

KIM FAMILY'S MANIPULATIVE BEHAVIORS IN *PARASITE* (2019)

Riza Khattami

English Literature, Faculty of Language and Arts, Universitas Negeri Surabaya
riza.18065@mhs.unesa.ac.id

Much. Koiri

English Literature, Faculty of Language and Arts, Universitas Negeri Surabaya
muchkoiri@unesa.ac.id

Abstrak

Perilaku manipulatif merupakan fenomena psikologis yang dapat menimbulkan dampak negatif dan positif. Perilaku manipulatif sering terjadi pada seseorang dengan kebutuhan tertentu; dia cenderung memanipulasi kenyataan dan mengendalikan orang lain untuk mendapatkan keuntungan. Penelitian ini bertujuan untuk mendeskripsikan jenis-jenis perilaku manipulatif yang ditunjukkan oleh keluarga Kim di *Parasite* (2019), dan untuk mengungkap faktor-faktor penyebab perilaku manipulatif yang ditunjukkan oleh masing-masing keluarga Kim pada para korban. Dalam analisisnya, penelitian ini menggunakan konsep Kells McPhillips untuk mendeskripsikan jenis-jenis perilaku manipulatif, dan teori Nancy Nyquist Potter untuk membantu mengungkap faktor penyebabnya. Penelitian ini menunjukkan bahwa ada lima jenis perilaku manipulatif, tetapi hanya ada empat jenis yang ditemukan dalam penelitian ini di mana korban dimanfaatkan untuk memuaskan keinginan keluarga Kim, yaitu gaslighting, silent treatment, rasa bersalah tersandung, dan sanjungan. Penelitian juga menunjukkan bahwa ada dua faktor yang menyebabkan perilaku manipulatif yang dilakukan oleh keluarga Kim kepada korban, yaitu keinginan untuk mendapatkan penghasilan keluarga dan kesempatan untuk memanipulasi korban.

Kata Kunci: Perilaku manipulatif, jenis perilaku manipulatif, faktor penyebab

Abstract

Manipulative behavior is a psychological phenomenon that can cause negative and positive impacts. Manipulative behavior often occurs in a person with a specific need; he or she tends to manipulate reality and control others to make a benefit. This study aimed to describe the types of manipulative behavior demonstrated by the Kim family in *Parasite* (2019), and to reveal the causing factors of the manipulative behavior shown by each of Kim family on the victims. In the analyses, the study used the Kells McPhillips' concept (2020) to describe the types of manipulative behavior and of Nancy Nyquist Potter's theory to help reveal the causing factors. This study showed that there are five types of manipulative behavior, but there are only four types found in the study in which the victim is used to satisfy the Kim family's desires, namely gaslighting, silent treatment, guilt tripping, and flattery. The study also indicated that there are two factors that cause manipulative behavior performed by Kim family to the victims, namely desire for family income and opportunity to manipulate the victim.

Keywords: Manipulative behavior, types of manipulative behavior, causing factors

1. INTRODUCTION

Films are visual media by painting motion with light, where films spoil the eyes of the audience and follow storylines that can build imagination. Movies shot with visuals and sound effects will create imaginative adaptations. The film is also the main object of this analysis because it can give opinions, provide moral values that can be taken, and also provide various

knowledge that can be used as topics in society in real terms.

One of the interesting topics is manipulative behavior. Manipulative is the exercise of harmful influence over others to reach the benefit. Manipulative people are often careless of what others feel. They think to fulfill their desire in absolutely everything, and it is so wrong because it can lead to bad character traits in ethics (Potter, 2006). The manipulative behavior comes from people who like to attack others' mental and emotional

sides to get what they want. It is not diagnosed as a criterion for borderline personality disorder (BPD) (Potter, 2006). The occurrence of manipulation is an attempt to indirectly influence others in action or behavior (Rahayu, F. E. S., Susilo, Sunardi, 2018). The urge to manipulate there are many things, such as in his personality, which is indeed a manipulating personality or the basis of the situation to face as a solution to get their desire or avoid a problem. Especially for things that can satisfy their desires, manipulative behavior carried out by perpetrators will make plans such as lying, disturbing, or threatening by false stories that will be made to arouse their strong feelings (Bowers, 2003). From this knowledge, the topic of manipulative behavior needs to understand because it happens in society.

The role in manipulative behavior can be found in a film that this study focuses on, titled *Parasite* (2019), which reflected the manipulative behavior in that film. *Parasite* (2019) has a storyline that occurs in the lower class of the Kim family and the upper class of Park's family because this film depicts the manipulation behavior that occurs in the poor Kim family, which can provoke each member of the family from the rich Park family to achieve their desires in any way such as work, home use, use of home facilities and others in the Park's family's house with the results of their manipulation. Based on the social conflict, it can be called a conflict situation because it has planned something by manipulating it to satisfy their desires (Bowers, 2003).

