

CHAPTER I

INTRODUCTION

1.1. The Background of Study

At this time people have expressed the thoughts in various media and ways, one of which is through literary works. Literary works are created by someone to express the feelings in writing which there are values and can be enjoyed by others. Of course, there are many types of literary works that people enjoy and usually find in daily lives, including short stories, poetry, novels, and books. One of the interesting literary works for that is the book, because it is written by the author in words, which of course will contain the same meaning and purpose as the novel. In general, this book is useful to provide information, maintain mental stimulation, can reduce stress and from many readers can add insight and knowledge. In this case, a book that contains many messages that the author wants to convey to the readers, one of which is a motivational book.

A motivational book was created by an author full of creative and innovative ideas to convey motivation to his readers to stay passionate about life and also be a guide to success. According to Tambunan (2015: 196) a person has two sources of motivation, namely intrinsic motivation that comes from one's own intentions or support from family and extrinsic motivation is motivation that comes from outside one's self such as reading a book, one of which is a motivational book written by a motivator.

Every human being goes through a different life process. There are times when someone feel down and delighted. Not a few of them want to share their

experiences and life stories to serve as motivation for others. Therefore, people will look for ways to get out of their adversity and when they succeed in going through difficult times, they will share their experiences with others. These people are referred to as motivators and their delivery can be done orally and in writing. Oral delivery can be done directly with the listeners and indirectly through television and social media (Youtube, Instagram, Facebook, TikTok, Twitter, etc.). Meanwhile, written delivery is implemented through books, which are commonly known as motivational books.

One of the Motivational Book that is interesting and often read is the motivational book written by Napoleon Hill. Napoleon Hill is a motivator and also a writer who is well known by the public both at home and abroad who pours his knowledge and feelings into a written work which is later turned into a book, Napoleon Hill is an American Self-Help author. Hill's work is consistent with the importance of improving one's life. So, Hill created a very worldwide book entitled 'Think and Grow Rich' in 1937. This book contains various concepts and serious ways and applies the principles to achieve success and abundant wealth in life. This book provides motivation for everyone to start a bigger progress in life and enjoy the process until finally success can be achieved. This book was immediately in great demand when it was first published, so the copies of this book are increasing every month. The increase was as follows: Printings in March, 1937 reached 5000 copies, in May, 1937 reached 10,000 copies, August, 1937 reached 20,000 copies, and in February, 1938 reached 20,000 copies.

From the explanations above, of course this book is very interesting for people to read, seeing the writer himself is a well-known motivator and writer. This book that contains many meanings makes the writer interested in analyzing the modalities in each clause or sentence in it. Modality can be a way of getting 'yes' or 'no' expressed in a sentence and aims to express a meaning through modal verbs (might, may, must, can, could, will, would, shall, and should) in a sentence. From the words, clause, or sentences in the book, two types of modalities will be analyzed which consist of modalization and modulation.

In modalization the writer will analyze the meaning in a sentence, how the intent of a speaker in making someone do something the speaker says. Modalization consists of probability and usuality. Probability can be interpreted as a possibility, where possibility can mean it will definitely be done or it might be done. For examples, there are words that have different meanings, "must" means the probability is very high and the possibility definitely be done, and "maybe" means the probability is low and the probability that the suggestion or command is not be done is very high. Usuality contains the meaning of habit, but it depends on the level of frequency. For example, in both examples there are words that have different meanings, "always" means that the usuality is very high and the frequency can be interpreted every time, and "sometimes" means the frequency is very low.

In modulation the writer will analyze the related to the expression of the meaning of asking, directing and the expression of willingness to make someone do something. Modulation consists of obligations and inclination. Obligation can

be interpreted as a situation where there is a level or degrees of obligation in carrying out a command or suggestion. For example, there are words “have to” which means the degrees of obligation is high and must be done, and “may” which means the level of obligation is low and command can be not be done. Inclination can be interpreted as the level of a person's tendency to do something. For example, there are words “determined to” it means the tendency degrees is high, and “willing” it means the tendency degrees is low.

