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**Doctoral dissertation topic: A pragmatically-oriented analysis of
speech acts in political speeches and statements made by Donald
Trump**

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DEDICATION

This dissertation is dedicated to my parents, Maksut and Bojlje Rakaj, who gave me support and inspiration throughout the process.

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Abstract

The aim of this dissertation was to conduct a pragmatic analysis of the speech acts in political speeches delivered by President Donald Trump during the election campaigns and while in office. This study utilized both quantitative and qualitative research designs using Searle's (1979) taxonomy of speech acts as a guiding framework for analyzing the kinds of illocutionary acts and Leech's taxonomy (1983) to identify functions. The study of 20 samples showed that all classifications of speech acts were present in President Donald Trump's speeches. The commissive speech acts dominated Trump's speeches with 198 occurrences (36.3 %), followed by representatives with 134 occurrences (24.6 %), directives with 104 occurrences (19.1 %), expressives with 101 occurrences (18.5 %), and declarations were with the least number of data (1.7 %). Furthermore, Trump used different types of perlocutionary effects with different amount for each type. The most dominant one was determination with 218 occurrences (40 %), followed by hopefulness with 109 occurrences (20 %), gratitude with 60 occurrences (11 %), encouragement with 76 occurrences (13.9 %), unity with 25 occurrences (4.6 %), confidence with 15 occurrences (2.7 %), convincement with 13 occurrences (2.4 %), unhappiness with 10 occurrences (1.8 %), compliment with 7 occurrences (1.9 %), respect with 7 occurrences (1.3 %), collaboration with 2 occurrences (0.4 %), sympathy with 1 occurrence (0.2 %), loss of confidence with 1 occurrence (0.2 %), prediction with 1 occurrence (0.2 %), and warning with 1 occurrence (0.2 %). Also, Trump made use of all of Leech's functions. The results revealed that the most dominant one was the convivial function with 325 occurrences (59.5 %), followed by the collaborative function with 132 occurrences (24.2 %), competitive with 72 occurrences (13.2 %), and conflictive with 17 occurrences (3.1 %). Two out of the three hypotheses were confirmed by the study's findings. President Trump used most commissive acts compared to other types. The findings also demonstrated that he displayed various perlocutionary effects in various settings. However, the third hypothesis concerning Leech's functions was not supported by the data. It is worth mentioning that President Trump utilized convivial and collaborative functions. The findings of this study found that Trump used speech acts and functions to persuade the audience to embrace his policy and program.

Keywords: speech acts, functions, Donald Trump, political speeches, election campaigns

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LIST OF ABBREVIATIONS

H - hearer

S - speaker

A - act

U - utterance

IFID - illocutionary force indicating device

pp - pages

P - proposition

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1 INTRODUCTION

1.1 General statement of the problem

Pragmatics has a significant role in the field of linguistics and in other disciplines such as political science, ethology, psychology, sociology, and ethnology (Senft, 2014). The study of pragmatics focuses on how language is used in certain contexts or circumstances. Yule (2010, p. 128) stated that pragmatics involves the investigation of how people understand the intended meaning of words, even when it is not expressed directly in speech or action. It involves analyzing what people mean when they articulate utterances. The other areas covered by pragmatics are politeness, entailment, implicature, presupposition, and speech acts. Speech acts play a significant and essential role in pragmatics. Speech acts are actions that are "performed via utterances," and can include terms such as "promise," "request," "apology," or "complaint" (Yule, 1996, p. 47). Therefore, speakers express requests, pledges, promises, complaints, threats, etc. through their communicative utterances.

Language is an essential tool for politicians, as it allows them to convey their ideas and persuade their audiences. Language may be used to declare war, take action, inspire, educate, condemn, threaten, show violence, promise, persuade, make peace, etc. It is also a tool that politicians use to undermine their opponents and build a positive face for them. As a result, they perform various speech acts. Politicians demonstrate or show their personality, individuality, responsibility, and the ideology of their political party through campaigns, interviews, news conferences, debates, and gatherings in an effort to win over voters. Therefore, speech acts are unavoidable during election campaigns, debates, interviews, and so on.

In this research, the theory of speech acts was utilized to analyze political speeches. Even though there have been several studies on speech acts in political speeches, there is still much more to be learned on this topic. There has been relatively little research on pragmatics and the theory of speech acts in Kosovo. Therefore, this dissertation attempted to scrutinize, from the perspective

of pragmatics, speech acts delivered by former President Donald Trump in election campaigns and during his presidency.

The researcher chose to analyze Trump's speeches due to his popularity and triumph in the 2016 U.S. presidential election. He has a casual, informal speaking style. During his presidency, Trump implemented policy changes that were deemed as debatable by major news agencies such as the Washington Post, Euronews, and Al Jazeera (Ashfira & Harjanto, 2020). According to Markman (2018), Trump has utilized language to construct a personal brand for himself that exudes strength and tenacity, making him a distinctive politician. He differs from other politicians as a result of his language and political discourse. Additionally, another difference in Trump's political background. Donald Trump, a former businessman, is the only U.S. president without previous government experience (Ashfira & Harjanto, 2020).

1.2 Background of the problem

Language is an effective instrument for communication. It is used by people to convey their attitudes, ideas, thoughts, emotions, and opinions. The process of communication involves the creation and use of information by one or more individuals, groups, or communities to establish connections with the environment and other people (Mulyana & Engliana, 2021). People use communication not just to say things, but also to convey their intentions. When communicating with one another, persons express various messages. Buck and VanLear (2002) identified two forms of communication: verbal and nonverbal. Verbal communication involves words as elements of communication, and nonverbal communication involves body movements, facial expressions, gestures, sign language, etc. Other important elements, such as body language, paralinguistic features, and sign language, are necessary for the listener to fully understand the speaker's message (Baby, Afzal, & Basharat, 2020). Therefore, the listener is expected to decode the implied intention of the speaker to understand the utterances successfully. However, there are instances where people are unable to understand another person's intentions or decode their meaning, which can lead to misunderstandings between the speaker and the hearer. In line with this, the meanings conveyed by what is said and what is delivered have distinct depths

(Paronyan, 2022). Also, in order to be understood by the listener, speakers must be aware of what they are saying. Thus, effective communication occurs when both the speaker and the listener have a clear understanding of the topic being discussed. Additionally, language has a much greater impact than any weapon on a battlefield (Poshka, 2019).