Manipulative behavior is an interesting issue discussed in the previous studies related to an analysis of Social Class inequality Based on the Movie *Parasite* by Chang Liu (2020). This study focuses on what is the impact of the gap between the rich and poor in real modern society, especially in education portrayed in *Parasite* (2019). Also, *Language as the Device for Psychological Manipulation in George Orwell's Nineteen Eighty-Four: Psycholinguistic Analysis* by Hossain (2017). This study focuses on how only language can manipulate others in psychological functioning. The method used is Machiavellian. The use of language can be the process of creating meaning in context, as language is a resource for creating meaning. Also, language is used as a device to engage with or amongst human beings to set up and keep family members with them and to alternate our very own standpoint approximately matters inside the world (Tarigan, N. B., Sinar, T. S., Harefa, Y., Yusuf, M. 2020). The conclusion of this research is to find the fact that language and thought, in fact, reciprocal to each other, help. The Kim's family, Ki-Woo as the son, Ki-Jeong as the daughter, Kim Ti-Taek as Father, and Chung-sok as the mother, can feel how their position as a rich family will lead to tragedy. This character development was very well-built by their roles. Characters are an important part of building a story, with the ability to develop the story and convey ideas as a key to understanding the story and its

conflicts as a whole (Batubara, A. S., Nasution, N. S., Pratama, D. R. 2020)

This study will analyze the manipulative behavior of Kim's family Characters in that film. *Parasite* is a 2019 film from South Korea with a black comedy genre packaged in the form of a drama with elements of comedy and tragedy. Bong Joon-Ho directed the film, released on May 19, 2019, at Cannes Film Festival and on May 30, 2019 in South Korea. Then, this study will describe the types of Kim's manipulative behavior as seen in Kim's family found in *Parasite* (2019). Also, This study will also reveal the causing factors of the manipulative behavior in Kim's family shown on the victims in *Parasite* (2019).

THEORETICAL FRAMEWORK

1. Manipulative Behavior

The term "manipulative" is commonly used by psychiatric professionals to describe the behavior of people suffering from personality disorders (Bowers, 2003). Although manipulative are mentioned in symptomatology and clinical personality disorder identifying and managing these issues no attention. Bowers (2003) stated that six types of behavior attracted the label 'manipulation' from the nurse's understanding consist of bullying, corrupting, conditioning, capitalizing, conning, and dividing.

Bullying is defined as the use of contents, threats and persistent challenges and requests, nonverbal intimidation, and real physical violence to obtain compliance with the aggressor's hopes. Corrupting then refers to bribery and other forms of persuasion involving the offering or apparent offering of achievements. After that, conditioning is the process of building a close relationship over time through sympathy, flattery, intimacy, and other techniques. This relationship is then used to get what you want from the person to secure compliance. Also, capitalizing is the alternative use of hierarchies or authorities can be used to undermine the power of those who currently withhold access to desired services or items. Conning means deceiving others by lying or by cheating and this include the fraud and forgery. Last, dividing means the deliberate creation of conflict within a group by the spreading of lies or exaggerations will often spark heated disagreements between different members of the group. It was shown that these behaviors were used by patients in opposition to each other. In addition, the operational behaviors reported by the caregiver did not necessarily appear to have definable goals, but they could also appear to be objectives in their own right.

According to Potter (2006), manipulation is the use of harmful influence over others to gain an advantage. Manipulative people are often unconcerned about what others feel and think to fulfill their desires in

everything, which is so wrong because it can lead to bad character traits in ethics. Manipulative behavior is exhibited by people who like to attack other people's mental and emotional sides to obtain what they want, and it is not recognized as a criterion for borderline personality disorder (BPD) (Potter, 2006). Manipulation is defined as an attempt to influence others' actions or behaviors indirectly. There are many reasons for the desire to manipulate, such as his personality, which is indeed a manipulating personality, or the basis of the situation to face as a solution to obtain their desire or avoid a problem. Specifically, to satisfy their desires, manipulators will tend to provoke at a time appropriate to the conflict situation, to organize all plans for manipulating others (Bowers, 2003).

In the use of language in manipulative in this study, Krauss & Chiu (1998) stated that language always happens in social life. Language besides being the main thing for cultural knowledge, language is the main means of entering the content of the minds of others. Social perception, attitude change, and social interactions are contained at the core of social psychology.

