

# Types of Illocutionary Acts in the Movie the Wolf of Wallstreet: Pragmatics Study

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## ABSTRACT

Illocutionary act is a part of speech acts which performed through utterance which explains the speaker intention. Based on theory by Yule (1996:48) said that illocutionary act is performed via the communicative force of an utterance. It is the act of doing something because it has force and function to make the hearer do what the speaker means in his utterance. And Edmorison (1981) defines illocutionary act as viewed utterances by means of which a speaker communicates his feelings, attitudes, belief, or utterance which is produced by the speaker to make the hearer do something as what the speaker expects, that have some effect to the hearer. The research shows that within the dialogue in the movie The Wolf of Wallstreet contains all five types of illocutionary acts. The movie The Wolf of Wallstreet is a real event adaptation of Jordan Belfort as a stockbroker, telling a story about how his life change once he becomes a stockbroker. The movie directed by Martin Scorsese. By looking through the context it has a significant communication process, if the speaker and the addressee lack of coherence of the context, it'll make them unable to understand each other. The data was taken from The Wolf of Wallstreet. The method used in this thesis is the analytical descriptive-comparative method. It is used to get a clear and objective description of the Illocutionary in the movie.

## Keywords

Illocutionary acts; adaption; utterance; movie; function

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## Introduction

Pragmatics is the study of the practical aspects of human action and thought, it is concentrated on the dynamic aspect of meaning in context uttered by the writer. This field requires the addressee to understand what is the writer meaning, what is the writer's intention in that words. Mey (1994) has suggested that Pragmatics is a science that has something to do with language and its users. Pragmatics are interesting because it defining the principles for the determination of intended meaning which may be transmitted verbally or non-verbally.

One important part in pragmatism is speech acts. Speech acts is actions performed via utterances. In this scope, when the speaker says something, there is an implicit meaning inside, then the addressee will be able to interpret what is the speaker intents. In this case, speech acts are divided into three types namely locutionary act, illocutionary act, and perlocutionary act. First, locutionary acts as the act of saying something with literally meaning. It means, when people say something, they say or convey the meaning of adjusting to the syntax rules. Second, illocutionary act can be defined as saying something to make the

addressee do something as the speaker expects. Third, the perlocutionary act is carried out by the addressee for what was said by the speaker. The difference between illocutionary act and perlocutionary act is, illocutionary act is an utterance said by the speaker in order to the addressee doing something for that, while perlocutionary is the effect caused by the utterance. For example, a daughter said to her mother "I'm hungry" base on the illocution that means she wants her mother to bring something for her to eat.

However, in this research, the researchers focus more on the analysis of illocutionary act. Illocutionary act is not only applied in everyday life but also in the literary works, such as novel, short stories, drama, movies and even songs. Movies becomes one of most interesting sources of data with large amount of entity which could be analyzed and studied. Furthermore, Yule (1996) classified illocutionary acts based on varied functions, they are: 1) Declarations; 2) Representative; 3) Expressive; 4) Directives; 5) Commissure. Considering that it is necessary to analyze the illocutionary act in the movies in order to understand what the speakers mean behind the script.

## Literature Review

According to Mey (1994) has suggested that Pragmatics is a science that has something to do with language and its users. Pragmatics are interesting because it defining the principles for the determination of intended meaning which may be transmitted verbally or non-verbally.

Yule stated (1996) said that illocutionary act is performed via the communicative force of an utterance. It is the act of doing something because it has force and function to make the hearer do what the speaker means in his utterance. It is the act of doing something because it has force and function to make the hearer do what the speaker means in his utterance. Edmorison (1981) defines illocutionary act as viewed utterances by means of which a speaker communicates his feelings, attitudes, belief, or utterance which is produced by the speaker to make the hearer do something as what the speaker expects, that have some effect to the hearer.

