

## **POWERFUL AND POWERLESS SPEECHES AMONG STUDENTS IN ENGLISH SPEAKING COMMUNITY: TYPES OF SPEECH STYLES**

**Ajeng Novitasari**

English Literature Study Program, Faculty Languages and Arts, State University of Surabaya  
ajengnovitawidodo@gmail.com

**Slamet Setiawan**

English Literature Study Program, Faculty Languages and Arts, State University of Surabaya  
Slamet.setiawan@unesa.ac.id

### **Abstrak**

Dalam proses berkomunikasi, karakter kepribadian dan gaya bahasa diklaim sebagai faktor penting yang dapat mempengaruhi penggunaan bahasa dalam komunikasi. Gaya bahasa *“powerful”* dan *“powerless”* merupakan pola unik yang bisa digunakan dalam menganalisa kemampuan berbicara. Penelitian ini bertujuan untuk menganalisa penggunaan gaya bahasa *“powerful”* dan *“powerless”* dalam proses komunikasi yang mengaplikasikan pelajar dengan kepribadian ekstrovert dan introvert sebagai subjek penelitian. Teori dari Eyesenk (1981) diaplikasikan untuk menjelaskan cara pelajar ekstrovert dan introvert menggunakan gaya bahasa *“powerful”* dan *“powerless”* dan teori dari Erickson (1978) digunakan untuk menggolongkan dan menentukan gaya bahasa yang mereka gunakan. Metode deskriptif kualitatif diaplikasikan untuk menjelaskan hasil dari penelitian ini. Penelitian ini menemukan bahwa pelajar introvert lebih cenderung menggunakan gaya bahasa *“powerless”* karena ungkapan yang mereka ucapkan mengandung kalimat pengelakan, penekanan, dan keragu-raguan yang membuat ungkapan mereka kurang meyakinkan. Sedangkan ekstrovert cenderung menggunakan gaya bahasa *“powerful”* karena ungkapan yang mereka ucapkan tidak mengandung pengelakan, penekanan, dan keragu-raguan dan membuat pernyataan mereka kuat. Sehingga, ekstrovert dengan gaya bahasa *“powerful”* dinilai lebih sukses daripada introvert dengan gaya bahasa *“powerless”* dalam komunikasi.

**Kata Kunci:** gaya bahasa, gaya bahasa *“powerful”* dan *“powerless”*, ekstrovert, introvert, Sociolinguistik

### **Abstract**

In communication process, personality trait and speech style are claimed to be the significant factors which affect the language use in communication. Powerful and powerless speech styles are unique patterns that can be used to analyse oral skill. This study is proposed to analyse the use of powerful and powerless speech styles in communication process which applies extrovert and introvert students in English Speaking Community as the subject of the study. The theory of Eyesenk (1981) is applied in this study to describe the way the extrovert and introvert students use the powerful and powerless speech styles and the theory from Erickson (1978) is applied to classify and determine the type of speech style they use. Descriptive-qualitative method is applied to explain the result of this study. This study found that introverts tend to use powerless speech style because the utterances they produce contain hedges, intensifiers and hesitations that make the speech has less power. While the extroverts tend to use powerful speech style because the utterances they produce do not contain hedges, intensifiers, and hesitation and make the statement has power. As a result, the extroverts with their powerful speech style are more successful than the introvert with the powerless speech style in communication.

**Keywords:** speech style, powerful and powerless speech styles, extrovert and introvert, sociolinguistic

## **INTRODUCTION**

As the most important media in communication, language brings significant influence to help individual build relationship with people. The communication process with others is used by people to convey and express their ideas, desires and feelings by at least

maintaining one language (Chaer and Leony, 1995:22). Language also creates a phenomenon of communication between individuals and brings them into relationship which is called as social phenomenon (Boey, 1975:3). Language and the speakers built close relationship which means influence each other and cannot be separated. Because of that, there are several factors which can

influence the way the speakers produce the language to express their ideas and feelings. Personality trait is claimed as one of the significant factors which can influence the language use in communication strategy.

