

CHAPTER I

INTRODUCTION

1.1 The Background of the Study

Language is a communication tool that has a very important role in human activities when communicating with other people. By using language, people will find it easier to express their feelings, ideas, goals to others. With language makes it easier for humans to interact in their social environment, Humans interact using spoken, written and body language. Besides being used for communication, language also has many social and cultural functions, for example to signify the identity of a group, social stratification, and for social grooming and entertainment. Language is studied in linguistics.

Linguistics is the study of language. Learning language means we learn how to use language, understand the description of the structure of language and the influence of language on human thinking. Linguistics is a science that focuses on language and its use as a communication tool. There are several branches of linguistics such as phonetics, phonology, morphology, syntax, semantics, sociolinguistics, psycholinguistics, discourse analysis and pragmatics. Here the writer discusses one of the linguistics, namely pragmatic.

Pragmatics is a branch of linguistics that studies the relationship between context outside of language and the intent of speech. Pragmatics is the study of how context influences meaning, such as how sentences are interpreted in certain situations (or the interpretation of linguistic meaning in context). Simply put, pragmatics learns language that is not immediately

spoken. Conversely, the speaker hints or suggests a meaning, and the listener assumes the correct meaning. In pragmatics learn about deixis, presupposition, speech act and implicature.

Deixis is important part of pragmatics. It is often find in our daily conversations, in text or in a speech of someone. Deixis comes from the classical Greek *deiknunai*, which means "to show or point out". Deixis focuses on the analysis of words, phrases and utterances that are directly related to a person, time, and place.

The writer really liked listening the motivational speech especially speech by Nick Vujicic because in a speech by nick vujicic using words to attract listeners, where the words used in the speech don't have the right reference if we don't look at the context. Sometimes, the writer does not also know what the speaker means in his speech means and make the writer misunderstand the meaning of the speaker's speech because sometimes the words used in the speech does not always mean the truth and makes the writer confused. To make the writer knows the meaning about the speech in the video, there is a science that can explain the meaning seen in the context, namely pragmatics, but the writer focuses on deixis. So the writer wants to expand and deepen his knowledge about of deixis, therefore the writer is interested in researching about deixis.

According to Buhler (2011:67) that deixis devided into 3 types that are person deixis used to point to objects (it, these, those book) and people (her, him, them, those students), spatial deixis used to point to a location (here,

there, close to), temporal deixis used to point to a time (now, then, next week, last month).

Based on the explanations above, the writer will conduct a study entitled “An Analysis Of Deixis In Motivational Speech By Nick Vujicic.

1.2 The Problem of the Study

Based on the background of the study, the writer proposed the following question “What types of deixis was found in overcoming stress speech by Nick Vujicic?”

1.3 The Objective of the Study

The objective of this study was formulated as in the following “To find out the types of deixis are found in overcoming stress speech by Nick Vujicic”.

1.4 The Scope of the Study

This study was discussed on an analysis of deixis and there are many theories from the experts. This study focuses on Bühler (2011:67) Theory that divided three categories of deixis, there are person deixis, place deixis, time deixis. There are some motivational speech by Nick Vujicic such as overcoming anger, overcoming despair, overcoming loneliness and overcoming stress. This study focuses on the “overcoming stress” to analyze.

1.5 The Significances of the Study

There are two kinds of significances, namely theoretically and practically :

1. Theoretically

The results of this study was expected to be useful as a contribution of knowledge in the field of literature and linguistics to enrich knowledge about the sub-field of pragmatics, especially deixis.

2. Practically

a) For the writer

For the writer, the findings of this study will be very useful to learn more about the understanding of deixis in speech.

b) For English Department Students

For students of the English Department, this study will be helpful to increase their understanding of deixis, especially for students who are interested in analyzing deixis in a speech.

c) Lecturers

For lecturers, the results of this study can provide more detailed information to increase their knowledge of deixis so that lecturers can teach their students about deixis better.

d) For Other Researchers

The findings of this study are expected to be mastered about deixis and the types of deixis in speech.