Based on the explanations above about modalities and types of modalities, surely everyone has read or heard about it in the daily activities, usually people will find it in books, news, conversations, song lyrics, and films. Analyzing modalities is one of the important things, one of which is in motivational books. Of course, the content of the book contains many meanings so it is very interesting for people to read, considering the author himself is a well-known motivator and writer. Therefore, by analyzing the meaning using modality, people understand better and do not misinterpret the message the writer wants to convey through the book. In this case the writer chooses to analyze the motivational book written by Napoleon Hill, entitled 'Think and Grow Rich'.

Based on the topics and objects described above, finally the writer decided to take the title of the study, namely, **"An Analysis of Modality as Found in 'Think and Grow Rich' Book by Napoleon Hill"**.

1.2. The Problems of Study

Based on the background of the study, the problem is formulated as Following:

1. What types and value of modality are found in ‘Think and Grow Rich’ book by Napoleon Hill?
2. What is the most dominant types of modality in ‘Think and Grow Rich’ book by Napoleon Hill?
3. How are the modality realized in “Think and Grow Rich” Book by Napoleon Hill?

1.3. The Objectives of Study

Related to the questions on problems of study above, the objectives of this thesis are:

1. To find out the types and value of modality found in ‘Think and Grow Rich’ book by Napoleon Hill
2. To find out the most dominant types of modality in ‘Think and Grow Rich’ book by Napoleon Hill
3. To describe how are the modality realized in “Think and Grow Rich” Book by Napoleon Hill

1.4. The Scope of Study

Based on the background of study, this study is limited to analyzing the meaning of the sentence in Napoleon Hill's book, 'Think and Grow Rich' 117 pages, consist of 15 chapters and the analysis uses modality theory based on the

types in the book *An Introduction to Functional Grammar* proposed by M.A.K. Halliday in 1994.

1.5. The Significances of Study

This study is certainly expected to be able to provide meaning and knowledge for readers, both theoretically and practically.

1. Theoretically

- 1) The results of this study are expected to be a new perspective in analyzing the modality.
- 2) Expected to become a new model of research that examines modality, and developing Systemic Functional Grammar.

2. Practically

1) Writer

This study is useful for the writer because it can broaden the writer understanding about modality.

2) For students of English Literature Department

This study can help students to develop their communicative skill competencies effectively, especially modality.

3) For English Literature Lecturers

This study is expected to inspire the lecturers in the teaching modality.

4) For other researchers

The other researchers on language hopefully can develop the topic of modality further so that it can become a reference for readers especially those majoring in English literature.

CHAPTER II

REVIEW OF LITERATURE

2.1. Theoretical Framework

The study in this chapter presents many important aspects of the theoretical framework, namely Systemic Functional Linguistics, Interpersonal Functionalism, modality, Motivational Book for more details the writer describes the theoretical framework.

2.2. Systemic Functional Linguistics

Systemic Functional Linguistic (SFL) is a linguistic approach whose goal is to understand how sentences in a text can shape their meaning in a certain context. The text is defined as a linguistic phenomenon in any media, which can be understood by others. Cornillie & Pietrandrea (2012: 2109) language can be interpreted from a context. Language involves interactions in which humans begin to respond to actions in providing or demanding goods and services or information.

Systemic Functional Linguistics (SFL) is a theory about language. Through this theory the spoken language can create meaning according to the context of the situation and the cultural context itself. SFL itself was developed again by Halliday in 1985, who is a professor of linguistics from the University of Sydney, Australia. According to Eggins (2004: 1), Systemic Functional Linguistics (SFL) is recognized as a very important descriptive and interpretive framework for viewing language as a source for generating meaning.

In general, each theory has its own advantages and disadvantages. This means that no theory can be considered perfect. An existing theory will be supplemented or can be changed with other theories that appear after the previous theory in order to produce a perfect theory. The metafunction that will be discussed and used is the Interpersonal Function proposed by M.A.K. Halliday.

2.2.1. Interpersonal Function

Interpersonal function is a communication carried out by individuals with other individuals or other groups to exchange ideas with one another. Interpersonal function is a form of communication where each individual can express feelings, emotions, understanding, and other information directly from other individuals. Halliday & Matthiessen (2014: 30) defines interpersonal functions as interactive and personal actions.