Suliman, (2014:227) stated that the influence of the consistency and individuality in someone's behaviour which creates unique pattern of characteristic is called as personality. Many psychologists stated that an individual's personality could give impact on the process of learning and producing language. According to Cook (1993:3) there are three reasons for being interested in personality, those reasons are '*personality can use to gain scientific understanding*', '*personality can use to access people*' and '*personality can use to change people*'. Those three reasons have each meaning, the first reason of the theory means to build scientific understanding about individual's personality which is more focus on how the way to engage the theory of a personality rather than focus on how the way to apply the theory in practical to get best understanding of the theory. Then, the second reason means that personality can be used as a media to understand about the behavior and attitude of a person to find the characteristics. The last reason, to change a person means that the two previous reasons have relevant meaning and can be applied in real life situation to change people (Cook, 1993:3). Personality can be defined as a dynamic and organized set of characteristics which is influenced by the uniqueness of a persona that impact on his or her cognitions, motivations, and behaviors in a certain situation (Ryckman, 2004:89). Personality traits which are extrovert and introvert become the part of extraversion factor which is one of the factors of responding process on language learning.

People often confuse with extroverts and introverts who are known have relation with the ideas of shyness and sociability because people argued that extroverts tend to be sociable and introverts tend to be shy. Eysenk, (1981) as cited in Machnicka, (2010:18) mentioned that both personality traits, extroverts and introverts have been classified into term of neuroticism-stability and psychoticism normality which can built each of their own characteristics. Those classifications are created based on their emotional stability-instability which is found inside the brain. The stability-instability is divided into detail classification that the stable of introverts have the characteristic of *phlegmatic*; in the other hands unstable introverts have characteristic of *melancholic*. Moreover, the stable extroverts have characteristic of *sanguine* whereas the unstable extroverts have characteristic of *choleric* (Eysenk, 1981 cited in Machnicka, 2010:18). The stability and instability of both personalities have same characteristic. The stability condition of the emotional differentiates the characteristic

between them. The percentage of the stability of extrovert and introvert is higher than the instability of extrovert and introvert which means the position of the stability is more influential rather than the position of the instability. As a result, how they create and produce their speech is influenced by these two factors in personality trait. Their different characteristics of personality influence the way how they speak and communicate with others. Further, the social communication behavior with people of both personalities could also give influences on how they create their speech style. The introverts who tend to be alone with few interactions from the social can create their attitudes through producing their style of speech. Meanwhile, the extroverts who tend to enjoy human interactions also create their own characteristic of speech style performance in communication strategy.

It could be concluded that different characteristic in personality creates different speech style used by people in social communication which means their personality factors build their own characteristic of speaking especially in style of speech that they use to communicate with others. They use different kind of speech style in different situation and occasion. For introverts, they would tend to speak rarely in certain situation and show their purpose of speaking without saying many words. For instance, they can use the gestures, facial expression and any other non verbal language of communication as their media to show their purpose to speak. It is not only about the non verbal language they use, but they also use the verbal language in the explicit way rather than say it honestly and directly through their interlocutor. They want to speak and deliver their arguments on certain situation only to their closest friends who have already known well by them. So, it is not true if people have argument that introvert do not speak. Introverts like to speak but it depends on the situation they face. Meanwhile, for extrovert people, they like to speak and being talkative to show their feeling, opinions, arguments to the people. They feel easily to share their opinions even to the people they have just meet.

There are many types of speech style which are described by linguist in clearly explanations. Since this study wants to analyze the speech style used by extrovert and introvert students through the personality characters of people, it is suitable for this study to classify the type of speech style into powerful and powerless speech styles. These styles show the way how each personality produces speech by using their language features, how they use the style of speech to communicate, what language features are used to communicate and what influences are caused by the use of the speech style. This study chooses the student from English Speaking

Community and the subject of the study. Since the members of the group are the students of English department who have already known English well because they are English foreign students. This community is built to develop and raise the student's ability in English. They discuss and exchange their idea about something using English. So that, this group is suitable to be the subject of this study. When they are communicating and delivering about their arguments and ideas to their friends, it can be analyzed their type of speech style, in the term of powerful and powerless.