Language is a powerful tool for politicians because speech is crucial in politics due to the language being the main activity carried out by politicians (Larasati, Arjulayana, & Srikandi, 2020). Political speech is a means of building and maintaining social connections, expressing emotions, and promoting ideas, programs, and policies within a society (Hashim, 2015). Similarly, politicians utilize language effectively to present their goals and intentions (Yassin & Ibrahim, 2021). Thus, language and politics are intertwined. Additionally, politicians use language to have impacts on the audience, such as altering the hearer's decisions, preferences, choices, and worldview (Kirwa, Kimathi, & Onyango, 2022). However, there are instances where politicians fail to recognize the connection between what they say, what they intend, and the message they imply through their words (Hashim, 2015, p. 298). Hence, one theory that has proven to be useful and relevant for analyzing the implied intention and context of utterances is the theory of speech acts. In their speeches, politicians express and carry out a variety of speech acts, including warning, promising, disagreeing, criticizing, and ordering. Politicians utilize speech performances to influence and enthuse the audience to support their objectives. To sum up, this research tried to present a pragmatic analysis of speech acts delivered by President Donald Trump, former President of the United States.

1.3 The aims of the study

The main aim of this dissertation was to examine the dominant speech acts in Trump's utterances in terms of illocutionary acts. It also identified the illocutionary functions in his speeches. Moreover, it analyzed the perlocutionary effects of Trump's utterances on the audience. Thus, this dissertation strived to answer the following research questions:

- 1) What are the dominant speech acts in Trump's speeches in terms of illocutionary acts?

- 2) What are the perlocutionary effects found in Trump's speeches?
- 3) What are the illocutionary functions used in Trump's speeches?

1.4 Hypotheses

This study gathered data to test the following hypotheses:

H1: The commissive act is likely to be the most dominant act in Trump's speeches.

H2: The competitive and conflictive functions are dominant in the corpus.

H3: Donald Trump produces different perlocutionary effects in different places.

1.5 The importance of the study

The domain of speech acts has attracted many researchers for a long while. A number of studies have been done on how speech acts are used in political settings. However, there were no studies conducted on President Donald Trump's speeches prior to and during his presidency. Therefore, the goal of this research was to find the most common types of illocutionary acts, or speech acts, in Trump's speeches. Moreover, it examined the illocutionary functions and perlocutionary effects of his utterances.

The study's theoretical importance lies in the expansion of theoretical understanding of pragmatic speech acts, particularly in political contexts. In addition, this study provided data on types, functions, and effects.

This study is significant because it may be used by other scholars as an additional reference for analyzing speech acts in political speeches and other settings. Additionally, this study was conducted to analyze the language used in political speeches delivered by Donald Trump as well as to discover how he constructed his political discourse to present his ideology. Because of this, this study can be utilized as a resource to better understand how politicians use discourse to frame their ideologies for a stronger influence on the audience and to gain insight into the

meaning behind their words. To sum up, the results and the conclusions of this dissertation can be used for further investigation of this topic in various discourses and different communication settings.

1.6 Previous studies

In recent years, the role of speech acts has become an important topic in pragmatic research studies. One previous study that is relevant to this topic was conducted by Loko (2018), who analyzed speech acts in Donald Trump's speeches. The study concentrated on the language elements of Donald Trump's victory speech. An analysis of the types of illocutionary acts used in his speeches showed that the most common type was representative, followed by directive, expressive, commissive, and declarative.

Ayeomoni and Akinkulere (2012) conducted a study examining the pragmatic functions of locution, illocution, and perlocution in President Umaru Yar' Adua's speeches. The findings revealed that in his speeches, he utilized assertives 60%, directives 35%, expressives 15%, verdictives 40%, commissives 30%, and declaratives 20%.

Another study was conducted by Hashim (2015). He examined John Kerry's 2004 and George W. Bush's 2001 inaugural addresses. The aim of this study was to investigate how the context in which language is used affects the interpretation and impact of locutionary (basic acts of speaking), illocutionary (communicative intentions behind a speaker's words), and perlocutionary (the effects that a speaker's words have on the listener) acts in a set of 20 chosen speeches. The findings revealed that commissives made up the majority of their speeches, followed by assertives (35%), directives (20%), and expressives (5%). The researcher also discovered that Kerry used commissive acts more frequently than other speech acts, whereas Bush used sentences with assertive acts.

Listya and Novitasari (2015) conducted a similar study on the illocutionary acts in the political speeches. The researchers examined President Joko Widodo's speech. The researchers employed Leech's theory to explain the functions of illocutionary acts and Searle's theory to classify kinds of illocutionary acts. This study found the five categories of illocutionary acts in President Joko

Widodo's speech. Assertive or representative speech acts were most prevalent. In addition, this study identified four functions of illocutionary acts. The results revealed that the collaborative function was most predominant in his speech.

Koussouhon and Dadjo (2016) examined speeches delivered by President Goodluck Jonathon and General Muhammadu Buhari. The research revealed that President Jonathan used a higher percentage of assertive speech acts than his opponent. Furthermore, Dylgjeri (2017) conducted a study of speech acts in the political setting by analyzing Edi Rama's victory speech. The study revealed that Rama's speech featured the use of commissive, assertive, and expressive acts.

Wardhono and Hadi (2017) conducted a study on Barack Obama's speech act regarding the conflict in Syria. They scrutinized Obama's 2013 speeches regarding the Syrian conflict. This study utilized the descriptive qualitative method. They discovered that the majority of Obama's utterances were assertives (representative), followed by commissives, directives, and expressives. It is worth mentioning that the researchers were unable to locate any declarative act in his speeches. The researchers came to the conclusion that Obama's functions were collaborative, convivial, and competitive.