Yule (1996) classified illocutionary acts based on varied functions, they are: 1) Declarations are speech forms that can change something by utterance, such as blessing, firing, resigning, baptizing, christening, naming, communicating, appointing, and sentencing. 2) Representative is a kind of speech acts that states what the speaker believes to be true or false. They are manifested in statement, prediction, state, suggest, lie, complaining, guess, predict, announce, report, claim, discriminate, suggestion, fact, and etc. 3) Expressive is a kind of illocutionary acts that represents the speakers' feelings. They express psychological and emotional states such as apologizing, complimenting, condoling, congratulating, deploring, praising, regretting, thanking, pleasure, pain, likes, dislikes, joy or sorrow, etc. 4) Directives utterance is a kind of speech acts that speakers use to get someone else to do something. It means that in directives utterance, the speakers express their desire or wish for the addressee to do something such as advising, asking, begging, challenging, daring, demanding, forbidding, insisting, inviting, ordering, permitting, recommending, requesting, suggesting, etc. 5) Commissive is a kind of speech acts that speakers use to express their future

action. They express what the speaker intends such as they are committing, guaranteeing, offering, promising, refusing, threatening, volunteering, vowing.

## Methodology

In this research, the researchers used the qualitative descriptive method by observing the data in the script, collecting the data which contains illocutionary acts, and grouping them in each kind of illocutionary act. The data was taken from the script of the movie "The Wolf of Wallstreet". Qualitative descriptive research is a comprehensive summarization of specific events and the study tend to draw from naturalistic inquiry, which purports a commitment to studying something in its natural state to the extent that is possible within the context of the research arena. The collecting technique includes observation and the studies generally are characterized by simultaneous data collection and analysis.

The Problems of this study are formulated as below: 1) What kinds of illusions are identified in the movie The Wolf of Wall Street? 2) What are the meanings of the illocutionary acts are interpreted in The Wolf of Wallstreet?

## Results and Discussion

The researchers show that the movie "The Wolf of Wallstreet" script contains all five types of illocutionary acts. They are directives (3 illocutions), commissive (1 illocution), expressive (1 illocution), declarative (1 illocution), representative (1 illocution).

### Data 1

Jordan Belfort "Sell me that pen. Watch. Go on." (minutes 00:29:45).

From data 1, Jordan Belfort gives command to Brad and his other friends Robbie, Alden, and Chester. The context of data is Jordan Belfort gathered his old friends from his hometown at the restaurants to discuss the formation of stock selling business by targeting people who want to get rich quickly, his friends are Robbie as a weed seller, Alden as a seller of meat and weed, Chester

as a tire and weed seller, and Brad as a (Quaaludes) narcotics seller. Conversations discussing the formation of a stock selling business make Jordan's friends confused about what kind of stock sell Jordan wanted. Then Jordan orders Brad to show his other friends how the best sales technique is like creating an urgent situation.

Based on the context when the conversation occurs between Jordan, who was expert in the affairs of Stock Broker and his friends who were still unfamiliar with the world of selling shares at dinner place with discussions about forming a stock selling business, the utterance "Sell me that pen. Watch. Go on." said by Jordan who is an expert stockbroker to Brad as an experienced (Quaaludes) narcotics seller does not only mean ordinary command but Jordan wants his other friends to understand how to offer shares to clients and the stock fraud business working by creating a needs or addiction for people who want to get rich quickly by investing in stocks through an urgent bid. An explanation of an urgent bid is a technique of providing a professional and convincing bid that is difficult for potential buyers to reject. After hearing the orders, explanations from Jordan, and examples from Brad his other friends began to understand what kind of stock selling business Jordan wanted to do.

The utterance "Sell me that pen. Watch. Go on." It is an illocutionary speech act of directive because intended to direct Jordan's interlocutor, Brad and his other friends to understand and see how sales techniques can create urgent supply and demand. The communicative function contained in this utterance is commanding with evidence that Jordan gave orders to Brad and his other friends through the sentence "Sell me that pen. Watch. Go on." then Brad responded with "You want me to sell this fucking pen?" while holding the pen given by Jordan.

## Data 2

Forbes Interviewer "Let me ask you, how do you see the future for Stratton Oakmont?"

Jordan Belfort "One word? Diversification"

Forbes Interviewer "Sounds good. Thank you so much. I have more than enough. I appreciate your time." (minutes 00:40:01).

From data 2, Jordan Belfort gives recommendation word to Forbes interviewer. The context of data is Jordan gave his opinion regarding what the stock brokerage company he founded Stratton Oakmont would be like when interviewed by female interviewer from the well-known American magazine, Forbes.