The analysis about the influence of personality trait to language use and power of speech have been explained by some researchers in the past. Ahmadian and Yadegari (2009) in their research entitled *The Effects of Extraversion or Introversion on the Use of Strategic Competence in Written Referential Communication* investigated the relationship between extraversion and introversion personality dimension and the use of strategic competence in written referential communication by Iranian EFL by using the quantitative method. The result of this study is that there is a relationship between extrovert and introvert personalities dimension and the use of communication strategy in written referential communication which introvert participants used significantly more conceptual strategies than extravert participants (Ahmadian et al., 2009:46). The finding of this study has relation to the fact that the characteristic of introvert students have better long-term memory than the extroverts which have more concentration and focus on gaining ability and they do not easily depend on the mental inhibition (Eysenk and Eysenk, 1985 cited in Ahmadian et al., 2009:46). Then, the thesis from Wilson (2009) entitled *Powerful and powerless speech styles in Employment Mock Interviews*, discussed about the use of powerful and powerless speech styles in mock interview test to determine which style of speech is more successful in interview process. This previous study also classified the features of language which are used by the subject to determine whether the style is powerful or powerless. The language features applied in this previous study are hedges, intensifiers, hesitations. The result of this second previous study is the frequency of using hesitations is higher than other features of language. Then it is followed by the frequency of using hedges and intensifier which have low frequency of use by the participants in their speech.

According to the previous studies above, it is good idea to connect the influence of personality trait and the relation to the power of speech on language use. Since the previous study found the relation of personality trait and the language use in writing skill, this study has

possibility to find the relation in oral skill, in the term of speech style. Then, this study also classifies the type of speech style by using the features of speech especially power of speech. The theory of Eysenk (1981) is applied in this study to describe the way the extrovert and introvert students use the powerful and powerless speech styles. In this theory, Eysenk (1981) as cited in Machnicka (2010:18) explained the characteristics of extrovert and introvert personalities in very detail and accurate classification. The classifications are based on the emotional stability-instability which are found inside the brain. Then social interactions and behaviour also influence them to produce different characteristic. Thus, all the characteristics of personality influence the way how they speak and communicate with others. In this point, the speech style that they use to speak will be the main focus of the study. Moreover, there are several language features which make the content of speech become powerful and powerless. The foundation which is laid for the understanding powerful and powerless linguistic features in the context of courtroom setting is proposed by Erickson et al., (1978) in Blankenship, (1995:15) which have the following form of the powerless features like intensifiers (so, very, and surely, as in I surely did.), Hedges (*kinda, I think, I guess, etc.*), especially formal grammar (the use of bookish grammatical forms), hesitations (*uh, well, you know, etc.*), gestures (*the use of hands and expressions such as "over there" while speaking*), and questioning forms (*the use of rising, question intonation in declarative contexts*). Even there are no study which describes the language features of powerful speech style; it can be assumed that to create a good and powerful speech, the speaker should pay attention to the word choice. Based on the explanations about the theories above, it can be concluded that powerful and powerless speech styles have different characteristics and their language features, and then it needs to be explained wider about the possible speaker who can be estimated as the speaker of both speech styles.

In connecting the first theory and the second theory, there is possible relation to connect the personality trait extrovert and introvert with the use of powerful and powerless speech styles. The previous theories which have explained are considered to help this study to find the answers of the research question which is *what language styles are used by extrovert and introverts students in term of the power of the speech?* The research question is proposed to identify the type of speech style, which is used by extrovert and introvert students in term of the use of powerful and powerless speech styles.

However, this study is different from those previous studies above since this study analyzed natural



conversations that occurred between extrovert and introvert students using interview method which gathered the subject in a group discussion. This study is delivered as natural as it can to find out valid data from the participant, so that the interview process is made just like a group discussion. Participants of this research study is the English Speaking Community which all the members of the group have the same level and capability of speaking English and their personality type can be analyzed and divided into extrovert and introvert. English Speaking Community is proposed to develop and raise the capability of the members who are english foreign students in maintaining the spoken skills especially in english.