A descriptive qualitative study named *Speech acts analysis in Donald Trumps' speeches* was carried out by Mufiah and Rahman (2018). The goal of this research was to analyze illocutionary acts in Trump's speeches and identify the one that predominated. The researchers conducted an analysis of the pragmatic functions of 63 utterances from Donald Trump's victory speech in the Inaugural Address in 2017. They found that 46% of the utterances were representative (describing or stating something), 11% were expressive (showing the speaker's feelings), 16% were directive (issuing a command or request), 17% were commissive (committing to an action), and 14% were declarative (making a statement of fact or belief).

Irwandi and Hudri (2018) analyzed illocutionary acts in Hillary Clinton's concession speech. The study revealed that her speech contained illocutionary acts such as directives, assertives, expressives, commissives, and declaratives. It should be emphasized that assertives had the highest frequency of occurrence (36.1%). Her speech was mostly made up of assertive illocutionary acts. A qualitative descriptive study on the politeness principles in Donald Trump's election victory speech was carried out by Mariani, Budiarsa, and Widiastuti (2019). The

researchers analyzed politeness principles, functions, and illocutionary acts in Trump's victory speech. The findings indicated that there were 21 utterances, each of which had six different politeness principles. Further, the results revealed that there were four assertive utterances, five directive utterances, five commissive utterances, seven expressive utterances, and no declarations. Regarding Leech's functions, this study showed that there were four competitive utterances, thirteen convivial utterances, four collaborative utterances, and zero conflictive utterances.

A recent study has been conducted by Ahmed and Amir (2021) who investigated speech acts delivered by President Biden during his inaugural speech. The findings demonstrated that he used directive and representative speech acts in his speeches.

Furthermore, Sanusi, Iswari, and Surya (2022) analyzed Boris Johnson's speech about the COVID-19 pandemic. The illocutionary act committed by Boris Johnson was examined and classified by the researcher using the content analysis method. The data revealed that the speaker used a larger number of acts with collaborative and convivial functions, indicating a focus on cooperation and social interaction, and a smaller number of acts with competitive and conflictive functions. The overall communication style of the speaker may be more oriented towards collaboration and building relationships rather than competition or conflict.

All of the aforementioned studies examined speech acts in political speeches, however, the researchers used various data as the object of study, for example, Loko (2018) conducted research on Trump's acceptance speech; Mufiah and Rahman (2018) and Mariani, Budiarsa, and Widiastuti (2019) analyzed Trump's victory speech; Ayeomoni and Akinkuolere (2012) examined speech acts in President Umaru Yar' Adua's victory speech; Wardhono and Hadi (2017) focused on Obama's speech acts regarding the Syrian conflict; Hashim (2015) analyzed only twenty speeches made by Barack Obama; Dylgjeri (2017) investigated Edi Rama's first victory speech, etc. This study is significant because it is the first to analyze three components of speech acts (illocutionary acts, illocutionary functions, and perlocutionary effects) in more than one political speech. Previous research has not covered all three components in this way. This study aimed to identify the types of speech acts that occur in political speeches.

1.7 The structure of the study

As previously mentioned, the main aim of this dissertation was to investigate the speeches made by Donald Trump during his two presidential campaigns and while in office. The researcher divided this dissertation into six chapters.

The first chapter presents the introductory section. This chapter covers the research in general, including the background of the study, the research questions and hypotheses, the importance of the study and related prior research.

The second chapter discusses the literature review and defines pragmatics and the theory of speech acts. It covers illocutionary acts, felicity conditions, performative verbs, person deixis, political discourse, and other speech act-related topics. This chapter critically analyzes prior research on this topic.

The third chapter includes an overview of the methodology, research design, participant information, corpus, data collection procedure, and data analysis.

The fourth chapter is the main chapter of this dissertation and presents the analysis and findings of speech acts in speeches delivered by Donald Trump. Illocutionary acts, functions of illocutionary acts, and perlocutionary effects will be illustrated by various examples taken from Trump's speeches during both of his presidential campaigns and while in office.

The fifth chapter presents the discussion of the data gathered from Trump's utterances selected for this study. The whole chapter is about the research questions and hypotheses presented in the first chapter. In addition, the researcher compares and contrasts all samples with previous studies conducted on this topic.

Finally, the last chapter provides the main conclusions derived from the findings of this study. The limitations of this study and recommendations for future research are also explained. This chapter is followed by the bibliography.

2 LITERATURE REVIEW

2.1 Theoretical background

As proposed in the first chapter, this study aimed at examining speech acts used by Trump during his election campaigns and while in office. The theory of speech acts has been a topic of discussion among philosophers for a long time, but it has also attained the attention of linguists in recent years. Speech acts have been studied by various linguists and researchers (Austin, 1962; Searle, 1969; Allan, 1986; Vendler, 1972; Bach & Harnish, 1979); therefore, the next section begins with Austin and Searle's taxonomy of speech acts, and then discusses alternative taxonomies of illocutionary acts developed by other scholars.

2.1.1 Pragmatics

There are numerous interpretations of pragmatics that have been proposed by many scholars and researchers. Pragmatics is the field of linguistics that examines how language is used in particular situations, including how people use language to communicate with one another and how people understand the intentions behind language use. It deals with the ways in which people use language in real-world situations. It is possible to analyze people's communication in terms of their intended meanings, purposes and goals, and assumptions through the use of pragmatics (Yule, 1996, p. 4). In the same vein, pragmatics scrutinizes the connections between language and content that are fundamental to a theory of language comprehension. This suggests making connections between what is spoken and what is assumed or what has already been expressed (Levinson, 1983). As stated by Crystal (1985, p. 240), pragmatics is a branch of linguistics that deals with the ways in which context influences the interpretation of language. It focuses on how people use language to communicate effectively in social situations, taking into account the context in which language is used and the goals of the speaker and listener (Mey,

1993). It deals with the meanings and the ways *S* and *H* communicate and interact with each other in a particular context. Therefore, it can be concluded that pragmatics is concerned with the characteristics of language use, such as how people convey meaning, how they interact with each other, and how they use language to accomplish their communicative goals in real-world interactions.