At the level of grammatical interpretation related to the functions of the clauses, it means that the clause is also arranged as an interactive event, which involves the speaker, writer, and also the audience (listener or reader). According to Halliday (1985: 68-71), whenever two people use language to interact, one of the things they do with it is establishing a relationship between them. He sets out two most fundamental types of speech role or function: (1) giving and (2) demanding, Halliday (1994: 68-69).

Interpersonal metafunction basically can be realized through the mood system and also the modality. One refers to the form of the clause – declarative, interrogative, imperative –, and the other refers to the level of commitment by a speaker or writer and listener or reader to the things he says. Modal verbs such as

can, must, and should definitely describe different levels of obligation when conveyed to someone. This interpersonal function is describe in word order through what is called “Modality”, (Gerot and Wignell, 1994: 13)

2.3. Modality

Modality is a statement in a sentence that states the attitude of a speaker or communicator towards something he is talking about, and usually it is about the circumstances, events, and attitudes of the speaker and the interlocutor. Modality always refers to an intermediate choice between yes and no. This is a very significant technique in expressing an argument and opinion. By using this modality, everyone is free to convey their ideas that may not be facts with varying degrees of certainty, (Halliday, 1985: 86). According to Matthiessen (1995: 497) the interpersonal metafunction, the clause has a value as a proposition or a proposal that can be negotiated. Furthermore, according to Fairclough, (2003:164) who proposes that modality deals with what speakers commit themselves to, concerning what is true and what is necessary.

Modality is the speaker’s judgment, or request of the judgment of the listener, on the status of what is being said (Halliday, 2014: 293). In harmony with Fairclough (2003: 165) sees that modality has to do with commitment which covers the speaker’s judgment and attitude in presenting his ideas and messages in text. The event used in the clause is not referred to by modality. Therefore, the choice of modality in a text can be seen as part of the process of forming one's own identity as a speaker. In addition, who the individual is at that time depends on how the individual relates to the world and other people.

Saragih (2006: 79) defines modality as a view, personal opinions, attitudes or comments of language users on the exposure of experiences conveyed in interactions. This definition means that in every speech spoken by an individual, it must be influenced by the thoughts, feelings, and experiences of the individual himself.

That's why when a story is told to two or more people, then that person is asked to tell the story again, then the story will sound a little different from the original story. The difference is because each person has a different choice of words, there are also many statements that are added due to the mixing of thoughts, views or personal experiences of the speaker. This shows that in speaking everyone speaks with their own version.

Saragih (2006: 80) states that the modalities consist of the following:

1. Modalization is an opinion or consideration personal use of language towards propositions, namely information stated or asked, consist of:
 - 1) Probability
 - 2) Usuality
2. Modulation is an opinion or consideration personally to the proposal (proposal), namely the goods and services offered or requested, consist of:
 - 1) Obligation
 - 2) Inclination

The implication of modality use will depend on some variables. Halliday (1994: 356-358) proposes three variables: system of type, orientation, and value.

2.4. Types of Modality

Modality is the expression of the speaker's opinion (Halliday, 1994: 89). The way of getting 'yes' or 'no' is expressed in the word to refer to the difference between proposition and proposal which means represented in modalization and modulation. It is as follows