## **METHOD**

This study uses descriptive qualitative method because it is easier to find the different speech style by participants. The analysis explains the relation between the personality trait extrovert and introvert with the powerful and powerless speech styles. According to Fraenkel and Wallen, (1990 cited in Creswell, 2009:195) stated that descriptive qualitative research can easily analyze the natural setting of human and focus on the participant's perceptions and experiences, the process to finding the data is to understanding how things occur. The qualitative method produces more in-depth and comprehensive information. Besides, it uses subjective information and participant observation to describe the context, or natural setting, of the variables under consideration, as well as the interactions of the different variables in the context. It seeks a wide understanding of the entire situation.

This study uses four students which are selected from English Speaking Community in State University of Surabaya as the subject and they have different type of personality. It consists of a couple extroverts and a couple introverts. They are gathered in the same level of ESC and their age is 10 years old. They have been familiar to speak English because they are studying English Literature in college where English is major language used to communicate with others and the English environment is fully maintained. The setting of this study mostly takes place at campus environment when they have schedule of ESC. The observation of participants at campus is used to find and collect the data of their natural conversation between the participants of the group. All the names of the participants of this study are hidden and changed to respect their privacy.

Data of this study are the utterances in form of words, phrases and sentences which are taken from natural conversation through interview and group discussion with given topic. The data are gathered from observation

and interview the participants. The source of data are the utterances which are produced by the participant of this study when they are answering the question in interview and communicate each other in a group.

Since this study uses the real object in a group discussion, it applies case study where the researcher herself is used as the tool in seeking the answer of the research questions. The case study is done by seeking the participants who have ability to speak English fluently and they come from different type of personality. This study uses the EPQ test to classify the personality of the learners as the instrument of the study. After that, observation and interview through the participants. Then, it is continued to analyze the recording to figure out the differences of speech style from both introvert and extrovert. Beside the researcher, this study also need another instruments such as camera, laptop, and the interview sheets to gaining the data. In answering the research question, this study focus on some aspects to collect the data related to the research question. There are five aspects which are needed such as 1) Utterances, 2) Structures of word, phrase or sentence, 3) Intonation and gesture, 4) Question in interview, and 5) Type of speech style.

There are five steps which are applied in data collection procedure. The first step is giving closed questionnaires. This study uses the Eyesenk Personality Questionnaires from the Eyesenk theory which is aimed to find the personality of the participants. The second step is analysing the participants. This step is proposed to analyze the personality of the participant which has been given the questionnaires that can be the determiner of their type of personality from the result of EPQ test. From the data of the questionnaires, the participants will be divided into small group consists of two types personality, which are extrovert and introvert. The third step is observation of the participants. It is aimed to choose the right participants from the group because not all the member of the ESC become the participants of the study. This study just takes four participants of seven members. The next step is Interview which is proposed to knowing about the different speech style of powerful and powerless speech styles that are used by the extrovert and introvert students to communicate. It is adapted from Mock Interview Test, which the number and quality of questions are made as same as the mock interview test. The participants are given the same questions which related to the same topic. The situation when doing the interview is composed as natural as a group discussion. Then, the data can be found during the interview and it will be recorded to help the researcher analyze the data and find the result. The last step is transcribing. Thhis step is transcribe the data which have been recorded in interview step. After that the data will be analyzed. It is focus on the language features of the participants from extrovert and introverts students and classifi their speech style based on their personality, whether powerful or powerless.

In order to provide good analysis of the data, there are three points which are used to strengthen the data, they are data condensation, data display and conclusion drawing

and verification (Miles, Huberman, & Saldana, 2014:31). This study only concerns on some sentences which have some requirements of powerful and powerless speech styles. Those classifications are based on the theory from Erickson (1978). Data display help the readers easier to read the data and differentiate it. The data which is provided in this study is in the form of conversation. The last section is conclusion drawing and verification. It is an activity of examining the validity of the data which is supported by some theories. In answering the research question about language styles are used by extrovert and introvert students in term of the power of the speech, this study uses the theory from Eysenk (1985) to figure the relationship between personality and speech style. Then, the theory which is used to classify and determine the type of speech style in term of powerful and powerless speech styles by extrovert and introvert student, this study uses theory from Erickson (1978). Thus, all the data will be classified into the important points to analyze the different speech style between extrovert and introvert personalities.