Based on the context when the conversation occurs between Jordan as founder of Stratton Oakmont company and an interviewer from the famous American magazine Forbes at the Stratton Oakmont office regarding the discussion of the future of the Stratton Oakmont company, which at that time become a large stock brokerage company, the word "Diversification" spoken by Jordan in the interview by an interviewer from the well-known American magazine Forbes not only ordinary command but Jordan wants to attract wealthy people in America and other players or stockbrokers to believe, be amazed, and invest in the Stratton Oakmont company. After the interview was conducted and the next day, the news published in Forbes magazine with the first news related to Jordan Belfort called "The Wolf of Wall Street" and his company Stratton Oakmont instantly made Jordan famous and Stratton Oakmont flooded with sales of shares with very high income because of related news they are so convincing.

The utterance "Diversification" is illocutionary speech act of directive because it contains an instruction from Jordan to the Forbes interviewer and the Forbes news anchor. The communicative function contained in the utterance is recommending with evidence after being asked "Let me ask you, how do you see the future for Stratton Oakmont?" from a Forbes interviewer regarding the future of the Stratton Oakmont company, Jordan said one important convincing word "One word? Diversification".

## Data 3

Jordan "Can you get him out of here?"

Janet "Yeah. Lick my twat."

Jordan "No, I'm serious!"

Jordan to his friends "Fuck. Guys, act like we're working." (minutes 00:45:54)

From 3 above, Jordan gives command to his friends Donnie, Nicky, and Robbie. The context of data is when in Jordan's office as the founder of Stratton Oakmont, Jordan with Stratton Oakmont's senior vice presidents as well as his friends Donnie, Nicky, and Robbie were discussing welcoming their new client being surprised by Jordan's secretary named Janet while notifying that Jordan's father Max Belfort who is a law enforcer at Stratton Oakmont come to the office to meet Jordan because very much expenditure for a one-night party that Jordan made with all Stratton Oakmont employees at a cost \$430,000 which made Max Belfort very angry.

Based on the context when the conversation occurs in Stratton Oakmont's office between Jordan who is the founder of Stratton Oakmont and Donnie, Robbie, and Nicky who is the senior vice president of Stratton Oakmont, the words "Guys, act like we're working" said by Jordan with Feeling a little anxious is not only a directive that Jordan and the vice presidents of Stratton Oakmont appear to be discussing important matters but Jordan tries to keep his father emotion Max Belfort from getting angry or angry when talking to Jordan in Jordan's office after seeing them busy at work. After hearing Jordan's orders and they pretended to discuss important matters but unfortunately Max Belfort was not affected and immediately asked Jordan about what madness they were doing by spending \$430,000 US Dollars in just one-night party.

The utterance "Guys, act like we're working" is a illocutionary speech act of directive because it contains direct command from Jordan to his friends or Stratton Oakmont's senior vice presidents. The communicative function contained in these utterances is commanding with evidence after being told by Janet's secretary that Jordan's father is coming. "Jordan! Your dad's coming. Something about the American Express bill." Jordan immediately gave orders to his friend to pretend to be working by saying "Guys, act like we're working" to his friends or Stratton Oakmont

vice presidents to make it seem as if they were discussing something important.

#### Data 4

Jordan "I want you to deal with your problems by becoming rich!", (minutes 01:24:48,500)

The context for the data above is when Jordan arrived at his office, he saw one of his employees cleaning his own fishbowl, which is one strange thing that Jordan never seen before. Donnie (Jordan's colleague) irritated by what his employee is doing, and he grabs the little fish and eats the little fish alive. "Everybody on point!" Donnie screams. Then, Donnie is carrying Stave Madden (shoe entrepreneur) to meet Jordan. After a while, Jordan let Stave to promoting what he sells to the entire employees. Unfortunately, he delivered his sales poorly. Jordan, who has secretly owned 85% of Steve's company immediately takes the mic. Jordan handles the situation and start to motivate his employees about what they should do on their job desk dealing on the telephone.

The utterance "I want you to deal with your problems by becoming rich!" is kind of representative illocutionary act where the speaker uses to suggest an action for the future, Jordan believes that if all of his employees work-hard, they will get the present, that is becoming rich. Unconsciously, Jordan's statement conveys that what is he talking about is true, employees should do their best on their job-desk.

#### Data 5

Denham "I'm sure we'll be seeing each other" (minutes 01:37:08).

From the data, Denham makes a statement to Jordan for future action. where he intends to persuade Jordan if what Stratton Oakmont did was not illegal at all.

In this context, Denham is an FBI agency that is investigating Jordan and his business. In this scene, Denham invited by Jordan who already knows if he is in Denham's investigation to talk privately on his private boat.