2. The Types of Manipulative Behavior

According to McPhillips (2022), there are 5 types of manipulative behavior. Those are gaslighting, silent treatment, guilt tripping, flattery, and love bombing.

a. Gaslighting

Gaslighting is psychological abuse that aimed to make victims feel so wrong by creating a "surreal" interpersonal environment to capture the public attention (Sweet, 2019). The cause of gaslighting is the gaslight perpetrator who wants to reach recognition from the victim in order to satisfy the desire to be fulfilled. This happens when somebody starts to use their manipulated reality to fight against their victims. As a victim, you will feel helpless because you have shown weaknesses and strengths through manipulation. Many believe that this phenomenon was purely psychological, but some experts believe that this was more of a sociological phenomenon rather than a psychological phenomenon because of the factors that involved it (Sweet, 2019). There are several factors, there are Gender Stereotypes (Johnson, 2014), Inequalities (Menjivar, 2011), and Politics (Mikhailova, 2018). From these factors, it can be shown that the perpetrator tries to change and control the actions, thoughts, and sensations of the victim so that the victim feels anxious, insecure, aggressive and depressed (Christensen & Murray, 2021). However, there are still so many arguments that still debating whether gaslighting is a sociological or psychological phenomenon.

b. Silent Treatment

Silent Treatment is relational violence that often occurs in a disappointment of communication or an interpersonal relationship (Rittenour et al., 2019). The feeling of disappointment and dissatisfaction in a relationship is often seen when communication rarely ended-up well. Especially, when neglected in communication with others which results in not being able to express the true feelings that are felt. The cause of silent treatment is the possibility of discussing their discontent and fulfilling with negativity is often the issue that triggers the situation where people are already filled with negativity and expressing their feeling by avoiding any direct discussion related to the issue (Caughlin & Scott, 2010). According to Williams, Shore, and Grahe (1998) states that there are 5 factors that lead the silent treatment which are target's punishment, oblivious, defensive, not ostracism and last, role prescribed. This is what makes silent treatment used as power over the perpetrator because it can control the feelings of others as a purpose.

c. Guilt Tripping

According to McPhillips (2022), Guilt Tripping is a phenomenon when the person is trying to modify their behavior and act like they are trying to fulfill the victim's expectation. The occurrence of guilt tripping is caused because they have expectations in order to avoid negative emotions of subject. Victims who feel guilty will feel like they have to be responsible so that their behavior and emotions can be controlled by the perpetrator. The manipulator is trying to manipulate the victim's feeling by acting like it is not their fault and manipulating the victim's psychological by using qualities, reality, and possession to make the victim feels guilty. This can lead to social control which makes this phenomenon also a sociological phenomenon if it happens to a mass amount of people to lead them into the manipulator's desire (Scholz et al., 2021). Guilt tripping has several factors, namely, intersection and natural obligation. Guilt tripping has purposes which are anxiety of social exclusion dan empathic arousal that both include interpersonal in nature (Baldassar, 2014).

d. Flattery

Flattery is a manipulative strategy that involves the feeling that the other is believed to be special by consistently complimenting the victim out of nowhere and too much (McPhillips, 2022). Flattery uses the praises excessively to get the heart of the victim. Flattery has 2 factors which are self-verification and self-enhancement. From these factors, it can be shown that the subject tries to get validation from their victim (Chan & Sengupta, 2010). Some people might find it relieving and rewarding because they got the validation that they needed, but some people might find it annoying and starts to feel uncomfortable because they may realize there is

something wrong, and when the victim finds it rewarding and make them happy, they are tended to be easier to manipulate and control to fulfill the manipulator's personal desire (Ayduk et al., 2013).

e. Love Bombing

Love Bombing is an act of manipulation where the manipulator gives a feeling to their victims in form of blossoming love in a massive amount of it. It makes the victim feels to be loved and forget about what just happened (Deck, 2017). According to Grande (2020) stated that there are four common factors which are family culture, desire and loneliness, desire to keep victim in hold, and desire to take advantage, influence and manipulate. The family culture comes from their expressiveness and affection that shows by telling the victim to respond the subject as their expectation. It because since the subject as a grown-up individual in families or cultural environment. Desire and loneliness used for quick development for a close relationship. The level of attention is intense as a subject because they have many ways to keep the victim close and not have another relationship with others and try to convince them to love the subject back. Desire to keep victim in hold used for long lasting relationship between subject and victim. It can overlap with an evasive attachment style. In short, love bombers seek a safe and stable relationship, but are reluctant to be emotionally vulnerable. Desire to take advantage, influence and manipulate happens by the sociopath, narcissist, or a person with borderline personality disorder using idealizing. They can harm amor punish the victim if the victim not giving feedback as the subject's expectation. This action is also can be used to manipulate others to make them do something that the manipulator wanted. According to McPhillips (2022), this behavior can be used when the manipulator wanted the victim to forget what just happened and still want the victim to buy the manipulator an expensive gift even when the manipulator knows that they just hurt their feeling deeply enough.