## RESULT AND DISCUSSION

This study found that the personality trait, extrovert and introvert could affect the language use in communication. This is caused by different characteristics from both personalities that can make different way on doing something. According to Hampson, (1988:2) personality is a strong emphasis to the emergence of strong characteristics from the individual's personality which makes personality become the important element that produces different behavior from others. It can be concluded that personality is product of individual which contains differences in person's behaviors and makes them face same situation with different reaction. The extrovert and introvert students have different way on using speech style in communication. However, this study also found that the personality trait of the students also could give different performance on the oral or speaking skill. The extroverts create their own style on speaking as the effect of their characteristic of personality. As same as the extrovert, the introvert also has their own style of speaking which is also influenced by their personality characteristic. Eysenck and Eysenck (1985:26) a type of personality is grouped people into small and detailed groups, whereas trait of personality classifies people based on what they tend to have more toward one side of trait or the other. The classification involves a set of characteristic, which indicates that a person is a part of the type or not. The term of traits of personality in psychology refers to specific and detail characteristics which is used to rate and explain behavior (Hampson 1988: 3). In wider perspective, stability and consistency are two specific and very useful features which are from the emotional side can be used as a tool to characterize and divide the personality trait of people. These two features make them different from the point of view of emotions which can create different behavior of people from one situation to another and used to claim that someone could have real nature characteristic or not (Matthews and Deary, 1998:

3). So, the direct influence on behavior is caused by the personality traits which there are 'cause and effect' relationship between behavior and personality of people in starting and leading them to have different behavior (Matthews and Deary, 1998: 3-4). It could imply to the activity of person that they may have distinct behavior which depends on with whom the people speak with and the situation they are in. It can be seen from the table below how the extrovert and introvert personality students construct their speech style.

Table 1. The difference of the speech style of the extroverts and introverts

Question	Extroverts	Introverts	Speech Style
Tell me about yourself	Fluently explaining about them self because the effect of the stability of extrovert which are talkative, easy going, responsive, sociable.	Not fluently explaining about them self because the effect of the stability of introvert which are passive, careful, thoughtful, controlled.	The extroverts fluently when delivering their information and use the powerful speech style. While the introverts are not fluently when delivering their information and use powerless speech style. Even the introvert more fluently when delivering the answer from the third research question, their speech still categorize as the powerless speech style because there are language features of powerless speech style in their speech.
What are your career or long-term goal	Fluently explaining about them self because the effect of the instability of extrovert which are aggressive, optimistic, excitable, active.	Not fluently explaining about them self because the effect of the instability of introvert which are pessimistic, sober, anxious, quiet.	
Tell me about a recent group experience	Not fluently explaining about them self because the effect of the characteristic of extrovert which has short term memory and need a time to think about past activity	Fluently explaining about them self because the effete of the characteristic of the introvert which has long term memory and help them easily remember about past activity	
What are your strengths and weaknesses	Fluently explaining about them self because the effect of the stability of extrovert which are talkative, easy going, responsive, sociable.	Not fluently explaining about them self because the effect of the stability of introvert which are passive, careful, thoughtful, controlled.	

From the table above, it can be seen clearly that there are differences between the extrovert and introvert personality students when they are performing speaking skill. Eysenck, (1981) as cited in Machnicka, (2010:18) mentioned that both personality traits, extroverts and introverts have been classified into term of neuroticism-stability and psychoticism normality which can built each of their own characteristics. Those classifications are



created based on their emotional stability-instability which is found inside the brain. The stability-instability is divided into detail classification that the stable of introverts have the characteristic of *phlegmatic*; in the other hands unstable introverts have characteristic of *melancholic*. Moreover, the stable extroverts have characteristic of *sanguine* whereas the unstable extroverts have characteristic of *choleric* (Eysenk, 1981 cited in Machnicka, 2010:18). The table above shows the proof that the instability and stability of the personality traits extroverts and introvert give influence on building their own characteristic and speech style is one of their behavior which is influenced from their stable and unstable characteristic.