There is a purpose behind why he asked Denham to speak directly to him, the purpose is Jordan tries to persuade Denham if what is Stratton Oakmont did in his business is absolutely legal. Jordan tries as long as he can to persuade Denham by offering food, whiskey, and beautiful girls. But Denham refuses everything because Bureau does not allow him to drink at the sea and he directly ask to go straight to the first point of why he attends here, that is to talk with Jordan privately.

The utterance "I'm sure we'll be seeing each other" is a commissive illocutionary act where the speaker uses future action to make someone feels threaten. It explained what the speaker intends to do, that is someday they will meet again in another occasion. Denham's utterance to Jordan means that the FBI will continue this investigation according the evidence of Stratton Oakmont for criminal activity.

#### **Data 6**

Mark Hanna "OK, first of rule of Wall Street. Nobody -- and I don't care if you're Warren Buffet or Jimmy Buffet -- nobody knows if a stock's going up, down or fucking sideways, least of all stock brokers. But we have to pretend we know. Make sure you stay relaxed. Nobody wants to but something from someone who sounds like they haven't gotten laid in a month. Take breaks when you feel stressed, jerk off if you can. You like jerking off, right?" (minutes 00:09:45)

From the data 6, Mark Hanna provides a statement that determines how Jordan works in the brokers company quickly and precisely. In this context, Jordan is part of Mark Hanna's team. It was 9:30 a.m. the company was working and Jordan only saw Jerry and Mark Hanna working. Not long after, Mark Hanna got a client and was given to Jordan. After that, Mark Hanna invited Jordan to eat at a restaurant to discuss their brokers business. Inside the restaurant, Mark Hanna delivered a speech that determined how Jordan worked in the broker's company by comparing with two iconic public figures, Warren Buffet whom is the world's fourth wealthiest person and Jimmy Buffet whom famous as a singer-

songwriter, musician, actor and also a businessman.

The utterance "OK, first of the rule of Wall Street. Nobody - and I don't care if you're Warren Buffet or Jimmy Buffet- " This is illocutionary speech act of declaration because the speaker declared about the situation to motivate the hearers. The communicative function contained in this utterance is evidence that Mark Hanna applies these rules and determines Jordan's way of working through the utterance then Jordan answered "well ... sure" while nodding. Which made Jordan finally learn, apply and use the Wall Street rule.

#### **Data 7**

Jordan "You know what? If you're happy, god bless you, buddy.

Donnie "No, I'm not fucking happy. No one who's married is fucking happy."

Jordan "Well, I'm sorry to hear that, buddy." (minutes 00:25:48)

From the data above, Jordan expresses that he felt sorry for what Donnie had been through. The context of the data is that they met in a restaurant near Jordan's new workplace. Donnie saw a familiar car, where the restaurant was where they met and it turned out that they were in a building where they lived. Jordan is on the 14th floor while Donnie is on the 4th floor who has 2 children and ugly wife. After that meeting, they made an appointment to meet again at a bar. In the evening they meet again while drinking a glass of beer. They open talks about marriage. From Donnie who keeps asking about cheating and rumors. At that time Donnie talked about his little family. And Jordan, who was happy to hear the story from Donnie and Jordan, shared his story about his wife. Jordan suspects that Donnie's marriage to his wife is happy. However, Donnie immediately said that he felt unhappy to have a wife and two children. Because his wife who cheated on her own cousin gave birth to a retarded child.

The utterance, "Well, I'm sorry to hear that, buddy." It is an expressive illocutionary act because it is intended to give an expressive tone that overlaps with Jordan's empathy for Donnie.

The communicative function contained in this utterance is an apology from Jordan to Donnie which is indicated by bold letters through the sentence. “Well, I’m sorry to hear that, buddy”. And Donnie showed a serious expression.

### Conclusion

From the analysis, it can be concluded the understanding of literally meaning does not enough, some people include the contextual meaning in their works hoping the addressee understand the message to make sense. It means when understanding the people utterance, it can avoid misunderstanding. Based on the research on the illocutionary acts in the movie *The Wolf of Wallstreet* researchers finds that there are four out of five types of illocutionary acts applied in the movie, they are expressive, directives, commissives, and declaration. The interpretation of these various utterance, among them are declaring, committing, threatening, commanding, recommending, expressing, and requesting.

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