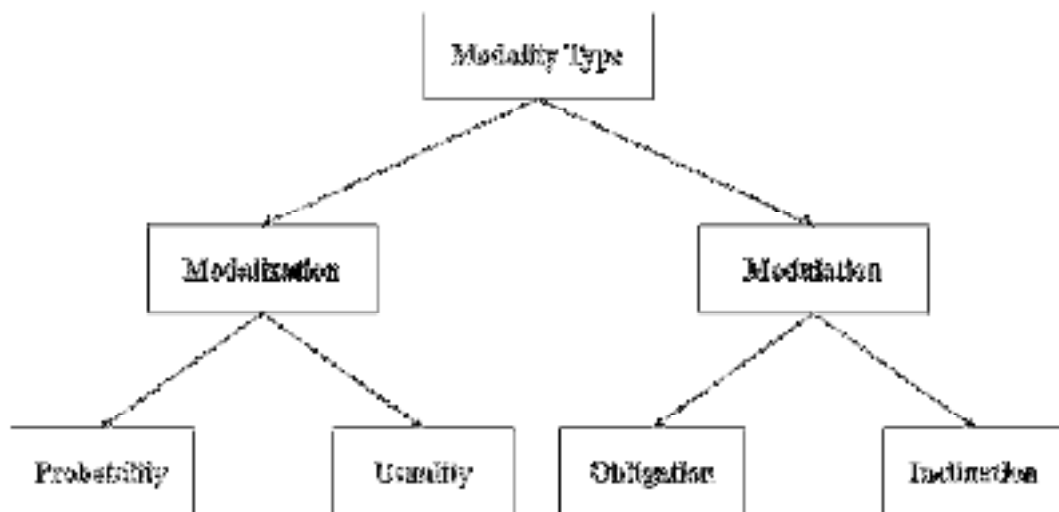


Figure 2.1 *Basic System of Modality* (Halliday, 1994: 357)

2.4.1. Modalization

According to Eggins (2004: 172), modalization is part of the general grammatical modality, which deals with the different ways in which language use can affect messages. 'Indeterminancy' is the possibility of yes or no. Furthermore, according to Halliday (1985: 335) the modality system for proposals and propositions. When discussing the modalities of proposals (orders and offers) it will refer to Modulation. Thus the speaker's obligation or readiness for action (or inclination). While the modality of the proposition (statements and questions), refers to the modalization, which includes probability and Usuality.

1) Probability

Probability can be interpreted as a possibility, where possibility can mean it will definitely be done or it might be done and interpreted as a medium level of possibility, the probability in probability is certain, possible and perhaps, (Halliday, 1994: 89). Probability is where the determination of 'yes' and 'no', namely the possibility that it can happen (Saragih, 2006: 239). Through this determination the level of probability can be a determinant for analyzing modalities.

Example: My Mother is in the kitchen. She must be cooking.

According to the example above the word "must be" means the probability is very high and the possibility definitely be done. It interpreted as a definite possibility that the mother is indeed cooking in the kitchen.

2) Usuality

Usuality is a mix of 'yes' and 'no' and an intermediate level of probability in modality. Usuality contains the meaning of habit, but it depends on the level of frequency. Degree of probability in usual sometimes, usually, and always (Halliday, 1994: 89).

Example: Usually this morning I hear Monika nagging.

The word "Every" means that the usuality is very high and the frequency can be interpreted every time and indicates the frequency or repetitive activity contained in the sentence.

The following are three degrees of modality including; high, median, and low. These three degrees are usually used to denote modalization, both in probability and habit. More details can be seen in the table below.

Tabel 2.1 *The Degree of Modalization Realization (Halliday, 1985)*

Realization	Degree of Modalization		
	High	Medium	Low
Probability	must, certainly, sure, believe, definitely, can't, couldn't, bet, of course	probably, probable, think, will be, won't, should	maybe, possibly, may, perhaps, can, possible
Usuality	always	usually, often, frequently	sometimes, occasionally, ever, never, once, rarely, seldom

2.4.2. Modulation

Eggs (2004: 181) states that modulation is related to the expression of asking, directing and the expression of willingness to make someone do something. Usually these sentences are found in sentences offering declarative statements, advising statements, or even directive imperative statements.

There are two types of modulation, namely obligation and Inclination. Described as follows:

1) **Obligation**

Obligation can be interpreted as a situation where there is a level or degrees of obligation in carrying out a command or suggestion. According to Saragih (2006:239) Requirement is where the sentence contains the meaning of 'is

wanted', an order that is usually directed to a second person and is also called obligation.

Example: You need to go quickly now

The word "need to" which means the degrees of obligation high and must be done.

2) **Inclination**

The meaning that represents the level of tendency is the intermediate level in the modulation which consists of 3 namely; determined, willing, and wanting (Halliday, 1994: 89). Tendency is 'want to' do something that is directed.

Example: Chelsea was determined to be heard.

The word "determined to" shows the meaning of an offer that someone makes and it means the tendency degrees is high.

The following are three degrees of modality including; high, median, and low. These three degrees are usually used to denote modalization, both in probability and habit. More details can be seen in the table below.

Tabel 2.2 *The Degree of Modulation Realization (Halliday, 1985)*

Realization	Degree of Modulation		
	High	Medium	Low
Obligation	must, have to, ought to, need to, is to, required to, can't	should, shall, will, would, supposed	may, might, can, could, allowed
Inclination	Determined to, need to	want to, keen, will, would, won't, wouldn't	Willing, can

2.5. Motivational Book

Non-fiction books are books that feature essays based on events that occur in real life or facts as they are also known. Nonfiction is an essay that is written in the style of a real narrative or a daily life story. This clarifies that nonfiction is a true story or a work that is based on facts.