CHAPTER II

REVIEW OF THE LITERATURE

2.1 Theoretical Framework

This chapter provides a review of the related literature and some opinions explain the related material to provide clearer concepts and ideas for this research. These concepts and ideas will lead to a much better analysis of the variables chosen by the author so as not to cause confusion, misunderstanding and misinterpretation for the reader in understanding the concepts and ideas applied in this study. So, to strengthen this study, the following terms are needed in the study.

2.2 Language

Language is a tool or system that is used to convey information either verbally, in writing or as a sign and is used as a means of communication. Without language, humans cannot communicate well, therefore everyone needs language to speak so that they can understand each other's conversations. Language may show how a person or a group of people thinks, and it is also able to strengthen the identity of a person or group. There are so many kinds of language in the world, one of them is English.

Some experts have given their opinion or idea about language. According to Kentjono (2003:2) Language is a system of arbitrary vocal symbols used by a social group to communicate, cooperate, and identify themselves. Language cannot be separated by humans. Humans really need language when communicating with others, in other words, language plays an

important role in human daily life. “Language a system of sounds and words used by human being to communicate and express their thoughts and feeling” Hornby (2003:240).

Humans are born with a natural ability or innate capacity to learn language Troike (2006:13) that means language has become the most important thing for humans since they were born into the world because language helps humans to interact with others. By the language, all the feeling and idea could be explained clearly.

Furthermore, language should express meanings, which can be understood by others. Nevertheless, meanings exist in human minds and express what is in human being minded through the spoken and written forms of language Bagha (2011:1411). By using language, people will easily understand what they want from each other in the form of oral and written.

Based on the explanations above, the writer can conclude that language means a tool for communicating in the form of sound symbols produced by humans. Language can be in spoken or written form to interact with one another. Through language humans can express or express their thoughts, desires, and feelings more easily to others. From language, we can also see a person's personality and way of thinking.

2.3 Linguistics

Linguistics is the scientific study of language. Linguists apply the scientific method to conducting formal studies of the sounds of speech, the grammatical structure, and meanings of all the languages of the world.

There are some definition about linguistics from experts. Carnie (2002:4) Linguistics is a branch of cognitive science that deals with language. Linguistics is a crucial skill to master in order to improve one's ability to think. Schmit and Celce-Muria (2002:1) define applied linguistics as the using of what we know about (a) language, (b) how it is learned,(c) how it is used, in order to achieves some purposes or solve some problems in the real world.

Richard and Schmidt (2002:283) define linguistics as the study of language as system of human communication. They also state that linguistics includes many different approaches to the study of language and many different areas of investigation such as sound systems (phonetics phonology), sentence structure (syntax), relationships between language and cognition (cognitive linguistics), meaning systems (semantics, pragmatics, functions of language), as well as language and social factors (sociolinguistics). Moreover, several specialized branches of linguistics have also developed in combination with other disciplines, for example applied linguistics, anthropological linguistics, psycholinguistics, forensic linguistics, and clinical linguistics.

Based on explanations above, the writer can conclude that linguistics is the study of language as a means of human communication. Linguistics is a science that is very useful for humans to learn how language is used to achieve several goals and solve problems in the real world. Linguistics also analyze the form, meaning and context of language.

2.4 Pragmatics

Pragmatics is a branch of linguistics that discusses what is included in the structure of language as a means of communication between speakers and listeners, and as a reference for language signs in the "extralingual" matters discussed. Pragmatics is the study of the meaning of linguistic expressions in context. Pragmatics has a very close relationship with the use of language (language use) functionally.

There are many definitions of pragmatics from the experts. Every experts have their own words about the definition of pragmatics. Paltridge (2006:52) pragmatics is study of relation between language and context that are grammatical in structure of language. In this case, it means that pragmatics does not only study grammatical structures but pragmatics also learns the meaning intended by the speaker. The meaning intended by the speaker depends on the listener's interpretation.

Patrick Griffiths (2006:12) states that pragmatics is concerned with the use of these tools in meaningful communication. Pragmatics is about the interaction of semantic knowledge with our knowledge of the world, taking into account context use. Pragmatics is a broad term in the field of linguistics. Yule (2010: 127) also claimed that the study of what speakers mean, or "speaker meaning," is called pragmatics.

