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AN ANALYSIS OF PREFERENCE ORGANIZATION AS SEEN IN CALIBRE  
MOVIE

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**Abstrak**

*Penelitian ini dilakukan untuk mengidentifikasi sekaligus memetakan model, cara dan tipe preferensi yang disampaikan oleh para tokoh di dalam film Calibre dilihat dari ujaran yang dinarasikan oleh para tokoh dalam film. Penelitian ini menggunakan metode penelitian kualitatif deskriptif. Setidaknya terdapat 70 ujaran yang ditranskripsikan dan kemudian diidentifikasi sebanyak 31 data. Ujaran-ujaran yang diucapkan oleh para tokoh di dalam film Calibre ditentukan sebagai data. Ujaran tersebut diambil dari transkrip film dan digunakan sebagai interpretasi sebuah konteks. Instrumen utama dari penelitian ini adalah peneliti yang dibantu dengan adanya film dan transkripnya. Dalam menganalisis data, digunakan teori dari Yule mengenai analisis percakapan. Teori ini mengklarifikasikan bentuk-bentuk dari tindakan yang disukai dan tindakan yang tidak disukai termasuk tipe dan cara-cara penyampaiannya. Hasil penelitian ini setidaknya memperlihatkan bahwa setidaknya terdapat sembilan cara yang digunakan dalam menyampaikan tipe preferensi dalam film Calibre, diantaranya yaitu: (1) delaying/hesitating, (2) prefacing, (3) expressing doubt, (4) using token yes, (5) mentioning obligation, (6) making a non-personal reason, (7) giving an account, (8) direct agreement and direct declination, dan (9) arguing. Studi ini pada akhir juga menjelaskan bahwa tindakan yang disukai juga dapat ditandai dengan adanya penggunaan beberapa cara dalam menyampaikan tipe preferensi, sama halnya dengan tindakan yang tidak disukai.*

**Kata Kunci:** *Conversation Analysis, Preferensi, Preferred dan Dispreferred 'Acts, Calibre, Film.*

### *Abstract*

*This research aims to identify the ways of conveying the types of preference performed by the characters in Calibre movie. This research used a descriptive qualitative method. 70 utterances transcribed and then identified as many as 31 data. The utterances from the characters in Calibre movie were specified as data. They were taken from the transcript of the movie and used as an interpretation of the context. The main instrument was the researcher assisted with the movie and its transcript. In analyzing the data, the theory of Yule's conversation analysis was used. This theory clarified the forms of the preferred and dispreferred acts including the types and ways of performing. The results showed that there are nine ways to convince the types of preference: (1) delaying/hesitating, (2) prefacing, (3) expressing doubt, (4) using token yes, (5) mentioning obligation, (6) making a non-personal reason, (7) giving an account, (8) direct agreement and direct declination, and (9) arguing. This research finally explains that the preferred acts can also be characterized by the use of several ways of conveying the type of preference, as well as the preferred acts.*

**Keywords:** *Conversation Analysis, Preference Organization, Preferred and Dispreferred Act, Calibre, Movie.*

## INTRODUCTION

Humans are social creatures who need interaction with one another to achieve goals such as doing cooperation, establishing business relationships, discussing an issue, or establishing a friendship. The interaction can be resolved by having a conversation with the person concerned. Conversation occurs when there are two or more people who are involved in spoken interaction (Nunan, 1993: 118). A conversation needs to be done so that the speakers and listeners understand the plot being discussed. Pallawa (2013: 166) states that a conversation requires proper technique between speaker and listener.

The conversation generally happens if some speakers and listeners have their respective roles. The right speech patterns are needed to avoid misunderstandings like those in conversation analysis theory. According to Liddicoat (2007: 6), conversation analysis is a research that focuses on the structures and organization of social interaction. Similar opinions are also mentioned by Pridham (2008: 23) that conversation analysis includes the way people take turns, the way some social acts responded or accomplished in some pairs, and how the utterances are connected to others in adjacency pairs or pairing utterance.