The concept of motivation began to emerge in the 1950s. The Hierarchy of Needs Theory is one of the theories that emerged in this period. Abraham Maslow's Hierarchy of Needs Theory is the most famous theory of motivation. He proposed that everyone has a hierarchy of five needs: physiological (hunger, thirst, sexual, and other physical needs), security (desire to be protected from physical and emotional harm), social (love, belonging, acceptance, and friendship), appreciation (internal and external reward factors), and self-actualization (growth, realization of self-potential, and self-fulfillment). In fulfilling these needs, humans definitely need motivation, both internal and external motivation. According to Tambunan (2015:196) a person has two sources of motivation, namely intrinsic motivation that comes from one's own intentions or support from family and extrinsic motivation is motivation that comes from outside one's self such as reading a book, one of which is a motivational book written by a motivator.

A motivational book was created by an author full of creative and innovative ideas to convey motivation to his readers to stay passionate about life and also be a guide to success.

2.6. Previous Research

Many researchers have researched on Systemic Functional Linguistics and Modality before. The several previous study analyzed modality into various objects such as song lyrics, books, novels, news, speeches, and conversations or dialogues. To support this thesis, there are the previous research has been carried out:

First, there are several studies that examine modality with song lyrics as the object, including: Hang T. (2021) explored the experiential meaning found in the transitivity resource and interpersonal meaning found in the mood and modality resources of two Nguyen Van Ty songs about mother. Siska (2018) determined the students' capacity to acquire grammar, particularly via the use of songs. So that, the researcher employed some of songs that have lyrics with modality patterns and are used as instructional aids to help students overcome their difficulties. Susanto & Watik (2017) explored Christina Perri's album "Lovestrong" to the teaching of current English grammar is examined through the interpersonal meaning embedded in the songs. Analyzing interpersonal meaning via literary works that we hear every day, such as song lyrics, will be easier and more enjoyable.

Second, there are several studies that examine modality with speech as the object, including: Rosyda R., et al. (2020) reported research on Donald Trump's Speech on the Iran Nuclear Deal which focused on the type of modality and studied using the modality framework proposed. Nurraachman (2019) discussed about interpersonal meaning of Soekarno's speech at the first Asian-African

Conference in 1955 and focuses on analyzing the type of mood and choice of modality in that speech. Kristianti E. A. (2020) analyzed speeches of Jacinda Ardern on April 20, 2020, and July 15, 2020 used in this study and focus to understanding the relationship between linguistic parts and social environment in meaning through discourse analysis. Ayuningtyas I. (2021) determine Biden's self-representation by analyzing the sort of modalities he employs in his speech. The study use Systemic Functional Grammar (SFG) as a tool for modality analysis and discourse analysis as a method. Asri, et al. (2021) contained in presidential candidate Moon Jae In's campaign speech at the Republic of Korea's presidential election in 2017 were explored in this study. Moon Jae In might capture the hearts of the people of the Republic of Korea and win the election in 2017. Liping C. (2017) analyzed Winston S. Churchill's famous speech from the standpoints of mood, modality, and polarity to see how the interpersonal function was reflected in the speech. Amalia et al. (2018) aimed of this study is to examine the mood and modality types utilized in SBY's speech, to identify the prevalent mood and modality types in SBY's speech, and to characterize the interpersonal meaning of those mood and modality types.

Third, there are several studies that examine modality with news, slogan and magazine as the object, including: Syahira et al. (2021) identified different forms of modality and describe how the most common types of modality in news items are employed in The Jakarta Post newspaper's. Shi & Li (2020) analyzed English advertising slogans are notable for its unique and distinctive qualities. The functional properties of English slogans are interpreted by a systematic analysis of

these slogans from the perspectives of modality type, modal value, and modal responsibility. Sinaga M. B. (2018) examined the use of modalization in Tempo Magazine's Political Column, to determine the kind of modalization, and to characterize the usage of modalization in Tempo Magazine's Political Column.