Meanwhile, Yule (2006: 3) states that pragmatics is concerned with the study of speaker meaning as communicated as by the speaker (or writer) and interpreted by a listener (or reader). This type of study means what the

speaker's means in their speech. It requires consideration of how speakers organize what they want to talk according to who they are speaking to, where, when, and under what circumstances. It related with what people mean by what they say. Pragmatics is the study of the meaning of the speaker.

The writer can sum up that Pragmatics is one of the most important sciences in understanding language. Pragmatics is the study of the relationship between language and context which focuses on the structure of language used to understand the meaning of language as a whole. Pragmatics is also related to the meaning of what is meant by the speaker's words which are interpreted by the listener.

2.5 Deixis

Deixis is a part of pragmatics. Deixis is refers to another word. Although deixis simply to another word, deixis also important to understand the meaning in its entirety sentence or speech. It examines the relationship between the language used and usage. It concerns the way the language encodes or arranges the grammatical features of the context of speech.

Abdul Chaer (2004: 57) argues that deixis is the relationship between the words used in the speech acts with the word referents that are not fixed or subject to change and move. According to Grundy (2000:22) that Deixis is the relation of reference to the point of origin of the utterance. Deixis concerns the ways of languages encode information about the context in which utterances occur, and the ways in which the interpretation of utterances depends on the analysis of the context, Strazny (2005: 260).

Language without deictic cannot be said to be an effective and efficient communication. For example: let's meet here two days from now. From this sentence, communication will be more effective and efficient if the addressee knows where and when the utterance are spoken. Deixis belongs to the pragmatic domain, because it is directly related to the relationship between the structure of language and the context in which they are used. Deixis is a term for a word or phrase which directly relates an utterance to a time, place, or person(s) Richard & Schmidt, (2010: 160).

For Example :

1. They want to get the best score in the final exam. (They are person deixis).
2. She was sitting over there. (There is a spatial deixis)
3. I bought a new car yesterday. (Yesterday is temporal deixis)

Deixis is clearly a form of referring that is tied to the speaker's context, with the most basic distinction between deictic expressions being "near speaker" versus "away from speaker". In English, the "near speaker", or proximal terms, are "this", "here", "now". The "away from the speaker", or distal terms, are "that", "there""then" Yule (2006:9). If both the speaker and the audience know it, it's easy to know who you are referring to context. In addition, the context also provides information about participants, place (time or place) and end of the conversation. It is believed that no language without deixis because language is full of deictic terms.

2.5.1 Types of Deixis

There are several opinions about types of deixis based on experts. In this study focused only three types of deixis by Bühler (2011:67), include:

1. Person Deixis
2. Spatial Deixis / Place Deixis
3. Temporal Deixis / Time Deixis

2.5.1.1 Person Deixis

Person deixis is deictic reference to the participant role of a referent. According to Cummings (2010:78) that person deixis related directly in the grammatical categories of person. Person deixis is to indicate person and things that presents subject.

According to Cruse (2006:127) that person deictic words include pronouns (I, you, they, we, she, he, it, me, them, us, him, mine, yours, hers, myself, yourself, herself, himself, ourselves, themselves, itself), possessive adjectives (my, your, our, their, his, its, her), and verb inflection (I like, you like, he or she likes). According to Su (2010: 3) there are three types: the first personal deixis, the second deixis and the third deixis.

1) First person

First person (I/We). The first person deixis is a reference that refers to both the speaker and the same group as with the speaker which is expressed in singular pronouns (I, me, myself, mine) and plural pronouns (we, us, ourselves, our, ours).

Example: I like your shirt

2) Second person

Second person (you). Second person deixis is a deictic reference for the person identified as the addressee or the person spoken to, such as you, yourself, yourself, your, yours.

Example: Would you like a cup of milk?

3) Third person

Third person (He, She, It, They). Third person deixis is the deictic for references are not identified as speaker or addressee. That the person or object to whom he is talking, is called the third person. Such as he, she, they, him, himself, her, herself.

Example: He plays football today.