METHOD

This study is a literary study to investigate the manipulative behavior of Kim's family in *Parasite* (2019). The data of this study are in the form of film scripts and supported with relevant screenshots. To collect the data, the researcher collected film scripts that represent evidence of manipulative behavior done by Kim's Family, and screenshot relevant fragments of the film supportive of the selected scripts. The data are analysed by using psychoanalysis which has relation with the concept of Kells McPhillips discussion of types of manipulative behavior and Nancy Nyquist Potter's theory as additiong to reveal the manipulative behavior as seen in Kim's family and the causing factors as seen in Kim's famil in *Parasite* (2019). The conclusion was made based on the whole analysis.

FINDING AND DISCUSSION

This section will discuss about the types of manipulative behavior shown by Kim family and the causing factors of Kim family's manipulative behavior to the Park family as a victim in *Parasite* (2019).

1. Types of Manipulative Behavior

There are 5 types of manipulative behavior. Those are gaslighting, silent treatment, guilt tripping, flattery, and love bombing. For love bombing, it is an exception because there is no evidence from these types of manipulative behavior.

1.1 Gaslighting

Gaslighting is psychological abuse based on a social phenomenon that aims to create a real interpersonal environment to attract public attention (Sweet, 2019). Gaslighting occurs when the perpetrator uses the reality of their manipulation against the victim so that the victim feels helpless anything because has shown strengths and weaknesses through manipulation. Gaslighting happens because they want to fulfil the desire to get recognition from the victim. According to Sweet (2020), states that there are gaslighting factors, which are Gender Stereotypes (Johnson, 2014), Inequalities (Menjivar, 2011), and Politics (Mikhailova, 2018). In this analysis, inequalities have relation with the the subject in *Parasite* (2019). *Parasite* (2019) has shown that there is social inequalities toward the poor Kim's family. Kim's family has a motive for their victims to mobilize their lives because they feel have the power to manipulate.



Picture 1. Mr. Kim puts red sauce as fake blood

Gaslighting happens because one of the factor which inequalities. *Parasite* (2019) shows social inequalities between the poor Kim family and the rich Park Family. Sweet (2019) stated that gaslighting is effective when in a social inequalities situation. The purpose of gaslighting is trying to take over the job to get income for them. During the trip with Mrs. Park, Mr. Kim tries to tell her that her housekeeper named Moon-Gwang has tuberculosis which can be dangerous and should be fired before it's too late. Kim Ti-Taek built a tense atmosphere by adding words that made Mrs. Park became weak and worried because he was worried that the housekeeper's illness could harm the children. By getting this power, Kim Ti-Taek can control Mrs.'s actions and thoughts. Park to fire the housekeeper. At the

same time. Moon-Gwang just had a normal cough due to an allergy to peaches when Moon-Gwang was secretly given peach powder by Ki-Jeong to trap her. This is a gaslighting with a trap the victim which Mrs. Park and also for Chung-Seok that clueless that related to her dismissal. From this scene, it can be a point that included the gaslighting that Kim Ti-Taek makes the illness of the housekeeper very dangerous for kids but actually, he just fakes the illness by putting red sauce as fake blood that the housekeeper's tissue in the trash. After that, the new housekeeper was Kim Ti-Taek's wife named Chung-Seok as suggestion. Their plan already achieved their goal.

1.2 Silent Treatment

Silent treatment is relation violence that causes feelings of dissatisfaction and disappointment in an interpersonal relationship with communication that rarely looks good (Rittenour et al., 2019). Silent treatment caused by communication that rarely looks good, often discussing dissatisfaction by fulfilling various negative things expresses feelings by avoiding the discussion. Through the factors of silent treatment has decided. In this case, two of the factors according to Williams, Shore, and Grahe (1998) which role prescribed and punish the target that can be used because it must consist of or be able to the understanding of position where to be quiet and socially appropriate and adding the Silent treatment is used as a power to control the feelings of others or victims. In Parasite (2019), it can be found that there is a silent treatment of role prescribed that occurs because it can control the feelings of the victim.