Fourth, there are several studies that examine modality with text and conversation as the object, including: Suciati H. et al. (2021) aimed to examine kinds of modality and interpersonal meaning in hortatory exposition texts used in senior high school grade XI textbooks using a modality system. Bakhti & Zewitra (2021) identified the usage of modalities in students' tour commentary that carry the interpersonal function, and characterize the significance of the modalities employed. Ngongo M. (2021) described the modality and adjunct in a spoken text of a proposing girl in Waijewa. The term modality refers to the many levels of indeterminacy. (Nugraha D. et al. (2018) the focus of this study is on the topic of culture in the context of the mode of 'must' in the modality of need in English and its Indonesian analogues. Rahmasari & Lauwren (2020) aimed of this study is to see how the official Indonesian tourism website uses modality to promote Indonesian tourism discourse. Laoli et al. (2021) explored the different types of modality used by teachers when discussing forced online learning in the midst of the covid-19 pandemic. The data used in this study were the words and clauses used by teachers to express modality when discussing forced online learning. Mutia S. (2018) looked at the many forms of modality metaphors, characterize the realization metaphor of modality, and explain the context of modality metaphors in novels.

The writers of previous studies analyzed the meaning of clauses in various existing objects and used modalities as a tool to analyze meaning. One of the studies that had contributed to the research conducted in this study is the research conducted by Kristianti E. A. (2020) entitled *Interpersonal Meanings of Modality in Jacinda Ardern's Speeches on Covid-19*. In this study, the analyzed speeches of Jacinda Ardern on April 20, 2020, and July 15, 2020 are used in this study and focus on understanding the relationship between linguistic parts and social environment in meaning through discourse analysis, and using the theory of Systemic Functional Linguistics. For this reason, the writer in this study decided to use Modality in the theory of Systemic Functional Linguistics as a tool to analyze the meaning of clauses or sentences in Napoleon Hill's book, *Think and Grow Rich*.

2.7. Conceptual Framework

The explanation of the concept when this study was carried out by the writer was in accordance with the problems taken:

In this conceptual framework, it can be seen the parts that will be discussed in this research, which uses the material of Systemic Functional Linguistic Modalities. The topic of the problem is the author will examine the meaning of the clauses and sentences contained in Napoleon Hill's book, *Think and Grow Rich* using modalities through the types of modalities themselves and how that types realize in that book, then determine the dominant types. There are two types of modalities, namely: modalization and modulation which also have probability, prevalence, obligation and inclination according to Halliday's theory

in his book entitled *An Introduction to Functional Grammar*. This conceptual framework can be seen in the table below.