2.2 Speech act theory

Speech acts have gained significant attention in the field of linguistics and pragmatics. This topic has been a major domain for many papers conducted on pragmatic studies. British philosopher John Austin developed the theory of speech acts in his work "**How to Do Things with Words**," which was a series of lectures he gave at Harvard University in 1955.

Speeches are crucial in one's daily life, particularly in politics where speakers try to captivate and engage their audience through their words. What does the word **speech** mean? The Advanced Cambridge Dictionary (n.d.), defines the word speech as the ability to deliver formal speeches to an audience. According to Merriam-Webster's Learner's Dictionary (n.d.), speech is the act of expressing thoughts, feelings, or opinions delivered by the speaker in front of an audience. But what is a speech act? McCarthy (1991) stated that,

"When we say that a particular bit of speech or writing is a request or an instruction or an exemplification we are concentrating on what that piece of language is doing, or how the listener/ reader is supposed to react; for this reason, such entities are often also called speech acts" (McCarthy, p. 9).

The goal of speech act theory is to clarify how speakers employ language to accomplish their intended acts and how listeners interpret the intended meaning of what is said (Sitanggang, Sinaga, & Herman, 2020). Yule (1996) defined speech acts as actions that are carried out through the use of language. Hidayat (2016) suggested that speakers can depict physical actions by using words and phrases, and Birner (2013) further elaborated on this concept by stating that uttering

something means performing something. According to this viewpoint, it is possible to claim that expressing anything qualifies as an activity or action (Devi & Degaf, 2021).

As mentioned earlier, Austin is credited with developing the theory of speech acts, and his theory is known as the Austinian theory. The idea drawn from Austin's definition is that a speech act involves using words to perform various actions. He is widely recognized for the classification of speech acts. It is worth mention that his classification of speech acts has served as a foundation for subsequent studies by other scholars. Later in this chapter, it can be seen how scholars discuss Austin's classification, compare and contrast it with their own, and of course support him in various ways based on their opinions and arguments.

2.3 Speech act classification

Given that there is disagreement among speech act theorists regarding the types or even the total number of speech acts (Botha, 1991), the following section provides different topics and classifications developed by different theorists and researchers.

2.3.1 Austin's approach

Three acts are used by speakers when they make utterances, and Levinson (1983) stated that according to Austin saying something can be seen as a type of action that involves three dimensions which play a crucial role in the theory of speech acts. These dimensions are: locutionary act, illocutionary act, and perlocutionary act. Austin used the following examples for these dimensions:

Act (A) or Locution

He said to me "**Shoot her!**" meaning by '*shoot*' shoot and referring by '*her*' to her (Austin, 1962, p. 101).

Act (B) or Illocution

"He urged (or advised, ordered, etc.) me to shoot her" (Austin, 1962, p. 101).

Act (C) or Perlocution

"He persuaded me to shoot her" (Austin, 1962, p. 101).

As Austin's examples demonstrate, each dimension has their own specifics. The specifics of each type are as follows:

a) The locutionary act

Austin (1962, pp. 94-95) stated that the act of "saying something" involves uttering *phonetic*, *phatic*, and *rhetic* acts. His definitions regarding these types are as follows:

- 1) **Phonic act** involves producing certain sounds or noises during speech,
- 2) **Phatic act** involves the use of specific words in an utterance, and
- 3) **Rhetic act** involves uttering a particular sentence with a specific meaning and reference.

According to Austin's theory and classification, a locutionary act is the act of uttering a sentence that makes sense (Minton, 2014). The actual words a speaker uses and their semantic meaning constitute the locutionary act (Peccei, 1999). The locutionary act is recognized as a meaningful linguistic expression (Yule, 1996). Similarly, as stated by Lodge, Armstrong, Ellis, and Shelton (1997), the locutionary act denotes utterances with specific references and meanings. Furthermore, the locutionary act is defined as "**the speaker saying to the hearer that X;** where the **speaker** is represented by **s**, the **hearer** is represented by **h**, and finally **X** refers to **the words spoken with a specific meaning and reference**" (Leech, 1983, p. 199).

e.g. "I have just made some coffee" (Yule, 1996, p. 48).

Thus, referring to these definitions, a locutionary act can be referred as the speaker's utterance.

b) The illocutionary act

When people interact with one another, the words they utter are not without purpose or force. This is an important aspect of speech acts. Therefore, the second element of an utterance is known as the illocutionary act. According to Austin (1962, p. 108), illocutionary acts have a specific (conventional) force. In line with this, Yule (1996) added that the illocutionary act is carried out using the communication force of an utterance. A promise, a threat, or even a declaration may be made by producing an utterance; this is recognized as an illocutionary act (Lodge, Armstrong, Ellis, & Shelton, 1997). Therefore, when people produce acts, another act is produced within the same utterance. For instance, in saying "***I am really sorry!***" — the speaker performs an apology act. Furthermore, according to Leech (1983, p. 199), the "illocutionary act is in saying X, S asserts

that P (preposition refers to the meaning of an utterance)."

e.g. "**I have just made some coffee**" (Yule, 1996, p. 48).

This utterance can be interpreted as an offer or statement. It is worth mentioning that the speaker is making an offer of coffee, or simply stating that he/she has made coffee (Yule, 1996, p. 48). However, there are cases where illocutionary acts have different illocutionary forces. For example, in saying "**I will see you later**," the utterance could be interpreted by the speaker as:

- a) **A prediction**: "I predict that I'll see you later" (Yule, 1996, p. 49).
- b) **A promise**: "I promise you that I'll see you later" (Yule, 1996, p. 49).
- c) **A warning**: "I warn you that I'll see you later" (Yule, 1996, p. 49).

In order to help the listener decode the intended meaning of the speaker's words, the speaker may use various elements like performative verbs and nonverbal components (such as word order, intonation, stress, etc.). Moreover, illocutionary acts can be classified as either linguistic or nonlinguistic acts. To perform the act of threatening one can use either a sentence or a gesture. Therefore, using a sentence implies a linguistic illocutionary act; using a gesture, on the other hand, implies a non-linguistic illocutionary act (Kearns, 1984).