Picture 2. Da-Song ignores his mom



Picture 3. Da-song being polite

Silent treatment happens because silent treatment happens because of the role prescribed and punish the target as a art teacher leading to psychology because of Da-Song's trauma and punish Da-Song to be a better as a kid in politeness. The frequently factor that happens in

silent treatment is target punishment (William, K.D., Shore, W.J., Grahe, J.E., 1998). The purpose of silent treatment is controlling Da-Song politeness and trauma at the same time with the victim's feeling. At first in the scenes, Da-Song is the son of the Park family who is hyperactive and rebellious until his mother is overwhelmed. In this scene, it is shown that Da-song doesn't pay attention to his mother and Ki-Jeong as Jessica and just lies down. Then, at the end of the first lesson, Da-song became such a polite child that he bowed before Jessica based on silence. Jessica uses the silent treatment for Da-Song because she understands to handle a kid like him through the silent treatment. After all, he always needs attention but if he does not get attention. Moreover, Jessica can be an assertive art teacher. For this evidence in 25.23--26.42 minutes, it can be stated with the second manipulative behavior which silent treatment through the difference in treatment from her mother who spoils Da-Song while Jessica (Ki-Jeong) treats Da-song with not much communication which is not well established for his hyperactive behavior causing him to be controlled to follow her.

1.3 Guilt Tripping

Guilt tripping is a social control phenomenon when the subject tries to change behavior and act following the wishes or expectations of the victim (KellsMcPhillips, 2022). The appearance of guilt is caused by the expectation that they will avoid the subject's negative emotions. Perpetrators who can control the behavior and emotions of the victim will make the victim feel guilty and feel responsible. In Parasite (2019) it has been found that guilt tripping, in which one of Kim's family named Ki-Jeong, has made the victim feel guilty and feel responsible for the subject's actions. According to Baldassar (2014), the several factors of guilt tripping are intersection and natural obligation. For this case, the intersection is decided to analysis. Intersection happens in individual choice through the background of Kim family in Parasite (2019). In Parasite (2019) has shown that there is a intersection of social towards the poor Kim family to the rich Park family. Kim family has a motive to guilt tripping which can control the victim to feel guilty in manipulator's desire.



Picture 4. Mrs. Park feels guilty about Da-Song

Ki-Jeong: "Do you understand?"

Mrs. Park: "I see that picture every day. Every time I eat. I had no idea what it is."

Ki-Jeong: "You don't have to beat yourself up. These drawings are records of Da-Song's emotions. A black box of his soul. I'd like to try and unlock that box. But I'll need time."

Mrs. Park: "Of course. Please take as much time as you need. I can wait."

The occurrence of guilt tripping because one of the factor which social intersection. Parasite (2019) shows social inequalities between the poor Kim family and the rich Park Family. The purpose of guilt tripping is trying to convince the victim to that it can be controlled to feel guilty. As a victim, they will feel that it is their fault but actually, it's the subject's fault. From this scene can be found the guilt tripping from Jessica after said Da-song had a schizophrenic zone when he first taught and it was reflected in Da-song's picture on the wall. Mrs. Park was so shocked that she cried because she thought she as a mother didn't even know anything about her child who was under pressure as a mother who didn't care. Ki-Jeong lied to get a lot of salaries because he said he could treat his child. From this evidence in 28.05--28.42 minute can be found that is included with guilt tripping through Jessica (Ki-Jeong) makes Mrs. Park feels must pay for her art therapy for Da-Song because she hopeless about his son.

1.4 Flattery

Flattery is a consistently over-praised manipulative strategy aimed at privileging other people's feelings to win the victim's heart. In that situation, some people will feel happy about the compliment but some people will also feel uncomfortable and may be able to realize that something is wrong with the subject. Through the two factors of flattery which are self-verification and self-enhancement, the self-verification is the decided one. According to Chan and Sengupta (2010), Self-verification is the important motive which the underlying factor of positive effect of flattery that has related in Parasite (2019). The type of flattery in the film Parasite (2019) can be found in that Kim's family does flattery on victims so that victims feel special because they get the validation they need. This is what causes the victim to be more easily manipulated by fulfilling the wishes of the subject.

a. Minute: 19.05--19.27



Picture 5. Ki-Woo lies about his understanding

Mrs. Park: "He's an art prodigy, you know. Did you see the drawings? Those are his."

Ki-Woo: "A lot of symbolism. Such a strong point of view."

Mrs. Park: "I know right? Strong. I knew you would get it, Mr. Kevin."

Ki-Woo: "It's a chimpanzee, right?"

Mrs. Park: "It's a self-portrait."

Ki-Woo: ".Of course. We grown-ups are complicated to see true genius."