One concept of conversation analysis deals with the ways some social acts are responded through pairing utterance. In this case, the concept of preference organization is used. Preference organization related to the conversation that contains an invitation, offer,

assessment, blame, request, and so on as the issues. According to Paltridge (in Iswara, 2019: 297), there are patterns between speakers and listeners in a conversation. The utterances uttered by the speaker and listener are related and are continuous with one another. The interlocutor or the second pair part could respond with two choices in the form of acceptance or rejection. These actions usually occur simultaneously and respond depending on the utterances of the first speaker (Wooffitt, 2005: 7). The substitution or changes of people who talk is considered as a default setting in turn-taking. The turn of the speaker often occurs in interactional conversations (Liddicoat, 2007: 1). Furthermore, Lerner (2004: 4) states that turn-taking is related to the way to participate in the speaker by knowing the time to start and join in a conversation. For example: when people offer something and expect to be accepted, however, the response is rejected. This is included in the concept of preference organization regarding dispreferred acts. Dispreferred acts can show in marked forms.

The response given by the interlocutor varies and has different impacts on a conversation. These preferred and dispreferred acts are important to analyze because they are related to the sequence of the conversation. The conversation not only occurs in everyday life but also takes place in a movie since the movie contains portrayals of daily life that have conversations in the form of dialogue. A movie also represents real life. Therefore, the movie is the best object to find details about the structure of preference and the ways to perform its function. In addition, according to Kazakeviciute (2018: 5), a movie can help the audience to learn how to communicate, how to listen, how to argue, and know the expressions of the interlocutor carefully.

This research analyzes the *Calibre* movie as an object. It is a British movie written and directed by Matt Palmer and released on 29<sup>th</sup> June 2018. *Calibre* movie is a movie that tells the story of Marcus and Vaughn who hunted to a remote village. Vaughn, who had never hunted before, made a mistake because he accidentally shot the head of a small child and killed. After that, many other problems arose that caused one of Marcus or Vaughn needs to die.

Preference organization divides the second pair parts regarding to preferred and dispreferred acts (Yule, 1996: 79). Preferred acts were used for showing agreements or the acceptance among the characters, while dispreferred acts were used by the characters to refuse or disapprove an action. For this reason, the use of preference is different and interesting to analyze. Some responses used by the characters indicate as a form of self-

protection and a form of sustaining life. Consequently, some arguments and actions lead to the use of preference in different ways.

According to Yule, there are several dispreferred patterns that occur in a conversation, such as; delay/ hesitate, preface, express doubt, token yes, apology, mention obligation, appeal for understanding, make it personal, give an account, use mitigators, and hedge the negative (1996: 81). The characters may use prefacing, delaying, using mitigators, or the other ways to perform some responses. Thus, it is important to examine the way characters deliver preferred or dispreferred acts in this movie.

The formulation of the problem that can be concluded from the elucidation above is how do the characters convey the types of preference in the movie. The purpose to identify the ways the characters perform the types of preference in the movie. Also the significance of this research is hopefully that this research can develop the knowledge and understanding about the detail of preference organization.

## **RESEARCH METHOD**

This research uses a descriptive qualitative method and has several stages of analysis. The following is the explanation:

### **Research design**

This research uses descriptive qualitative methods. This research also uses a descriptive method to map as well as describe the various ways and the characters convey the types of preference organization. This research uses qualitative because it presents data in the form of descriptions and elaborates on the explanation of preference organization displayed in the Calibre movie. According to Creswell (2009: 22) qualitative research considered as a means for exploring and understanding of meaning individuals or some groups to the human or social problem. It uses a flexible structure that allows personal interpretations of the meaning from the data in the final report. This research also uses a descriptive method to describe the ways the characters convey the types of preference organization.

### **Subject of the research**

This research uses a subject movie entitled Calibre. This movie released on June 29<sup>th</sup>, 2018, in Edinburgh and categorized as a thriller movie. This movie is about an accident during a hunt carried out by two friends. One of the characters shot a child without any desire, which resulted in the emergence of various problems. This movie was chosen because of the many preference organizations used by characters in the movie. The

details of preference seen from the conversation between the characters that produce responses in the form of preferred and dispreferred acts. In this case, the ways to convey the types is also considered in order to obtain an explanation that is appropriate to the situation and context of the conversation.