The characteristic of long term and short term which are owned by each personality also influence the way they are speaking and telling some information about their self. When the extroverts are delivering about their past activities, they get bit difficulties to memorize the activity in detailed because they have short term memory characteristic. But, when they have already memorized it, they can get easily give the information. The extroverts need time to memorize the memory in brain. Meanwhile, the introverts are easily delivering the information about the past activities because they have long term memory which helps them easily to memorize past activity in detailed. But, the way the extrovert and introvert telling the information is still influenced by the stability and instability of the introvert and extrovert. The long-term and short-term memory influence the fluency of delivering speech from both personalities because those aspect have relation on the way the personalities use their memory in brain to memorize something which will affect on producing utterances especially in fluency. When someone is delivering their speech and thinking about what they are going to tell in a same time give influences on the quality of the utterances they produced. Cook (2002: 235) stated that the possible factor which caused introverts have worse oral performance are the higher possibility of making semantic error and the capacity of producing speech in long sentence is limited. It can be expected that the introvert students may have worse result than the extrovert in performing oral skill especially in the term of fluency.

Moreover, the topic which is given on the question list also can influence the way the extroverts and introverts performing their speech. When the first question about telling their self is given, the extroverts are fluently explaining about them self because the effect of the stability of extrovert which are talkative, easy going, responsive, sociable. In the other side, the introverts are not fluently explaining about them self because the effect of the stability of introvert which are passive, careful, thoughtful, controlled. From the second question which is about long term goals and careers in the future, the extroverts are fluently explaining about them self because the effect of the instability of extrovert which are aggressive, optimistic, excitable, and active. In the other hand, the introverts are not fluently explaining about them self. It is caused by the effect of the instability of introvert which are pessimistic, sober,

anxious, and quiet. Then, the third question is about past experience working in a group. This question found different explanation. The introverts are fluently explaining about them self because the effects of the characteristic of the introvert which has long term memory and help them easily remember about past activity. Moreover, the extroverts are not fluently explaining about them self because the effect of the characteristic of extrovert which has short term memory and need a time to think about past activity. And the last question is about strengths and weaknesses. The extroverts are fluently explaining about them self because the effect of the stability of extrovert which are talkative, easy going, responsive, and sociable. Meanwhile, the introverts are not fluently explaining about them self because the effect of the stability of introvert which are passive, careful, thoughtful, and controlled. From those explanations, can be concluded that the topic which is given to the extroverts and introverts personality students also could give impact on the way they performing their speaking or oral skill. It has different result on the speech style they construct to speak.

From those characteristics above, the extrovert and introvert students create different way on speaking, especially using their speech style. This study found that introverts tend to use powerless speech style, while the extroverts tend to use powerful speech style. This finding is created based on the certain aspects which are found and mentioned before. From both personalities, each of them carried different characteristics and features of language. The powerful speech style which is constructed by extrovert has its own characteristics and the same as the introvert students with their powerless speech style.

When the extroverts produce their speech and statement, they tend to use powerful speech style which is caused by the influence of the stability and instability that they have. According to Eysenck and Eysenck, (1975) cited in Daewele and Furnham, (1999: 513) the stable extroverts have sanguine qualities, they have the character of sociable, outgoing, talkative, responsive, easygoing, lively, carefree, and leadership, whereas the unstable extroverts have choleric qualities, they have the character touchy, restless, aggressive, excitable, changeable, impulsive, optimistic, and active. Those characteristic built up their own speech style when producing their speech. The characters of speech that are built by the extrovert students are categorize as the powerful speech style. The language features that are used by the extrovert are mostly use comparison and certain words which are representing a huge thing that they want to tell, they avoid to use hedges, intensifiers, and also hesitations. Powerful Speech style is characterized by not containing those features of language in powerless speech style (O'bar 1978 cited in Wesson, 2004:8). The features of powerless are hedges, intensifier, hesitations, etc. The extroverts avoid those entire elements, so it can be stated that the extroverts use powerful speech style when speaking. Cari (2005:8) stated that the aspects which are constructed a speech will give attributions about how powerful their speech style, because some words which are produce could be

associated with powerful person, in the other side could be associated as powerless or weak person. Not only that, they are also good in placing the intonation in every statement they produced. Extrovert is good at building expression too. Even there is no clear explanation which describe the language features of powerful speech style, it can be stated that the way to create good, brief and powerful speech, the speaker should pay attention on the word they choose to speak. Avoiding using certain words such as very, so and really to describing something is one of the way to create the powerful statements. Those words can be anticipated using another word such as the most and more which make the statements have more power.