Many linguists emphasize social conventions as important factors in any utterance. An utterance made by a speaker can be considered an illocutionary act when it is analyzed in the context of a social interaction that follows a set of established conventions. One way to understand the illocutionary act is to consider it as the speaker's purpose in uttering something (Hurford, Heasley, & Smith, 2007). Additionally, an illocutionary act is considered successful if the listener understands the speaker's intended meaning. These intentions are primarily communicative because hearer understanding is required for illocutionary intentions to be fulfilled (Bach & Harnish, 1979).

As previously mentioned, there are instances in which the hearer is unable to understand the implied intention behind the speaker's words. This could result in misinterpretation or comic interactions between the hearer and the speaker. The picture below demonstrates how the hearer failed to understand the speaker.



Figure 1 An example of misunderstanding between the hearer and the speaker
(*Gendered communication practices, n.d.*)

The image illustrates a man and a woman engaging in a conversation. The context and other components are not provided or shown in this photo. Based on this information, it can be presupposed that the conversation is happening in an office and that the participants are colleagues. The man makes a polite question; he is not interested in other details. But the woman starts giving him unwanted information. The woman is unable to understand the

intention of the speaker's utterance. Consequently, the man wants to remind her that she was expected to say "**Fine.**"

c) The perlocutionary act

The third dimension or the perlocutionary act developed by Austin implies the effect of utterances said by the speakers. According to Mey (1993), illocutionary force is an act that has attracted many theorists, even though the perlocutionary effect is more significant because it provides insight into the reasons why people use a particular type of speech act.

Austin (1962) defined the perlocutionary effect as a "consequence" of illocutionary acts. According to Yule (1996), speakers do not utter an utterance without intending to have a particular outcome or effect. For instance, in saying "**I am really sorry!**" the act could have two perlocutions; the speaker either persuaded the hearer or failed in doing so (Fahima, 2017-2018). In line with this, according to Lodge et al. (1997), the act of making an utterance with the intention of influencing the listener is known as a perlocutionary act. Similarly, the speaker does this action solely for the purpose of persuading the hearer and others (Hurford, Heasley, & Smith, 2007, p. 271). In addition, the perlocutionary effect can be considered successful if it reflects the speaker's communicative goals (Kurzon, 1998).

Furthermore, Sadok (1974) was concerned with the role of communication in the distinction between illocution and perlocution. According to Sadok (1974), illocutionary acts are actions that are intended to communicate something, while perlocutionary acts are the results or effects of acts of communication. Furthermore, Leech's (1983, p. 199) formulation of the perlocutionary act is "saying **X** in order to convince the hearer (**H**) that **P** is true. In this formulation, the speaker (**S**) uses language (**X**) to persuade the hearer to accept a particular proposition (**P**)."

e.g. "**I have just made some coffee**" implies that the speaker wants the listener to notice a pleasant smell or to have some coffee (Yule, 1996, pp. 48-49).

Following the above explanation, it can be concluded that "locution" refers to the words that are spoken, "illocution" refers to the intention of the utterances, and "perlocution" refers to the effect of the words on the audience.

2.3.2 Illocutionary Force Indicating Devices

What are the ways to identify the illocutionary force? IFIDs and felicity conditions are two concepts that are closely related to speech acts and help to demonstrate the illocutionary force of utterances. An IFID is a word, usually a verb, that clearly indicates the illocutionary act being performed. Such a verb is referred to as a performative verb (Yule, 1996, p. 49).

e.g. I (Vp) you that.....

There are various indicators that can help to identify the illocutionary force of an utterance, in addition to performative verbs. These indicators include word order, punctuation, context, mood, intonation, stress, the speaker's role, and more. All of these elements can be taken into consideration when trying to understand the illocutionary force of a given utterance. (Vanderveken & Searle, 1985). Similarly, Yule (1996) claimed that word order, stress, and intonation are important devices for checking the illocutionary force. According to Conrad, Biber, and Leech (2002, pp. 248-251), intonation is defined for questions (rising) and is different in declarative sentences (falling). Furthermore, without a doubt, stress alters the speaker's meaning on many instances; in fact, it is one factor that contributes to the generation of implicatures (Grice, 2002, p. 51). According to his concept, it is worth mentioning that stress can affect the meaning, therefore if any word is stressed, a simple statement could become a threat. Finally, some particular conditions must be satisfied in order to execute a speech act correctly; these conditions are explained in detail in the following section.

2.3.3 Felicity conditions

Austin and Searle developed important rules known as felicity conditions. While they discussed the role of these conditions, they did not suggest a consistent template for felicitous speech acts. Felicity conditions are crucial for determining the intended illocutionary force of a speech act. According to Mey (1993), felicity conditions are the necessary prerequisites for a speech act to be considered to have a particular illocutionary force. Furthermore, six rules must be satisfied in order for the speech to be considered happy and "fulfilled." The rules are as follows in Austin's work (1962, pp. 14-16):

- A.1.** for a speech act to be effective, there must be a conventional procedure that is accepted and has a specific conventional effect, and this procedure must involve the use of specific words by specific people in specific situations, and further
- A.2.** for a particular procedure to be successfully carried out in a specific situation, the individuals and circumstances must be suitable for the procedure.
- B.1.** all participants must complete the procedure appropriately and
- B.2.** completely.
- C.1.** the process is intended for people experiencing certain thoughts or feelings, and
- C.2.** and must continue to operate in this manner. If any of these six rules is not fulfilled, utterances will be "unhappy."

Furthermore, the philosopher Austin identified two other types of infelicity: "misfire," which happens when the speech act fails to be performed, and "abuse," which happens when the speech act is not successfully performed in the best way (as stated in Sheinman, 2011, p. 11). Therefore, misfires occur as a result of external factors and abuses as a result of internal factors. Based on the discussion above, according to Austin's classification, the act is considered complete if all the mentioned conditions are satisfied by the speaker. In many books, it is found out that linguists (Yule, 1995; Levinson, 1983) discussed Austin's example of marriage when discussing felicity conditions. According to Austin (as cited in Yule, 1996), to make a declaration effectively, the speaker must hold a specific institutional role within the given context.

e.g. Priest: "I now pronounce you husband and wife" (Yule, 1996, p. 53).