### **Procedures**

This study has several steps to produce findings. By using a qualitative descriptive method, each data obtained were analyzed and explained in detail. The data is obtained through several stages, the first step is looking at the data with the help of the *Calibre* movie script obtained from the internet. This script is used to help match utterances in the movie. The second stage is watching the movie again while matching the script. The aim of this stage is to avoid wrong sentences to be analyzed. The third stage is the naming of the character who is speaking. For example, Marcus's character is marked by Mc and Vaughn's character with Vn, etc. This is done to make it easier to distinguish the statements of each character. The fourth stage is to sort out the conversations that contain preferences. At this stage, the focus of data acquisition is seen from the responses provided by the second pair parts. If a conversation indicates disapproval or approval, it can be marked as data to be analyzed. The final stage is grouping the data according to preference types. For example, there are five rejection responses grouped as dispreferred acts and three approval responses classified as preferred act. This stage also determined the type of conversation that occurs seen from an invitation, offer, blame, or the other types.

### **Data, instrument, and data collection method**

According to Given (2008: 185), data is a group of information such as words, numbers, videos, pictures, concepts, and audios. In this study, there was 70 utterances which transcribed and then identified as many as 31 data. The utterances from the characters in *Calibre* movie were specified as data. They were taken from the transcript of the movie and used as an interpretation of the context. The main instrument was the researcher assisted with the movie and its transcript. In analyzing the data, the theory of Yule's conversation analysis was used.

This study uses video and transcript. To obtain valid data and generate findings, there are several stages in collecting data. First, download the script of *Calibre* movie. Second, watching the movie while matching with the script. Third, giving an initial to the speaker who is having a conversation. Fourth, choosing conversations that contain elements of preferred and dispreferred responses. Fifth, grouping conversations according

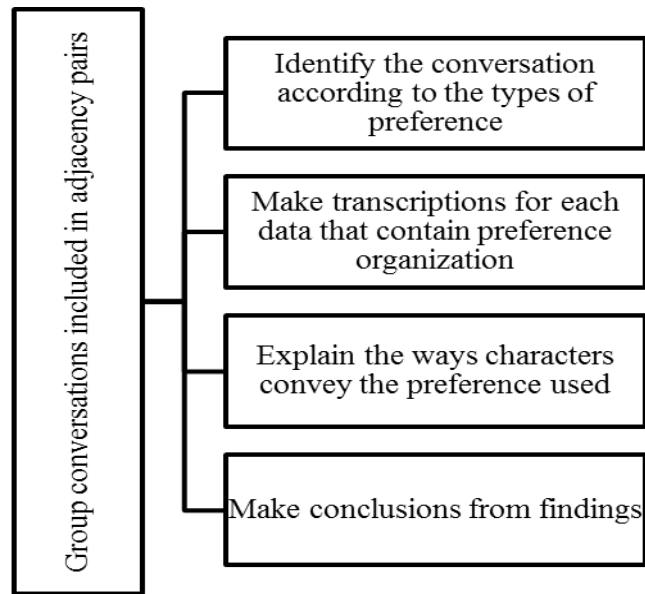
to the type of preference. Below is a table that shows the number of utterances that contain preference in the movie:

No	Types of Conversation	Types of Preference		Ways								
		Preferred	Dispreferred	1	2	3	4	5	6	7	8	9
1.	Offer	1	2	-	1	-	1	-	-	-	-	-
2.	Request	-	2	-	-	-	-	1	-	-	1	-
3.	Invitation	-	2	-	-	1	-	-	-	-	1	-
4.	Assessment	4	7	1	-	-	-	-	-	2	4	1
5.	Question	12	1	2	-	1	2	1	1	-	2	-

In the ways column above, number 1 indicates hesitating/delaying, 2 for prefacing, 3 for expressing doubt, 4 for using token yes, 5 for mentioning obligation, 6 for making non personal reason, 7 for giving an account, 8 for direct agreement and direct declination, and 9 for arguing.