2.5.1.2 Spatial Deixis

Spatial deixis is also called as place deixis. Spatial deixis from the use of demonstrative pronouns such as 'this' and 'that'. And also from demonstrative adverb of place such as 'here' and 'there'. Spatial deixis is relative relative to the locations may be either those of the speaker or addressee or those of person or object being referred to.

According to Cruse (2000:320) that spatial deixis manifests itself principally in the form of locative adverbs such as here and there, and demonstratives/determiners such as this and that. It means that place deixis concerned with here and there as the words which shows the place.

For example:

I'm glad we moved here, I was melting over there.

The deictic expressions *here* and *there* pick out places according to their proximity to the location of the speaker. If the speaker moves, the interpretation of the deictic expressions will change. When the speaker and the addressee in example above have moved, they can call the shade *here* and their original place *there*. Thus, to analyze the reference of *here*, for example, we also should consider the deictic center. The word *here* can be interpreted as near to you, or near to me, or not near to either you or me. The third interpretation means that there is a third person included in the conversation.

Chojimah (2015: 13) says that "Deictic expressions of other places are left, right, up, down, up, down, front, and back, all of which are relative to the speaker's location." That means when the speaker communicates face to face with the addressee. If the speaker is on top, the speaker below is the addressee and the addressee above is the speaker. Everything is related to the location of the speaker.

2.5.1.3 Temporal Deixis

Temporal deixis is also called as time deixis. Temporal is a term of deixis that focus on time at which an utterance was spoken. Setiakawanti & Susanti (2018:759) mention that temporal deixis shows the orientation or position of actions and events in time. According to Ivanova (2016:333) Temporal Deixis is deixis word refers to time that the speaker mean in an

utterance. The forms of temporal deixis are now, then, yesterday, tomorrow, today, tonight, next weeks, last weeks, and this weeks.

Example:

- My mother is cooking fried rice now.
- My family and I will go to Jakarta next week.

This deixis function to locate points or intervals on the time axis, using the moment of utterance as a reference point. Basically there are three major divisions of the time deixis (Cruse (2000:321):

- (1) before the moment utterance,
- (2) at the moment of utterance,
- (3) after the moment of utterance.

Based on definitions above, the writer concludes that deixis is an arbitrary reference depending on the speaker's context. Deixis also deals with the relationship between the way the language is used. Deixis has a function to show something that was said to help us understand who, when and where it was said. There are three types of deixis, they are person deixis, spatial deixis and temporal deixis. Person deixis concerns with the referent of the role participants in a communication, person deixis divided into three, such as first person deixis, second person deixis and third person deixis, spatial deixis concerns itself with the spatial locations relevant to an utterance, and temporal deixis refers to time in that the speaker's mean in utterance.

2.6 Speech

Speech is a part of public speaking. Speech is an away to express the ideas, opinions and feelings by articulate sounds to the audiences in the formal form or public (Lucas, 2009: 298). Speech is an example of oral communication or expression of thoughts in spoken words which is carried out directly by one person in front of an audience, Usually delivered by the leader of a country, company, community or anyone to achieve a certain goal such as providing information or providing motivation to the audiences.

Speech is the production of sounds that make up words and sentences. These sound units are combined so that they make up words and sentences. Speech involves the co-ordination of our breathing, vocal cords, vocal tract, nasal tract tongue, jaw, tongue and lips. Speech is consist of three main components:

- a. Voice (the use of our breath and vocal cords to make sounds)
- b. Articulation (the way sounds are produced by the structures in our vocal tract)
- c. Fluency (the rhythm that is required so that we speak without hesitation or repetition of sounds, syllables, words or sentences)

In addition, (Adhitya 2010: 4) states that speech is a text that contains ideas, opinions, thoughts and knowledge about something that will be conveyed in public. According to Ron Kurtus (2013) that Speech consist of three parts, they are opener/introduction, body of speech and conclusion:

1. Opener

The opener or introduction of the speech starts with comments to get the attention of the audience, gets their interest in the subject of the speech, and segues into the body of the speech.

2. Body of speech

The body of your speech consists of the content and information you are trying to present to the audience. Typically, the body consists of three major parts, including sub points, examples, arguments, and stories. They should follow the requirements for achieving the purpose of your speech.

