly, Cutting (2002:2) stated that context refers to the knowledge of physical and social world, and the socio-psychological factors influencing communication as well as the knowledge of the time and place in which the words are uttered or written. Meanwhile, Mey (1993: 39) argues that context is more than just a matter of reference and of understanding what things are about; it gives a deeper meaning to utterances. From the definition above, it can be concluded that context is the basic knowledge of what speaker and hearer can interpret what the speaker means in his or her utterance. In pragmatics, context determined what is said by speaker and it does not refer to a single word or sentence but the speaker meaning.

In addition to context of situation, Holmes (2012: 12) states that in any situation, linguistic choices will generally reflect the influence of one or more of the following components:

1. **The participants:** who is speaking and whom he is speaking to?
2. **The setting or social context of interaction:** where they are speaking (physical setting) and what psychological situation in which they are speaking (psychological setting),
3. **The topic:** what is being talked about?
4. **The function:** why they are speaking.

Those are basic components in pragmatic explanation of why people do not all speak in the same way all of the time.

### III. Research Methods

This study is categorized as descriptive qualitative because the nature of the study targeted to find out the types of illocutionary acts performed by Jack Ma's speech, to describe the illocutionary acts force realized in the speeches, and to determine the components of illocutionary acts. Bogdan and Biklen (2012:82) qualitative research has some characteristics. Firstly, it is naturalistic. Qualitative research has actual settings as the direct source of data and the researches is the key instrument. Secondly, qualitative research is descriptive. The collected data take the form of words or picture rather than numbers. The data include interview, transcripts, fields, notes, photographs, videotapes, personal documents, memos, or other records. The data consist of illocutionary act in Jack Ma inspiring speech in his graduation at the University of Hongkong. The source of data were downloaded from *Youtube* which related to Jack Ma's speech in his graduation at the University of Hongkong on May 18, 2018. The length of video duration is about ten minutes. Moleong (2014: 103), the data analysis technique is the process of data arrangement and data categorization. In addressing the analysis of the gathering data, some stages of analyzing data are used. The data are collected. They are categorized and put in the data sheets. In the process of analyzing the data, inductive analysis as one of descriptive qualitative research's characteristic is applied. The collected data are identified, categorized and analyzed based on Searle's classification of illocutionary acts. Using the descriptive qualitative research, the data are displayed as what they are. It means that any additional information of the data is avoided in order to deal with the analysis. The steps of data analysis are carried out as: 1. collecting the data from Jack Ma's speech, 2. Classifying data based on their types of the illocutionary acts, 3. determining the components of illocutionary acts, 4. concluding.

## IV. Discussion

Searle (1969:163) categorized illocutionary acts such as declarative, assertive, expressive, directive, and commissive. The source of data were downloaded from *Youtube* which related to Jack Ma's speech in his graduation at the university of Hongkong on May 18, 2018. The length of video duration is about ten minutes. The transcription of the speech can be seen in appendix I. From the transcription, it can be found ; there are 7 types of illocutionary acts such : 0 (0%) for declarative, 58 ( 68 %) for assertive, 11 (12 %) for expressive, 3 (3 %) for directive, 11 (12 %) for commissive, 4 (4 %) for assertive expressive and 7 (7 %) for assertive directive. It means that most of dominant of illocutionary acts is assertive.

### 4.1 Assertive

These are utterances that Assertive is the illocutionary act which states what the speaker believes to be the case or not and commits to the speaker truth. It shows the truth condition of the meaning of the utterance. Kreidler (2002: 183) explained that in the representative function speakers used language to tell what they know or believe; representative language is concerned with facts.

Based on the data analysis, the data of assertive can be seen as follows.

[4] You know I've been trying to enter university for many times and I failed three times until I went to university.

Based on the data 4, Jack Ma tried to describe the truth of fact how his experience went to Hongkong University. He complained about his failure when he went to university. Finally, in the fact that he got to go to university. Based on the data, He stated that "... I've been trying to enter university for many times...". It shows that stating and on the data 4, it consist of complaining. "...I failed three times until I went to university". It shows that he has been complaining failed three times based on the fact.

### 4.2 Expressive

The purpose of expressive utterance is to express sincerity of the speech act like excuses and sympathy. Searle (1969:63) sates that expressive can be described through how the speaker feels about a state of affairs. It expresses on the speaker's attitudes and emotions towards the proposition. The sentences that include in expressive are sentence of pleasure, pain, likes, dislike, joy, and sorrow, such as thanking, congratulating, pardoning, blaming, praising, condoling. Based on the data analysis, the data of expressive can be seen as follows.

[9] And Professor Tang and Dr David Mong, I'm very honoured to be with you, and thank you very much for this opportunity to speak on behalf of you.

Based on the data 9, in this utterance, Jack Ma expressed a pleasure and thanking of his feelings for this opportunity to speak in his graduation at the university of Hongkong, he said "...thank you very much for this opportunity to speak on behalf of you".

Searle (1969:64) states that directive is attempting to make the addressee perform an action. These are uttering that compel or make another person's action fit the propositional element. It is usually used to give order there by causing the hearer to take a particular action, order, request, command or advice, such as ordering, commanding, requesting, advising, recommending. Based on the data analysis, the data of directive can be seen as follows.