In contrast, when the introverts produce their speech and statement, they tend to use powerless speech style which is also caused by the influence of the stability and instability that they have. According to Eysenck and Eysenck, (1975) cited in Daewele and Furnham, (1999: 513) the stable introverts have phlegmatic qualities, they have the character of passive, careful, thoughtful, peaceful, controlled, reliable, even tempered calm; in the other hands unstable introverts have melancholic qualities, they have the character of moody, anxious, rigid, sober, pessimistic, reserved, unsociable, and quiet. Those characteristic built up the introverts own style when they performing speech. Their characters are also influence the way they built up the character when they are performing which is categorized as powerless speech style. Erickson et al., (1978) in Blankenship, (1995:15) classified the following form of the powerless features like intensifiers (so, very, and surely, as in I surely did.), Hedges (*kinda, I think, I guess, etc.*), especially formal grammar (the use of bookish grammatical forms), hesitations (*uh, well, you know, etc.*), gestures (*the use of hands and expressions such as "over there" while speaking*), and questioning forms (*the use of rising, question intonation in declarative contexts*). Based on the theory above, this study also found that the introvert speech style can be categorized as powerless speech style because when they are performing, they tend to use hedges, hesitations, tag question and also intensifiers in their statements. Bradac and Mulac, (1984) cited in blankenship, (2005:22) stated that the hesitations give influence of the least powerful effect of the others language features when hesitations use in speech. If the frequency of using hesitation in speech is low, it does not give any influence of a powerful speech which mean the statement is still categorised as powerful speech. In contrast, if the frequency of using hesitation is high, it gives influence on a statement because high frequency of using hesitation creates low fluency of the speakers when they are delivering speech. If people do not fluently deliver their statement, it will difficult to make the interlocutors to have the same opinion with the speaker and the speech style is categorized as powerless speech style. Further, Blankenship, (2005:23) presented the effect of using hedges in speech which means the high frequency of using hedges decreases the persuasiveness of a message by weakening the strength of the message content. Hedges influence the meaning of the statement

which means the spakers are not really sure and still guessing on the statement they delivered. As a result, statements which contain hedges are difficult to be accepted by the interlocutor because the statements contain uncertainty of the speaker. In contrast, the low frequency of using hedges does not influence the powerful statement. If the speakers use few number of hedges, it does not change the content of the message. The speaker's statements are still categorised as powerful statement. Hosman, (1989,391) stated that if the message does not contain hedges and hesitation, the message was percieved as the most authoritative message, while if the message contains high frequency of using hedges and intensifier, the message was percieved as the most sociable.

## **SUGGESTION**

After doing analysis and discussion in the previous chapter, this research concludes that the extrovert students apply powerful speech style and introvert students apply powerless speech style in the communication. Each participant has their own characteristic in the term using the powerful and powerless speech styles. Both personality students in each speech style have their own ways in producing speech which can be same and different in certain occasion and purpose. From all the data and explanations above, extroverts tend to use powerful speech style by avoiding many language features which is described as the characteristic of the powerless speech style, even in certain data the extrovert use one or two language features of powerless speech style, but it does not affect the powerful statement they built. Meanwhile the introvert students tend to use powerless speech style by using almost all types of language features in powerless speech style. Due to the fact that the observation and interview had been done in the long period, the researcher feels that this study is still far away for being perfect. So that, it would be better for the following research with the similar topic about the use of powerful and powerless speech styles by extrovert and introvert students in communication strategy will find many proves in order to guide the extrovert and introvert personalities of people can learn how they use the powerful and powerless speech styles in communication strategy, especially in interview test and presentation performance. The researcher is also aware that this study has a lot of weakness in order to relate the theories and the results due to the limitation of the source. Thus, for the future research, many theories can be the guidance to find out some various kinds of the results.

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