Austin (1962) distinguished three types of felicity conditions; however, in later years, Searle made a crucial taxonomic distinction of conditions which are known as the Searlean conditions. Yule (1996, p. 50) reclassified his classification as follows:

- a) **general conditions** - for a speech act or procedure to be effective, the individuals involved must comprehend the language being utilized and must not be behaving in a way that is irrational or nonsensical,
- b) **content conditions** - the speech act must be about a future event in its content,
- c) **preparatory conditions** - for an event to take place, there are two necessary conditions that must be met: the event cannot happen spontaneously, and the event must have a positive impact.
- d) **sincerity conditions** - mean whether the action is performed seriously or not, and
- e) **essential conditions** - mean whether the speaker intends the utterance to be performed by the addressee.

Furthermore, Turnbull (2003) considered the felicity conditions as conventions that the speaker uses as a code to produce and recognize actions, whereas the hearer uses them to decode the hidden message of the speaker's actions. The felicity conditions are largely context-dependent and little to do with language (Lodge, Armstrong, Ellis, & Shelton, 1997). It is worth noting that Yule had the same opinion when it comes to felicity conditions. According to Yule (1996), a performance will not be successful if the speaker is not a specific person in a specific situation. Additionally, in order for an illocutionary act to be successful, certain conditions must be satisfied within the context in which it is carried out (Hurford, Heasley, & Smith, 2007). Similarly, an utterance has effects if it is said to be happy or felicitous; if this utterance does not meet these conditions, then it appears to be infelicitous (Sadock, 1974). To summarize, it should be emphasized that felicity conditions are the elements that determine whether a particular illocutionary act is successful.

2.3.4 Performatives

Austin was the one who introduced the concept of performatives. What does this word mean? As said by Austin (1962, p. 6), the word "performative" comes from the verb "perform," which is frequently used with the noun "action." This means that when an utterance is made, it is actually performing an action; it is not usually just considered to be stating something. As a result, according to Austin, when people make utterances, they are not only conveying information, but also performing some sort of action. Similarly, verbs that explicitly display the type of speech act they are describing are known as performative verbs (Kohar, Bharati, & Rukmini, 2018). According to The Free Dictionary (n.d.), the word performative refers to types of utterances that create an action that is described by the verb. It should be emphasized that the structure of performatives is: **"I (hereby) Vp you (that) S'";** Vp is a performative verb while S' is a complement sentence" (Levinson, 1983, p. 244). Therefore, for the speech act to be properly performed, the subject must be stated in the first person singular "I" and include the adverb "hereby," and the utterance should be in the present simple tense. Austin distinguished between two types of performatives: implicit and explicit performatives (Yule, 1996, p. 52).

e.g. a. "The work was done by Elaine and myself" (Yule, 1996, p. 52).

b. "I hereby tell you that the work was done by Elaine and myself" (Yule, 1996, p. 52).

Based on Yule's analysis, it can be said that the speaker in example (b) uses an explicit performative, while the speaker in example (a) uses an implicit performative, also known as a primary performative. It should be noted that implicit and explicit performatives are not interchangeable. Yule (1996) pointed out that saying a performative version of a command in an explicit manner has a considerably more significant effect than uttering the implicit manner. Palmer (1976) further noted that, unlike explicit performatives which explicitly name the act being performed, implicit performatives do not contain expressions that identify the act. How can performative verbs for each category be determined? 270 performative verbs were spotted by Vanderveken, who then categorized them according to their illocutionary point. These speech act verbs can be used in various ways and can convey various types of illocutionary forces. For

example, one can use the verb "swear" to assert the truth of a statement or to make a promise (Briggs, 2003, p. 99). However, Briggs (2003, p. 28) claimed that all speech acts involve some level of performativity, but some speech acts are more performative than others. Performative speech acts are those that perform a particular action or convey a particular intention through the act of speaking, such as making a promise or issuing a command. Some speech acts may be more performative in nature because they involve a stronger commitment or have more significant consequences, while others may be less performative because they have a more casual or informal tone. He even asserted that it is useful to consider illocutionary acts on a spectrum ranging from strong to weak. In the weak sense, every utterance constitutes an act of illocution, whereas in the strong sense, the illocutionary force exerts a significant influence on the utterance.

It should be emphasized that there are situations in which the performative verb is absent, but other forms of verbs might still aid the hearer in determining if the utterance represents an illocutionary act. Similarly, there are also instances where illocutionary acts, such as promises, are made without using the verb "promise" (Mey, 1993).

Some linguists focus on the content of an utterance and the actions it describes. Hurford et al. (2007, p. 263) consider the phrase **"I promise to repay you tomorrow"** to be a performative speech act because it implies that the speaker will take the action described in the utterance (repaying the listener the following day). In the case of the phrase **"I promise to repay you tomorrow,"** the verb "promise" is in the present simple tense, showing that the action is being performed in the present moment. If the verbs were changed to the past simple tense, the rules of speech act theory would be violated.

2.3.5 The taxonomy of illocutionary acts by Austin

Austin was the first author who classified illocutionary acts, which implies that other scholars have classified speech acts based on his classification. Austin's (1962, pp. 150-161) taxonomy of illocutionary acts is as follows:

1) Verdictives

Verdictives are types of speech acts that are made by a jury or arbitrator, as the name implies. However, verdictives do not have to be final judgments. They may be, for example, an estimate, reckoning, or appraisal. It is essentially giving a finding as to something-fact, or value that is difficult to know for a variety of reasons. Examples are: acquitting, reading something as, finding (as a matter of fact, holding (as a matter of law), describing, analyzing, etc. (Austin, p. 150).

e.g. **"I call you out"** (Austin, p. 154).

2) Exercitives

Exercitives are "the exercising of power, right, or influence." Examples are: appointing, degrading, dismissing, ordering, warning, advising, etc. For example:

"I order you to leave the office" (Austin, p. 150).