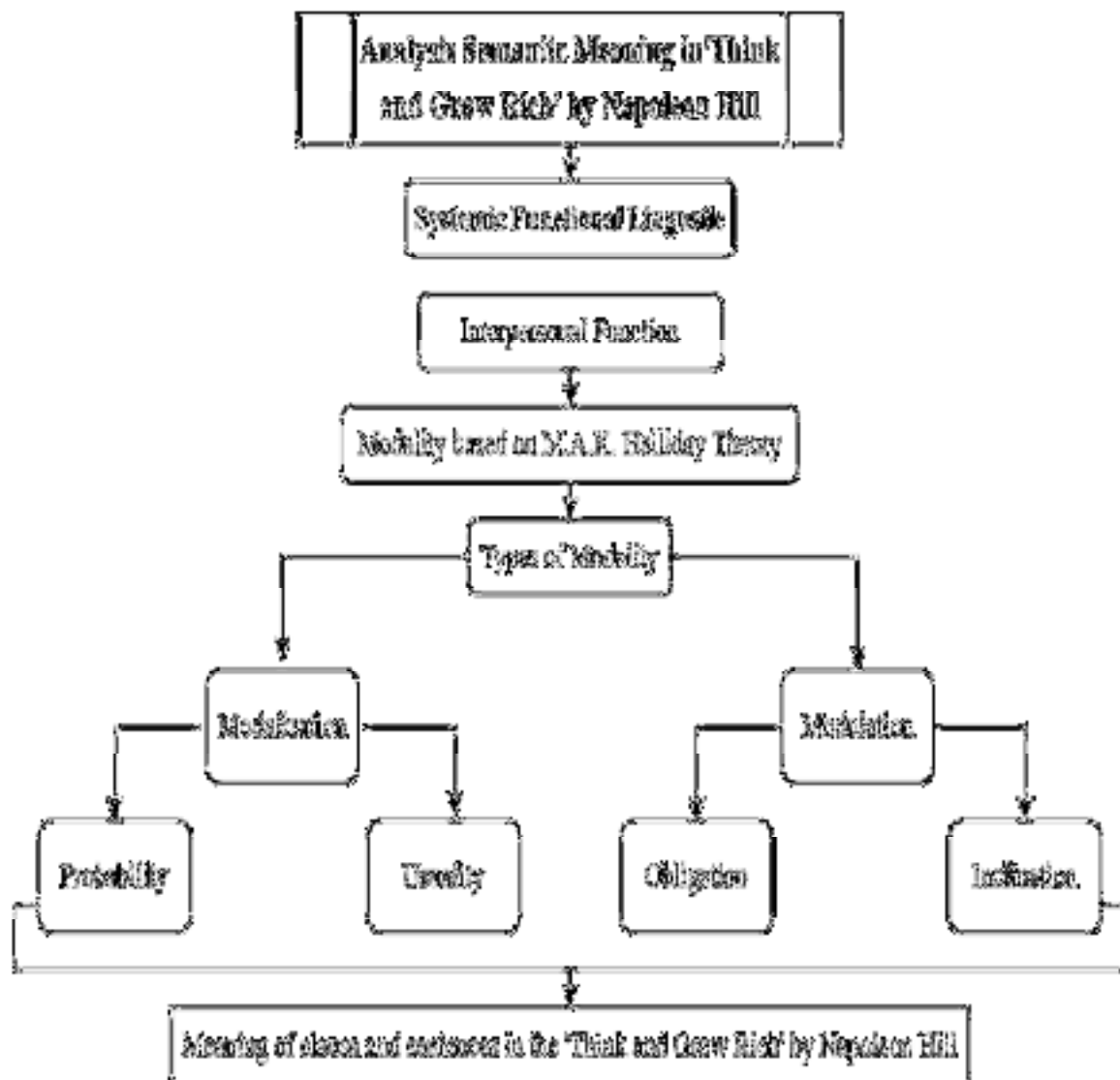


Figure 2.2 Conceptual framework "An Analysis of Modality in the 'Think and Grow Rich' By Napoleon Hill"

CHAPTER III

RESEARCH METHODOLOGY

3.1. Research Design

This study use mixed method. Mixed method is a method of collecting data with mixing the quantitative and qualitative method. A technique in study that mixes quantitative and qualitative research methodologies which means that it contains sentences and does not rule out the possibility of numbers, percentage and analysis tables known as mixed methods (Johnson R.B., 2004: 230) and according to Creswell (2009:16) Writers use mixed methods studies in a variety of ways, including those linked with quantitative and qualitative techniques.

This study collects data and modality analysis for the types and realizations in the modalities in the book by using the context of the situation, so as to obtain the dominant type of modality in each of these texts.

3.2. The Source of Data

Data is the most important instrument in a study, because without data this study cannot be completed. However, the writer also plays an active role in finding the required data. The data used must of course be in accordance with the required criteria. In this study, the sources of data are words and clauses contained in Napoleon Hill's book entitled "Think and Grow Rich" and their meaning is examined using Modality.

3.3. The Technique of Collecting Data

In this study the writer using non-observation methods to collect data. Therefore the writer uses this technique because only the writer can read every sentence. The writer takes the data using several procedures as follows:

1. Downloading the Napoleon Hill e-book “Think and Grow Rich” on the Internet
2. Reading the e-book “Think and Grow Rich” carefully.
3. Underlining the sentences that contain modalities.

3.4. The Technique of Analyzing Data

In analyzing the data the writer used several steps as follows:

1. Grouping the modality sentence data that has been underlined based on Halliday's theory.
2. Identifying the types, value, and the most dominant types modality in the book, after that make conclusions based on the analyzed data
3. Calculating of the percentage of data based on the following formula by Bungin (2005):

$$P = \frac{f}{N} \times 100\%$$

P = Percentage

f = the amount of data obtained in each category

N = Total

4. Making the conclusion of study results