### Data analysis

Thirty-one conversations from the Calibre movie are used as data for analysis. The conversation was chosen because it contains responses that are included in the preferred or dispreferred act. In addition, the data not only contain responses in the form of preferences, but also provide a clear statement of the speaker and not just a yes-no answer. Data from the script is analyzed using theories. The stages are as follows:



## FINDINGS AND DISCUSSION

This research found at least nine models used to convey the types of preference in Calibre movie. These models are explained as follows:

### 1. Delaying/hesitating

One way that characters use to perform preference types in this movie is delaying or hesitating. The delay used is a brief pause followed by an additional statement. Meanwhile, hesitation is indicated by the repetition of questions. Both types of this way indicate the distance between the first speaker and the second speaker. Generally, characters that use delaying or hesitating tend to show preferred acts in response to the questions of the first speaker. The following conversation shows the use of delaying and hesitating to convey preference types in the form of preferred acts:

Example 1

*Io: How long have you known him?*

*Vn: Marcus? 15 years. Met him at boarding school*

The conversation above is done by Iona and Vaughn in a night club in the first time they met. Iona starts the conversation by asking questions about the friendship between Vaughn and Marcus. Vaughn responded that his friend had been 15 years since boarding school.

In that scene, Iona acts as the first speaker or first pair part that shows the conversation in the form of a question. The question is considered as the WH question to seek various replies as the answer. While Vaughn acts as the second speaker or second pair

part that responds by the expectations of the first speaker. In the process of answering, Vaughn repeated the question from Iona to perform the preferred act. The word '*Marcus ?*' is repeated to clarify pronoun 'him' referred to. This word is an example of hesitation by repeating the statement from the first speaker. Vaughn's way of answering questions can also be categorized as elaboration which is marked by other accounts in the form of repeated questions accompanied by an explanation afterward.

There is also a conversation between Alastair and Vaughn who uses delay as the process of delivering the expected answer. The delay in this conversation is a brief pause with the word '*uh*' as an example, the following is the conversation:

Example 2

*Al: Where did you hunt night?*

***Vn: Uh-----Gunn's Wood***

*(3 seconds pause)*

The conversation takes place when many people were involved in the search party for Sammy and her father who were camping and did not return home. Vaughn and Marcus were invited to help with the search process at night. Al, who had been suspicious from the beginning, asked them where they went hunting last night. Vaughn performed the expected answer that they were hunting in the Gunn's Wood area.

Al assesses that the movements shown by Vaughn and Marcus were compromising so he gives the questions while preparing equipment for the search. When answering, Vaughn used the delay marked with the word '*uh*' as a pause because he was a little surprised by Al's sudden question. In this case, the delay is used while Vaughn remembers the hunting location and answers with a normal behavior to prevent the suspicion.

## 2. Prefacing

The other ways used to convey preference types in this movie are prefacing. Both in the preferred and dispreferred act, the preface is located at the beginning of the response followed by additional statements. If the preface is used in the preferred act, then the next statement is the acceptance or approval of the first speaker utterance. While dispreferred acts are characterized by refusal or disagreement after the use of a preface.

Example 3

*Vn: It's never seemed very fair to me, man, shooting a deer.*

***Mc: Well, life's not fair, Vaughn. We learned that at school.***



The conversation takes place when Vaughn and Marcus were on their way to the hunting area. They talked a lot and suddenly Vaughn realized that he never got justice even in terms of hunting. Then Marcus responded that life was indeed unfair and they had known it since they were still in school.

Vaughn acts as the first pair of parts that assess an opening statement. Next, Marcus performed the preferred act by stating the agreement as a response. In the process of responding, Marcus did not immediately give an agreement sentence but instead used a preface that was marked with the word '*well*' at the beginning of the statement. After the preface, Marcus did the preferred act by giving reinforcement reasons so he stated the agreement.

### 3. Expressing Doubt

In performing the dispreferred act, the characters in this movie also uses expressing doubt. The way is used to show the lack of experience and doubt in responding to the utterance of the first speaker. The following data shows that Vaughn showed doubt in his statement:

Example 4

*Io: So, how are you feeling about being a dad?*

*Vn: I don't know. I mean, it's fucking terrifying.*

After refusing an invitation from Iona to join with Kara and Marcus, Vaughn then moved to the bar owned by Iona's mother. There Iona asked about the feeling of being a father because Vaughn's girlfriend was pregnant. Vaughn who is not so sure of the conditions that will be experienced later replied with a little doubt.