3) Commissives

Commissives are typified by promising or otherwise undertaking; they commit the hearer to doing something, but include also declarations or announcements of intention, which are not promises, and also rather vague things which we may call espousals, as for example, siding with. Examples are: promising, undertaking, intending, giving word, betting, vowing, guaranteeing, etc. (Austin, p. 150).

e.g. **"I promise to help you"** (Austin, p. 150).

4) Behabitives

Behabitives are expressions of attitudes to someone else's past conduct, behaviour and fortunes. Examples are: apologizing, thanking, congratulating, complimenting, and blessing (Austin, p. 159).

e.g. **"Thank you for your help."**

5) Expositives

Expositives are speech acts that involve explaining ideas, presenting arguments, and clarifying meanings and references. Examples are: affirming, denying, stating, describing, and identifying (Austin, p. 161).

e.g. **"I reply"** (Austin, p. 161).

It can be concluded that the verdictive involves making a judgment, the exercitive involves exerting influence or power, the commissive involves expressing obligation and intention, the behabitive refers to an attitude, and the expositive involves presenting arguments and reasons.

2.3.6 Searle's approach

John Searle's theory of speech acts criticized the taxonomy proposed by J.L. Austin. Searle's theory covered intention and other social conventions, while Austin's theory focused on the illocutionary force in language use. Searle developed his own classification of illocutionary acts which is most clearly presented in the books "Speech Acts: An essay in the philosophy of language," (1969) "Expression and Meaning," (1979) and "Foundations of Illocutionary Logic" (Vanderveken & Searle, 1985). According to Searle, Austin's taxonomy has some difficulties when it comes to performative verbs because not all of them are performative verbs. Searle criticized Austin for focusing on categorizing English illocutionary verbs rather than illocutionary acts (Hiani, 2015). Additionally, his theory does not provide the most accurate taxonomy of illocutionary acts (Tanksley, 2004). Searle (1969, p. 12) identified at least six issues regarding Austin's classification of illocutionary acts. First, there is confusion between verbs and acts, as some verbs can be used to perform various speech acts, and it is not evident which act is being performed. Second, not all verbs are illocutionary verbs, as some verbs do not have a clear illocutionary force. Third, there is also a lot of overlap between different categories of speech acts. Fourth, there is a lot of diversity within each category of speech acts. Fifth, many verbs do not fit the definitions of the categories they are placed in. Finally, there is no consistent principle of classifying verbs into categories, as the classification of verbs may depend on the situations in

which they are used. Therefore, before classifying illocutionary acts, Searle (1979, pp. 1-8) constructed twelve dimensions or criteria that can be used to differentiate illocutionary acts. The dimensions are as follows:

1) Differences in illocutionary point or purpose

The illocutionary purpose focuses on the truth and falseness of a particular statement while committing speakers to doing something (Searle, 1969, p. 2).

2) Differences between words and the world regarding the direction of fit

Certain types of illocutionary acts get the words to match the world, while others get the world to match the words. **Commands, promises, vows, requests**, etc., have a **"world-to-word" direction of fit**. The purpose of these acts is to make the world match the word. On the other hand, other acts such as **statements, explanations, and descriptions, assertions** have a **word-to-world direction of fit**; as a result, the goal of these acts is to make the word match the world (Searle, 1969, p. 3). He provided an illustration to make the distinction. The story is as follows:

"Suppose a man goes to the supermarket with a shopping list given him by his wife on which are written the words 'beans, butter, bacon, and bread'. Suppose as he goes around with his shopping cart selecting these items, he is followed by a detective who writes down everything he takes. As they emerge from the store both shopper and detective will have identical lists. But the function of the two lists will be quite different. In the case of the shopper's list, the purpose of the list is, so to speak, to get the world to match the words; the man is supposed to make his actions fit the list. In the case of the detective, the purpose of the list is to make the words match the world; the man is supposed to make the list fit the actions of the shopper. This can be further demonstrated by observing the role of 'mistake' in the two cases. If the detective gets home and suddenly realizes that the man bought pork chops instead of bacon, he can simply erase the word 'bacon' and write 'pork chops'. But if the shopper gets home and his wife points out

that he has bought pork chops when he should have bought bacon he cannot correct the mistake by erasing *bacon* from the list and writing *pork chops*" (Searle, 1979, pp. 3-4).

Summing up, a speech act with a "world-to-word" direction of fit involves the speaker trying to bring about the situation described by the propositional content of the utterance via the action of some agent, in this case, either the *H* or *S*. By contrast, "a word-to-world direction of fit is one in which the speaker seeks to accurately represent the world in the propositional content of his/her utterance" (Tanksley, 2004, p. 12).

3) Differences in expressed psychological states

This concept, referred to by Austin as the sincerity condition, involves the speaker's beliefs, desires, and intentions. **Statements, assertions, and remarks** express *belief*. **Promises, vows, threats and pledges** show *intention*. **Want or desire** is expressed through *askings, prayers, requests, orders, commands, pleadings, beggings*, etc. **Congratulations, felicitations, welcomes** and a few others show **pleasure** (Searle, 1969, p. 4). Therefore, the speaker strongly believes in what is said and wants things to be done according to what has been said (Ramanathan, Paramasivam, & Hoon, 2020, p. 36).

4) Differences in the intensity or emphasis with which the illocutionary point is conveyed

The purpose of acts, as defined by this dimension, might vary in terms of the strength or level of commitment. The illocutionary point is the same in both *suggest* and *insist*, but the degree of strength or commitment varies (Searle, 1979, p. 5).

5) Differences in social status or position between the person speaking and the person listening can affect the intended meaning or purpose of the spoken words

It should be emphasized that the illocutionary force of an utterance can be influenced by the status or position of the speaker and the listener. Therefore, a speaker can only give an order to a listener if he/she has the relevant position or

authority to do so. The act is considered as a *request*, *suggestion*, or *proposal* if the speaker does not have the status or position (Searle, 1969, p. 5).