Ki-Woo's self-verification in Parasite (2019) has relation as look expert as an English teacher but understand about the other like art. The purpose of flattery is trying to control and manipulate the victim to get the victim's heart as a validation for the subject using consistently complimenting. In this scene, Ki-Woo uses flattery. He needs to get Mrs. Park's heart because he has just been accepted as an English teacher in their house. So, he needs to flattery his son's painting. Ki-Woo doesn't know the meaning of Da-Song's painting but he only praises the work of a child from the mother who employed him. Ki-Woo exaggerated his praise as if the painting was too good for a child. Through this statement, it can be concluded that it is a type of manipulation behavior in which flattery that Ki-Woo wants to give much praise that aims to have a heart melt from his victim.

b. Minute: 38.25--38.37

Mr. Park: "Thank you. You must know your way around the city."

Kim Ti-Taek: "Every highway, road, and alley south of the DMZ. When you do this for 30 years, it becomes second nature."

Mr. Park: "I admire people who work in one profession their whole lives."

Kim Ti-Taek: "It's a simple job. But I take pride in it. Every morning, I go on a journey. With a father, a leader of a company? Or just a solitary man walking through life. It's a sort of companionship. That's how I've treated my job for the past 30 years. How time flies."

The self-verification of Kim Ti-Taek in Parasite (2019) has relation with looks a loyal professional driver from the big company that driving 30 years and said that it becomes second nature and also give constantly complimenting to Mr. Park because of his good job as father and CEO. Kim Ti-Taek has purpose of flattery which try to control and manipulate the victim to get the victim's heart as a validation for the subject using consistently complimenting. This scene shows that Mr. Kim, who is the new Mr. Park, must be careful, Mr. Park, so that he always sympathizes with him. Praising that Mr. Park is a father and CEO who fights for his family and also after winning hearts, Mr. Park gives back praise by saying that he respects people who stay at work for a long time, which is 30 years. The fact is that he had been a valet at a very different time from the background he told

Mr. Park. This evidence pointed out that this includes flattery which Kim Ti-Taek praises as too exaggerated to win the heart of the victim.

2. Factors that cause Manipulative Behavior

The causing factors of Kim family's manipulative behavior to the Park family as a victim which are desire for family income and opportunity to manipulate the victim.

2.1 Desire for Family Income

Desire is an emotional power or feeling that transcends rationality which is part of the indescribable mystery in nature which is not easy to express in words and is not ready to accept logic. Desire is used as a natural essence marker as an indicator of who we really are (Davies, 1990). In the indicator as a marker of the essence, humans have experienced to want the desire in order to fulfill it to be satisfied. In that situation, desire will be prioritized as the cause of manipulative behavior because it is related to the essence of the character from the film Parasite (2019). In the film Parasite (2019), the Kim family is a family from a poor family background who does not have a permanent job which has no income. It has been shown that their sole job is to fold pizza boxes which is certainly a small income for a family of 4 people.



Picture 6. Kim family as pizza cardboard folder

In this situation, it is related to the intention to have the desire to carry out manipulative behavior in order to fulfill the Kim family's desire to have income as motivation or encouragement. The income is the result of manipulating the Park family by always having a way of convincing the Park family as victims to fall into the Kim family's trap. Starting from Ki-Woo who manipulated Mrs. Park by hiring himself as an English tutor through a friend's recommendation because he graduated from a good university. The fact is that Ki-Woo can't get into the university because he doesn't have the funds. Then, Ki-Woo fabricated a fake story by manipulating Mrs. Park employs a friend of his cousin named Jessica to be an art tutor for his son, Da-Song, which is his younger brother, Ki-Jeong. After that, Ki-Jeong manipulated by trapping their family driver with the desire to fire and immediately hired a driver from Ki-Jeong's recommendation which was his father named Kim Ti-Taek. Lastly, Kim Ti-Taek manipulated Mrs. Park traps the Park Family's housekeeper Moon-Gwang into being fired and immediately hires his mother,

Chung-Seong. From the results of the manipulation behavior that they do to the victim, it has fulfilled their desire to get family income which they use for their daily lives. Income becomes stable and even becomes greedy. All of this was done in order to get each of the Kim family to work in order to earn income.

2.2 Opportunity to Manipulate the victim

Opportunity means opportunity to have benefits obtained from other people or a population (Roemer & Trannoy, (2015). Opportunity occurs when an individual is in an unfavorable situation so that he looks for the results experienced by other people or a population that will be considered responsible. In this opportunity in Parasite (2019), it will be connected with the victim, namely the Park family who are felt to be responsible according to the Kim family. Then, coupled with the existence of social inequalities between the rich Park family and the poor Kim family which adds to the motivation to take advantage of hiring them with deceptive results. In this situation, the opportunity that was taken from the Park family was their ignorance or innocence. Despite being a wealthy family, the Parks put in no more effort and were unsuspecting of the Kim family's background disguised as workers in their home. They just immediately believe from the recommendations they know, which in fact are still strangers. Through the educational resources which are obtained from each individual who has received knowledge but from different experiences (Liu, 2020), the Kim family, especially Ki-Woo and Ki-Jeong, even those who do not study at university are already smart or can be said to be smart. They can teach children from the Park family named Da-Song and Da-Hye who are even elite schools because their backgrounds are rich people. There is a supportive situation for Parasite (2019) to carry out manipulative behavior due to the opportunity that comes for them to cheat as smartly as possible due to the innocence of the Park family. The cause of this opportunity is also related to several things, including the control of feelings and treatment from the Kim family who always convince the Park family to hire someone from their recommendation. Then, the rules at the Park family's house are not strict because they are given their own space to consider the Park family's house as their comfort. It was considered by the Kim family to have an opportunity to get what he wanted through the Park family who managed to manipulate them.