Vaughn gives the unexpected answer to Iona's question and preceded by the words '*i don't know*' as an expression of doubt. It shows that Vaughn had never been a father before so he was not sure of how he felt in the future. After hearing the answer, Iona later confirmed that having a baby was indeed quite challenging.

### 4. Using Token Yes

Another way to perform preferred and dispreferred act in Calibre movie is by using token yes. In the following two examples, the use of token yes is marked with the word '*yeah*' before giving a complete utterance.

Example 5

*Lo: Listen, I don't want to put you on the spot or have a good dinner with business, but could I give you my card?*

**Mc:** *Yeah, sure. I know some of the good people you could talk to.*

In the dialogue above, Logan gives a question as a form of negotiation so that he could work with an investor acquaintance of Marcus. Following expectations, Marcus gives the expected answer because he received a business card offered by Logan. Marcus's actions and words show a preferred that is accompanied by the use of a token yes. The word 'yeah' in the utterance above indicates the existence of an agreement by the second speaker as well as a form of appreciation for the efforts of the first speaker.

## 5. Mentioning Obligation

Another way used by the characters in the Calibre movie to convey preference types is mentioning obligation. This way is used as a stated requirement or to prevent both preferred and dispreferred acts from the second speaker. Following are two examples of conversations with different preference types:

Example 6

**An:** *Don't go.*

**Vn:** *I have to go. I promised him*

The conversation occurs between Anna and Vaughn when they were still in their room. Anna asks that Vaughn cancel his plans to go hunting. However, Vaughn had already promised his friend that he could not cancel the plan. Then he assured that he only hunted for a while and would return soon.

Anna as the first speaker requested in the hope that the second speaker would accept the request. However, Vaughn did the dispreferred act by giving answers in the form of rejection. In this conversation, the second speaker does not directly say 'no' to refuse but instead uses the mentioning obligation. The words 'have to' in Vaughn's answer indicate the necessity to leave because he has promised. This word is also used to prevent responses that lead to preferred acts.

## 6. Making a non-personal reason

In the Calibre movie there is one way to make a non-personal reason to convey a preference type. This way is usually used to get the first speaker to see other views or decisions. The following discussion illustrates the use of how to make a non-personal reason for performing preferred acts.

Example 7

**Vn:** *What are you doing? Marcus. Marcus. Marcus. Marcus.*

*What are you doing?*

**Mc:** *We have to be seen hunting somewhere else.*

This scene occurs when Vaughn and Marcus try to eliminate traces after shooting a small child and his father. At first, they were on Raven Fells Road and then moved to another forest so they could be seen hunting in many places. Vaughn who accidentally shot a small child before were panicked and felt guilty if he left the body just like that. Therefore he asked where they would go after doing these terrible deeds. Marcus who also felt panicked made the decision to leave the area and explain the purpose of his actions.

The conversation above shows the question to seek various replies uttered by Vaughn. As the interlocutor, Marcus performed the preferred act and give the expected answer. In this case, Marcus makes a non-personal reason by saying the words 'we' and 'somewhere else' to respond to the utterance of Vaughn. That non-personal reason in question is a plan to move the hunting location for the good of both of them. In addition, this way is intended so that Vaughn thinks of other options and can compromise with the plans of Marcus.

## **7. Giving an account**

Another way that appears to perform the dispreferred act in this movie is by giving an account. The account here means the form of reasons or excuses that cause the speaker cannot do the preferred act. The following two examples of conversations show the use of this way.

### **Example 8**

**Vn:** *Look, listen to yourself, Marcus. We're not burying people*

**Mc:** *The alternatives are unthinkable*

Unexpected events experienced by Vaughn and Marcus made them worried and anxious. Marcus' actions of deliberately killing Sammy's father made them even more problematic and instead made things more complicated. Marcus went back to saying the crazy idea to bury the victims so they could get out of that place safely. However, Vaughn judge the action was wrong and they should not do it. Marcus responded that there was no other solution they could do. The dialog above considered as an assessment of the first speakers that get a response in the form of disagreement by the second speaker. The form of answers spoken by the second speaker shows that there are dispreferred acts that are marked by the use of an account. The account is a reason for not being able to do the preferred act. Second speaker answers can also be interpreted that the decision made earlier is correct because there are no other possible choices.