[23] There is only one thing that we did not make the mistake - that is, never give up.

Based on the data 23, in this utterance that compel or make another person's action fit the propositional element, Jack Ma said that everyone has made mistakes, but he suggested never giving up on life and never fearing failure. The speaker expressed the suggestion in his speech so that everyone followed his advice that never give up easily

#### **4.3 Commisives**

These uttering commit the speaker to certain future action. It could be in the form of a promise. That is why it reveals the intention of the speaker. Searle (1969:64) states that commissives are those illocutionary acts whose point is to commit the speaker to some future course of action". It also has a goal to commit the speaker to carry out action or bring about some states of affairs. The sentences that include in directives are sentence of promises, refusal, and pledges. Based on the data analysis, the data of commissive can be seen as follows.

[8] Someday, a great university like Hongkong University is waiting for you.

Based on the data 8, in this utterance that form of a promise to the listeners. It is an illocutionary acts whose point is to commit the speaker to some future course of action. Jack Ma promises to all listeners that never give up on trying anything even someday the Hongkong University will be waiting for you. The speaker expressed a promise in the future in his speech to listeners.

From the data analysis, Jack Ma's speech told commissive of a commit the speaker to some future course of action based on the context. An indicator of commissive is usually used to give form of a promise by sentence of promises, refusal, and pledges.

#### **4.4 Assertive Expressive**

In this research, it was found assertive expressive. It described the speaker believes to the truth that a commit of a speaker to the truth of the expressed proposition and showing a praise in the same utterance. It was performed informing act shown as.

[49] Hongkong is so great, I never thought that I could visit Hongkong, it was just a dream when I was a child.

Based on the data 49, in this utterance showed that Jack Ma tells everyone the truth that he did not expect to go to school in Hongkong, because it was his dream when he was a child. while at the same utterance, he praised Hongkong with the word "*great*". so the utterance above, we can classify it into assertive expressive, which tells a truth while praising a thing in the same utterance.

#### **4.5 Assertive Directive**

In this research, it was also found assertive expressive. It described the speaker believes to the truth by showing his advising toward the issues. It was performed informing act shown as.

[7] And my story tells that those people that work very hard but failed again and again: don't give up.

Based on the data 7, in this utterance, Jack Ma tells his experience by giving advice to everyone not to give up in life. They must dare to try. The speaker expressed the suggestion in his speech so that everyone followed his advice that never give up easily.

#### **4.6 The Realization of Context on Jack Ma's Inspiring Speech in His Graduation at the University of Hongkong**

It is the context on Jack Ma's inspiring speech in his graduation at the University of Hongkong. In the data description, it is analyzed through Holmes (2012: 12) who states that in any situation, linguistic choices will generally reflect the influence of one or more of the following components: the participants, the setting or social context of interaction, the topic, and the function.

##### **a. The Participants**

Jack Ma's speech in his graduation at the university of Hongkong, 2018 in 199th Congregation (2018). The University's honorary degree is the highest accolade it can bestow on an individual, and is also one of its oldest and most cherished traditions. The honorary degree is awarded to individuals who have made valuable contributions to the world or to humanity, and also to those who have made significant contributions to academia, Hongkong or the University.

HKU held the 199th Congregation on Friday to confer honorary degrees on Jack Ma and two other outstanding individuals, in recognition of their distinguished service and commitment to the university, the community, and to academia. Jack Ma was awarded Doctor of Social Sciences honoris causa. After revolutionizing e-commerce in China and around the world, Jack Ma has committed himself to improving the state of the world through culture, entrepreneurship and education, according to HKU's citation.

##### **b. The Setting or Social Context of Interaction**

Jack Ma's speech in his graduation at the university of Hongkong, 2018 in 199th Congregation (2018). Delivering a speech on behalf of the honorary graduates, Ma said that Hongkong used to be the hub for trade and only by changing, Hongkong could be the new hub of trade of the world and it should capitalize on its own advantage and become the pioneer of fintech. Jack Ma said in the next 30 years, the new technology is going to change every aspect of the world and bring challenges to education.

##### **c. The Topic**

Jack Ma's speech in his graduation at the university of Hongkong, 2018 in 199th Congregation (2018)' theme : they have to change from now the education system and it is not about the competition of knowledge, but the competition of creativity, imagination, learning, and independent thinking.

##### **d. The Function**

Jack Ma's speech is very useful for everyone because it makes us aware of the importance of education for everyone. Education is the key to everything. Even though the world has changed towards technology, but we still need humans. Because a machine cannot replace the role of humans in working. Humans have feelings that are not possessed by a machine.

## V. Conclusion

After analyzing the data, conclusions are drawn as the following.

1. There are 7 types of illocutionary acts such : 0 (0%) for declarative, 58 (62 %) for assertive, 11 (12 %) for expressive, 3 (3 %) for directive, 11 (12 %) for commissive, 4 (4 %) for assertive expressive and 7 (7 %) for assertive directive. It means that most of dominant of illocutionary acts is assertive.
2. The context supported the interpretation of meaning in illocutionary acts through the participants, the setting or social context of interaction, the topic, and the function.

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