CONCLUSION

Based on the analysis, this study has the main conclusion. First, there are 5 types of manipulative behavior and only 4 of the 5 types found in this study can be found in four manipulative behavior Parasite (2019) script and cinematography. They are gaslighting, silent treatment, guilt tripping, flattery, and love bombing. Love bombing is the only type of manipulative behavior that cannot be found in Parasite (2019). The Kim's family which Ki-

Woo as a son, Ki-Jeong as a daughter, Kim Ti-Taek as a Father, and Chung-sok as a mother. Gaslighting by Kim Ti-Taek and Chung-Seok had achieve their goal. Then, silent treatment guilt-tripping used by Ki-Jeong. For flattery, Ki-Woo and Kim Ti-Taek used it for their types of manipulative behavior. Second, The causing factors of Kim family's manipulative behavior to the Park family as a victim which are desire for family income and opportunity to manipulate the victim. Each family member can be found their part directly stated in two factors of manipulative behavior toward the Park's family as victim. Also give the victim as a media to fulfill their desire throughout the manipulative behavior. The guilt for what they did not do made them doubt themselves if they were guilty even though they were victims of Kim's family.

Suggestion

In this case, there is a suggestion for further study. A further study can use jealousy as a topic. The topic for further study of jealousy is an interesting analysis. This further study will use the theory of jealousy by Norman K. Denzin in psychology. The method of this further study can be used as a literary analysis of Parasite (2019) from the script.

DAFTAR PUSTAKA

- Ayduk, Ö., Gyurak, A., Akinola, M., & Mendes, W. B. (2013). Consistency Over Flattery: Self-Verification Processes Revealed in Implicit and Behavioral Responses to Feedback. *Social Psychological and Personality Science*, 4(5), 538–545. <https://doi.org/10.1177/1948550612471827>
- Batubara, A. S., Nasution, S. N., & Pratama, D. R. (2020). Deconstruction of Leading Characters in Zootopia Movie Script. *Universitas Sumatera Utara*, 6(2), 155–164. <http://ejournals.unmul.ac.id/index.php/CALLS/article/view/2331>
- Bowers, L. (2003). Manipulation: Description, identification, and ambiguity. *Journal of Psychiatric and Mental Health Nursing*, 10(3), 323–328. <https://doi.org/10.1046/j.1365-2850.2003.00602.x>
- Bowers, L. (2003). Manipulation: Searching for an understanding. *Journal of Psychiatric and Mental Health Nursing*, 10(3), 329–334. <https://doi.org/10.1046/j.1365-2850.2003.00603.x>
- Caughlin, J. P., & Scott, A. M. (2010). Toward a communication theory of the demand/withdraw pattern of interaction in interpersonal relationships. In S. W. Smith & S. R. Wilson (Eds.), *New directions in interpersonal communication research* (pp. 180–200). Los Angeles, CA: Sage.
- Chan, E., & Sengupta, J. (2010). Insincere flattery actually works: A dual attitudes perspective.