### 8. Direct agreement and direct declination

Besides the seven ways above, there are also other ways used by characters in performing preference in Calibre movie. These ways are to express direct agreement or declination and arguing. One conversation that expresses direct agreement and declination is as follows.

#### Example 9

*Lo: That's really no state to have gone hunting in. Isn't that right, Alastair?*

*Al: Shocking behavior.*

The scene above takes place when Vaughn, Marcus, Logan, and Al are enjoying dinner together. In the middle of the conversation, Logan realized that Vaughn looked pale and worried. Then he asked about Vaughn's condition and he was a little surprised when know that Vaughn was hunting in a drunk. Logan then made a statement that local people could not do the same thing. Al, who was also a bit surprised, agreed with Logan's assessment.

During the conversation, Logan assesses the actions performed by Vaughn. While Al gives a response that is included in the preferred act by expressing a direct agreement on Logan's statement. Al also considered that Vaughn's behavior was quite surprising for a newcomer.

Besides being used to perform the preferred act, there are also forms of direct answers in the form of rejections. That action is called performing dispreferred act by expressing direct declination. The following is an example of a conversation that shows the use of this way.

#### Example 10

*Vn: Can I not just use yours?*

*Mc: No, you can't just use mine.*

Vaughn suffered heavily drunk on the night of the day that makes him oversleep and even unintentionally he left the hunting equipment at the inn. Realizing that mistake, he tried to borrow Marcus's stuff so that they could immediately continue their activities. However, Marcus refused to lend because his kinds of stuff were not suitable for Vaughn who didn't hunt often. '*Can I just use yours*' uttered by Vaughn is included in the type of conversation in the form of a request. While the response from Marcus is a refusal of the

statement from the first speaker. By saying 'no', Marcus has already done a dispreferred act by directly rejecting.

### 9. Arguing

Meanwhile, another way found in the Calibre movie is arguing. This way is used to refuse the actions or views of the first speaker. The following is an example of a conversation by arguing with the speaker.

Example 11

*Mc: If we bury the bodies, it could be days, weeks, months until they're found.*

*Vn: I'm not fucking burying people*

This conversation occurs after Vaughn and Marcus killed people by shooting with their gun. Marcus then influenced and invited Vaughn to immediately bury the body. However, Vaughn felt guilty and disagreed with Marcus's proposal.

Marcus begins the conversation by discussing a way out for the two of them with the expectation that Vaughn would agree. Unfortunately, Vaughn instead shows dispreferred act in a way denied the proposal of Marcus. The statement '*I'm not fucking burying people*' is intended to argue with Marcus' idea. It clearly shows the disapproval and rejection of the first speaker because the idea given is inappropriate with the wishes of the second speaker.

## CONCLUSION AND SUGGESTION

### Conclusion

Based on the results of this research, two types of preference are found such as preferred and dispreferred act that appears in the conversation in Calibre movie. In the process of convincing the type of preference that is intended by the speaker, there are nine ways to convince the types of preference, such as: (1) delaying/hesitating, (2) prefacing, (3) expressing doubt, (4) using token yes, (5) mentioning obligation, (6) making a non-personal reason, and (7) giving an account, (8) express direct agreement or declination, and (9) arguing. The previous analysis explains that the preferred acts can also be characterized by the use of several ways of conveying the type of preference, as well as the preferred acts. The findings show that the use of ways to convey the preference type does not depend on the type of conversation. These ways can be used in all types of preferences in a conversation.

### **Suggestion**

It is recommended for researchers who will discuss preference organizations to use different data sources such as direct conversations or other types of conversations in the movie. The aim is to obtain diverse and new findings that can be used as a comparison for academic needs. Also, researchers who are interested in doing the same research are advised to pay more attention to other aspects of the conversation that can affect speech intentions such as facial expressions, body movements, and intonation. Some aspects that usually affect the process of understanding an utterance are important to be analyzed more deeply.

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