3. Conclusion

In the conclusion, you summarize the points made in the body of the speech and then make some closing remark. If the purpose of the speech was to actuate the audience you can make a call to action. If the purpose of the speech was to entertain, you can close by stating an amusing remark.

Based on the explanations above, they can be concluded that speech is part of public speaking which is a means of oral communication or in the form of text to convey thoughts, opinions and ideas to many audiences. Speech also aims to provide information or motivation to the audience.

2.7 Biography of Nick Vujicic

Vujicic was born in Melbourne, Australia, in 1982 to Dušanka and Borislav Vujicic, Serbian immigrants from Yugoslavia. Nick Vujicic is a famous Christian evangelist, writer, social activist, and motivational speaker

from Australia. Charismatic, buoyant orator, Vujicic earned international popularity despite the fact that he was born without arms and legs.

He was born without fully formed limbs. According to his autobiography, his mother refused to see him or hold him when the nurse held him in front of her, and she and her husband went out of the hospital and vomited from seeing their son with no limbs. Later, his father asked a doctor if his son was born without an arm. The sad doctor told him that the boy had no arms and legs: it was the tetra-amelia syndrome. The disease took the baby's arms, and he had an underdeveloped foot with toes grown together. Surprisingly, Nick's health was perfect if it had not been for this physical condition. In the end, they accepted the condition and understood it as "God's plan for their son." Right after the child was born, he had surgery that separated his toes. Thus, Nick got the only limb to explore the world. He learned how to write with it and even skateboard pushing his body.

Little Vujicic felt dispirited by his physical condition. At the age of ten, he decided to commit suicide, but the thoughts about his family kept him away from that: the boy realized how much it would hurt them. At that period, Nick found himself in Christianity and got acquainted with God's love that filled everything and accepted imperfect people.

When he was seventeen, Nick Vujicic delivered his first preach to church visitors. At the age of nineteen, the young man was invited to give a speech for Griffith University students; he studied there. The event was a success, and young Australians absorbed Nick's ideas. This is when Vujicic

realized that motivating people with the world of the Lord was the meaning of his life.

Vujicic graduated from Griffith University at the age of 21 with a Bachelor of Commerce degree, with a double major in accountancy and financial planning. In 2005, Vujicic founded Life Without Limbs, an international non-profit organisation and ministry. In 2007, he founded Attitude is Altitude, a secular motivational speaking company. In 2008 in McKinney, Texas, near Dallas, he met Kanae Miyahara. They married on February 12, 2012. The couple has four children and reside in Southern California. Vujicic starred in the short film *The Butterfly Circus*. At the 2010 Method Fest Independent Film Festival, he was awarded Best Actor in a Short Film for his starring performance as Will. He wrote several books that inspire one of them *Life Without Limits: Inspiration of a Ridiculously Good Life* (2010).

2.8 Previous of The Study

There are several previous studies that may have discussions that are relevant to this research. Researchers took the results of previous graduate studies to strengthen research data about deixis. Some of them are mentioned in their report. The first was written by Dika Pratiwi Hutagalung 2017, in her thesis is entitled “An Analysis of Deixis in Donald Trump’s speech to the Major Cities Chief Police Association in U. S. A.”. Department of English Faculty of Cultural Studies Universitas Sumatera Utara. The aim of this research is to analyze types of deixis found in Donald Trump’s speech and the reference of deixis referred to Donald Trump’s speech. This research used

pragmatic approach, specifically using theory of Levinson (1985) about deixis. In completing the analysis, the writer uses descriptive qualitative as the method of the analysis. The data of the researcher is sentences that contain deixis in Donald Trump's speech text as the source of data and then classified into the types of deixis based on their own criteria. The findings showed that the types of deixis like person deixis, place deixis, time deixis, social deixis and discourse deixis are used in Donald Trump's speech to the Major Cities Chief Police Association in U.S.A. The use of person deixis indicates the role participant in the speech text. The use of place deixis indicates the place or location of event in the speech text. While time deixis indicates to relative time of speech event which is used in the speech text. Then social deixis indicates the social status and also the close relation of participant in the speech text. The last type is discourse deixis refers to certain discourse that contains the utterance in the speech text as a signal and its relation to surrounding text. In this research, person deixis is found as the dominant type that occur in the speech text. It is because Donald Trump as the President of United States of America and his government invites all police and all citizens to unite and fight againsts illegal immigrants that cause chaos in America.