- Journal of Marketing Research*, 47(1), 122–133. <https://doi.org/10.1509/jmkr.47.1.122>
- Christensen, M., & Evans-Murray, A. (2021). Gaslighting in nursing academia: A new or established covert form of bullying? *Nursing Forum*, 56(3), 640–647. <https://doi.org/10.1111/nuf.12588>
- De Dreu, C. K. W. (2010). Social conflict: The emergence and consequences of struggle and negotiation. In S. T. Fiske, D. T. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (pp. 983–1023). John Wiley & Sons, Inc.. <https://doi.org/10.1002/9780470561119.socpsy002.027>
- Deck, E. (2017). Manipulation tactics: the role of love bombing and gas-lighting in psychopathic intimate relationships. *Unpublished honours thesis*. Carleton University: Ottawa, Ontario.
- Eka Sanhadi Rahayu, F. (2018). *Famala Eka Sanhadi Rahayu-Persuasive Power as Reflected by Rhetorical Style in Political Speeches CaLLs*. 4, 115.
- Evdokimov, P., & Garfagnini, U. (2018). Third-party manipulation of conflict: an experiment. *Experimental Economics*, 21(1), 27–49. <https://doi.org/10.1007/s10683-017-9523-6>
- Harrison, Marissa A. and Shortall, Jennifer C. (2010). Women and Men in Love: Who Really Feels It and Says It First? *The Journal of Social Psychology*. Retrieved from <https://www.tandfonline.com/doi/full/10.1080/0022454.2010.522626?src=recsys>
- Hossain, M. M. (2017). Language As the Device for Psychological Manipulation in George Orwell's Nineteen Eighty-Four: a Psycholinguistic Analysis. *European Journal of English Language and Linguistics Research*, 5(8), 25–31. www.eajournals.org
- Herman, V. A., & Letters, F. O. F. (2020). CLASS CONFLICTS SEEN IN PARASITE BY BONG JOON HO: A MARXIST STUDY CLASS CONFLICTS SEEN IN PARASITE BY BONG JOON HO
- Hossain, M. M. (2017). Language As the Device for Psychological Manipulation in George Orwell's Nineteen Eighty-Four: a Psycholinguistic Analysis. *European Journal of English Language and Linguistics Research*, 5(8), 25–31. www.eajournals.org
- Iswari, B. (2021). SOCIAL CONFLICT OF LIFE REFLECTED IN PARASITE (2019): A SOCIOLOGICAL APPROACH.
- Johnson, Michael P., Janel M. Leone, and Yili Xu. 2014. "Intimate Terrorism and Situational Couple Violence in General Surveys: Ex-Spouses

- Required.” *Violence Against Women* 20(2):186–207
- Krauss, M. R.; Chiu, C. (1998). Language and Social Behavior. In D. Gilbert, S. Fiske & G. (Ed.), *Lindsey Handbook of Social Psychology* (4th ed.), 2, 41-88. Boston: McGraw-Hill
- McPhillips Kells McPhillips, K. (2022, February 12). *Someone can be a 'nice person' and still manipulate others-here are 5 types of manipulative behavior*. Well+Good. Retrieved May 23, 2022, from <https://www.wellandgood.com/types-manipulative-behavior/>
- Menjívar, Cecilia. 2011. *Enduring Violence: Ladina Women's Lives in Guatemala*. Berkeley: University of California Press
- Mikhailova, Anna. 2018, May 23. “Theresa May Pledges to Tighten the Law on ‘Gaslighting’ Abuse.” *The Telegraph*. Accessed October 2018 (<https://www.telegraph.co.uk/politics/2018/05/23/theresa-may-pledges-tighten-law-gaslighting-abuse/>)
- Potter, N. N. (2006). What is manipulative behavior, anyway? *Journal of Personality Disorders*, 20(2), 139–156.
<https://doi.org/10.1521/pedi.2006.20.2.139>
- Rittenour, C. E., Kromka, S. M., Saunders, R. K., Davis, K., Garlitz, K., Opatz, S. N., Sutherland, A., & Thomas, M. (2019). Socializing the Silent Treatment: Parent and Adult Child Communicated Displeasure, Identification, and Satisfaction. *Journal of Family Communication*, 19(1), 77–93.
<https://doi.org/10.1080/15267431.2018.1543187>
- Safitri, D. D. (2020). *Tampilan Strata Sosial Pada Film Parasite. 1*, 16.
- Scholz, U., Stadler, G., Berli, C., Lüscher, J., & Knoll, N. (2021). How Do People Experience and Respond to Social Control From Their Partner? Three Daily Diary Studies. *Frontiers in Psychology*, 11(January), 1–14.
<https://doi.org/10.3389/fpsyg.2020.613546>
- Shafer. (1962). from the SAGE Social Science Collections . All Rights. *Hispanic Journal of Behavioral Sciences*, 9(2), 183–205.
- Sweet, P. L. (2019). The Sociology of Gaslighting. *American Sociological Review*, 84(5), 851–875.
<https://doi.org/10.1177/0003122419874843>
- Thesis, A. N. U., Herman, V. A., & Letters, F. O. F. (2020). *CLASS CONFLICTS SEEN IN PARASITE BY BONG JOON HO : A MARXIST STUDY CLASS CONFLICTS SEEN IN PARASITE BY BONG JOON HO :*
- Weber, M. (1978). Basic sociological terms. *Economy and society*, 1, 3-62.
- Wieviorka, M. (2013). Social conflict. *Current Sociology*, 61(5–6), 696–713.
<https://doi.org/10.1177/0011392113499487>