

**THE ILLOCUTIONARY ACTS OF PERSUASIVE
ARTICLES ON ENVIRONMENT IN
U.S. ONLINE NEWSPAPERS**

A THESIS

**By:
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**ENGLISH EDUCATION DEPARTMENT
GRADUATE SCHOOL
WIDYA MANDALA CATHOLIC UNIVERSITY
SURABAYA
2017**

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A THESIS

Presented to Widya Mandala Catholic University Surabaya
in partial fulfillment of the requirement for
the Degree of
Master in Teaching English as a Foreign Language



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Advisor's Approval

This thesis entitled **The Illocutionary Acts of Persuasive Articles on Environment in U.S. Online Newspapers** prepared and submitted by Diana Dewi (8212712011) has been approved to be examined by the Thesis Board of Examiners.

A handwritten signature in black ink, appearing to read 'Wuri Soedjatmiko', written in a cursive style.

Prof. Dr. Wuri Soedjatmiko

Thesis Advisor

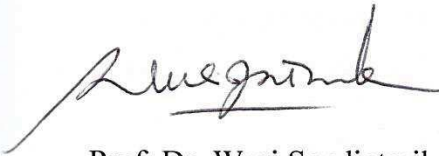
Thesis Examination Board's Approval

This thesis entitled **The Illocutionary Acts of Persuasive Articles on Environment in U.S. Online Newspapers** prepared and submitted by Diana Dewi (8212712011) has been approved and examined by the Thesis Board of Examiners.



Dr. Ignatius Harjanto

Chair



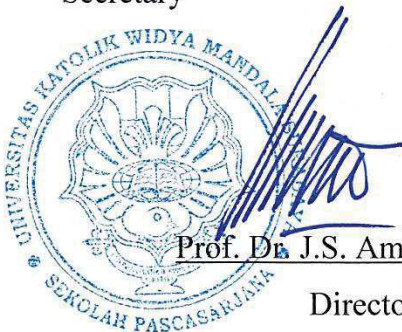
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Prof. Dr. J.S. Ami Soewandi

Director

Statement of Authenticity

I declare that this thesis is my own writing, and it is not the product of collaboration work with any others. This thesis has not been submitted for any degree in this or other university. I did not take any scholarly ideas or work from others dishonestly. All the cited works were quoted in accordance with the ethical code of academic writing.

I also declare that I agree to submit my thesis entitled **The Illocutionary Acts of Persuasive Articles on Environment in U.S. Online Newspapers** to Widya Mandala Catholic University library and fully understand that it will be made public via the internet and other means of online media.

Surabaya, 23 October 2017



Diana Dewi

8212712011

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Abstract

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Despite its pervasiveness in daily communication, persuasion has been acknowledged as a challenging and demanding task, particularly when it is carried out through the written forms. The difficulties even increase when the purpose of such persuasive discourse is to persuade people to take environmental action. In view of this, the present study sought to study persuasive strategies in opinion articles that talk about climate change, published in five U.S. online news sites. Applying the speech act theory, this study conducted a textual analysis on the 10 selected articles to identify the types of illocutionary act and illocutionary force indicators that were used by the writers to achieve persuasion. As expected, the results revealed that the writers had mostly used indirect illocutionary acts, particularly assertives, to persuade readers. Then, to indicate illocutionary forces, they had mainly employed implicit indicators. At the same time, the findings also indicated that directness or explicitness is also necessary to achieve persuasion. There were a considerable number of direct or directive acts and explicit indicators found in the articles. Due to these, the study finally establishes that, in writing persuasive texts, persuasive writers need to carry out a balancing act. They need to create a balance between explicitness and implicitness to achieve persuasion success.

Key words: persuasion, illocutionary acts, illocutionary force indicators, explicitness, implicitness

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