The second related research was conducted by Debi Ratna Wati 2014, in her thesis entitled "A Deixis Analysis of Song Lyrics in Taylor Swift's Album". English Letters Department, Letters and Humanities Faculty, State Islamic University Syarif Hidayatullah Jakarta. This research is aimed at analyzing the deixis used in song lyrics of Taylor Swift's "Red" album by using John I. Saeed theory. "Deixis" is derived from the Greek word *deiknymi*

meaning “to show, point out”. It is used to denote those elements in the utterance which for directly to the situation. The study in this paper concerns with the way in which the researcher explains the kinds of deixis, the meaning, and why deixis used in these song lyrics. In conducting research, the researcher uses descriptive qualitative method in which the researcher describes the types of deixis in which the data taken from listening and reading song lyrics in this album. Then the researcher identifying and classifying the deixis are used in Taylor Swift’s song lyrics. Last step is the researcher analyzing the data which in supported by the concepts of John I. Saeed. From all the data analysis taken from Taylor Swift’s song lyrics “Red” album the writer found the types of deixis like person deixis, spatial deixis, and temporal deixis. Person deixis consists of first person, second person, and third person. First person deixis used to identify the speaker. Second person deixis used to show the addressee. Third person deixis used to show the referent not identified as the speaker or the addressee. Spatial deixis is used to describe a location of participant in speech event. Temporal deixis is used to point the certain period of time. The researcher suggest for the next researcher to use the other part such as analyzing in formal report or interview, speech text, conference, and the like. Finally, the writer hopes this research will be useful to sharpen the reader in understanding deixis in semantics.

The last related research was conducted by Hayati, N.M.D. 2016 in her Thesis entitled “An Analysis of Deixis in ‘The Little Mermaid’ Fairy Tale of Disney’s Princess Treasury Book”. English Department. Faculty of Letters and Humanities. State Islamic University of Sunan Ampel Surabaya. This

research is conducted to analyze deixis. Many people don't know what deixis are but they certainly use deixis in their situation. It is the reason why the researcher studies deixis. In this research, the researcher focuses on a fairy tale entitled "The Little Mermaid" in Disney's Princess Treasury Book. This research is divided into two research problems. First, what are the types of deixis used in "The Little Mermaid" Fairy Tale in Disney's Princess Treasury Book. Second, what are the dominant types of deixis that appear in "The Little Mermaid" Fairy Tale in Disney's Princess Treasury Book. In this research the researcher uses theory from Stephen C. Levinson (1983), he stated that there are five types of deixis, they are person deixis, time deixis, place deixis, discourse deixis and social deixis. To reveal the statement of the problems, the researcher used a table for counting the total emergence of every type of deixis in the data. The researcher finds all of deixis in the data. Although every type occurs in the data but the emergence of every type is different. Person deixis appears in total 55, 1% or 107. Next, there are 12, 4% or 24 occurring in time deixis, the total of place deixis is 7, 7% or 15, discourse deixis is 14% or 27 and the last type is social deixis appears in total 10, 8% or 21. The functions of using deixis are: helping the reader to understand the text, helping the writer to express the situation, pointing or indicating something, identifying of persons or objects, events and distinguishing social status. In this research the researcher gives suggestions to the next researcher who wants to analyze deixis: use the same Levinson's deixis theory to analyze different data sources or other books. It will be different and can enrich our knowledge.

The Similarity of the researches above with this study is try to find the types of deixis from the subject of the study and the writer discusses about deixis. The differences of the study with previous of the study is the subject of the study and the theory that used by writer.

2.9 Conceptual Framework

This study presents an overview of deixis. It describes kinds of deixis, that is person deixis, time deixis and place deixis. This study thus investigates the types of deixis are found in *Overcoming Stress Speech* by Nick Vujicic. The writer will analyze the utterance on the speech and classify in to types of deixis based on the Buhler theory. The writer chooses this speech because it appears that in Nick Vujicic's speech haven't been explore in depth. Based on the uterrances on the speech of course, there will be expressions related to deixis that the writer will examine. The conceptual framework can be seen as follows :

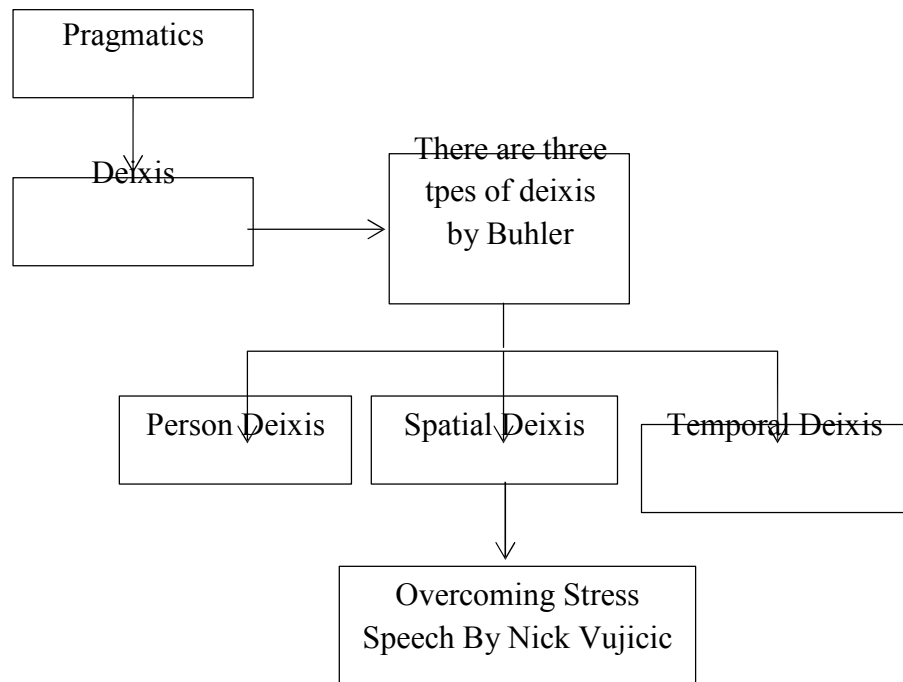


Figure 1 , Conceptual Framework

Saragih Rosalinda, 2021 An Analysis of Deixis in Overcoming Stress Speech by Nick Vujicic

CHAPTER III

RESEARCH METHOD

3.1 Research Design

The research design in this study was descriptive qualitative for analyzing data. According to Donald and Jacobs (2010:420) that qualitative research focuses on understanding social phenomena from the perspective of the human participants in natural setting. The purpose of descriptive qualitative research is to describe a place, facts and population characteristics systematically, factually and accurately. Qualitative descriptive way of working is to collect data, compile data and interpret data. Analysis in qualitative research is more concerned with understanding the results of search data rather than calculating data results.

3.2 The Data and Source Data

In this study the writer tried to analyze the types of deixis are found in the motivational speech by Nick Vujicic. The data in this study was speech by Nick Vujicic with contain of deixis. The writer took the data as the source data from overcoming stress speech video by Nick Vujicic in youtube.

3.3 The Techniques of Collecting Data

In the collecting data, the writer will use these following steps:

1. Downloading the video from youtube
2. Watching to the video overcoming stress speech by Nick Vujicic
3. Transcribing a transcript of speech delivered by nick vujicic
4. Underlining the words which included in the deixis.

3.4 The Technique of Analyzing Data

After collecting the data, the writer analyzed the data. In this study, there were some steps to analyze the data, following :

1. Classifying the data into three types of deixis according to Bühler's theory, such as person deixis, spatial deixis and temporal deixis.
2. Describing each types of deixis in *Overcoming Stress Speech* by Nick Vujicic.
3. Tabulating the data.
4. Counting the data percentage. In this study, the writer used formula to count the percentage pf the data.

$$N = f/n \times 100\%$$

f : individual frequency of deixis category

n : total number of all the data

N : percentage of deixis category

5. Making the conclusion