6) Differences in how a speech is aligned between the speaker's and the hearer's interests

The focus of this aspect is on what is or is not in the speaker's and the listener's best interests, respectively. For instance, the distinctions between "**boasts** and **laments**, between **condolences** and **congratulations**" (Searle, 1969, p. 6).

7) Differences in the way the utterance fits within the broader context of the discourse

Some performative expressions are used to connect the utterance to the surrounding context and to "the rest of the discourse" (Searle, 1969, p. 6).

8) Differences in the content of the proposition that are indicated by illocutionary force indicating devices

This dimension demonstrates the force or power of an utterance. As an example, a report and a prediction differ in that a report might be about the past or present while a prediction must be about the future (Searle, 1969, p. 6).

9) Differences between speech acts that can only ever be performed as speech acts and those that can also be performed in other ways

Searle concentrates on the act of "classifying" to explain this dimension. In order to classify something, one may say, "**I classify this as an A and this as a B**" (Searle, 1979, p. 6), but one is not required to say anything at all. It is sufficient to "throw all the **As** in the **A** box and all the **Bs** in the **B** box" (Searle, 1979, p. 6).

10) Differences between acts that need the support of extra-linguistic institutions to be performed and those that do not

Illocutionary acts, such as christening, blessing, and excommunication, require a recognized external institution or organization and specific roles or positions for

the speaker and listener within that institution in order to be carried out successfully (Searle, 1969, p. 7).

11) Differences between speech acts when the relevant verb is used in a performative manner and those where it is not

Although many illocutionary verbs such as ***stating, promising, ordering, concluding*** have performative functions, not all illocutionary verbs fall in this category. Acts like ***boasting*** or ***threatening***, for instance, cannot be transformed into performative acts simply by saying "I hereby **boast**," or "I hereby **threaten**" (Searle, 1969, p. 7).

12) Differences in the manner in which the illocutionary act is carried out

This dimension examines the specific manner in which an illocutionary act is performed. For example, Searle claimed that **announcing** and **confiding** may have the same intention, but the way in which the act is conducted is what sets them apart (Searle, 1969, p. 8).

Based on the above explanations, it is worth noting that dimension **1** relates to the intended purpose of the speech act. Dimension **2** relates to the alignment between words and reality. Dimensions **3, 4, 5, 6, and 10** are concerned with the psychological state, level of commitment or intensity, relationship, status, and interests, as well as speech acts that call for extra-linguistic institutions. Dimension **7** relates to the context of the discourse, dimension **8** relates to the force or emphasis of an utterance, dimension **9** relates to the distinction between speech acts that must always be performed as such and those that can be performed either as speech acts or in other ways, dimension **11** relates to performative verbs, and dimension **12** relates to the manner in which the illocutionary act is performed.

2.3.7 The taxonomy of illocutionary acts by Searle

Searle introduced the twelve dimensions, but only used three of them in his categorization of speech acts. Searle identified three key factors as the basis for his classification of illocutionary acts: intended purpose, the psychological state of the speaker and hearer, and the direction of fit. These dimensions serve as the foundation for his classification of illocutionary acts. Using these dimensions, Searle (1979, pp. 12-17) presented the five basic kinds of illocutionary acts. The taxonomy of illocutionary acts proposed by Searle includes:

1) Assertives or representatives

The representative class of illocutionary acts aims to commit the speaker to the truth of the proposition being expressed in varying degrees. The direction of fit for these acts is words-to-the-world, and the psychological state expressed is belief. Examples of representative illocutionary acts include suggesting, insisting, stating, and concluding. A simple way to test whether an act is representative is to ask if it can be described as true or false. However, according to Searle, this is not a necessary or sufficient condition for defining whether an act is representative (Searle, 1979, p. 12).

e.g. **"The Earth is flat"** (Yule, 1996, p. 53).

"Chomsky did not write about peanuts" (Yule, 1996, p. 53).

2) Directives

The main purpose of these acts is to try to persuade the listener to take some action. The direction of fit is world-to-word and the sincerity condition refers to the speaker's intention or wish. The content of these acts always includes the hearer **H** doing a specific action in the future **A**. Asking, requesting, ordering, praying, inviting, permitting, pleading, begging, commanding, entreating, and advising are a few examples of this class (Searle, 1979, pp. 13-14).

e.g. **"Don't touch that"** (Yule, 1996, p. 54).

"Could you lend me a pen, please?" (Yule, 1996, p. 54).

3) Commissives

Commissives are types of acts in which the speaker makes a commitment to doing something in the future. The sincerity condition refers to the speaker's intention in making the commitment, and the direction of fit is world-to-word. Examples of this class are: swearing, promising, vowing, threatening, offering, and pledging (Searle, 1979, p. 14).

e.g. **"We will not do that"** (Yule, 1996, p. 54).

"I will be back" (Yule, 1996, p. 54).

4) Expressives

The main goal of this class is to convey the psychological state indicated in the sincerity condition in relation to a situation outlined in the propositional content. Examples of this class are: welcoming, deploring, thanking, apologizing, condoling, and congratulating (Searle, 1979, p. 15).

e.g. **"I'm really sorry!"** (Yule, 1996, p. 53).

"Congratulations!" (Yule, 1996, p. 53).

5) Declarations

This category is characterized by the fact that the successful performance of one of its members leads to the correspondence between the propositional content and reality. When a successful performance is attained, it ensures that the propositional content accurately matches the world. Examples of this class are: declaring, baptizing, naming, dismissing, and resigning (Searle, 1979, pp. 16-17).

e.g. **Priest: "I now pronounce you husband and wife"** (Yule, 1996, p. 53).

Referee: "You are out!" (Yule, 1996, p. 53).

It is worth mentioning that there are still some scholarly disagreements about Searle's categorizations of speech acts. According to recent studies, a major flaw in Searle's classification of speech acts is that it tends to lump together different types of speech acts under a single umbrella term, which may not accurately reflect the complexity of language and communication (Gurevich, 2022). Nevertheless, his theory continues to attract the vigor of scholars and the focus of researchers. The table below shows the five general functions of speech actions with some of their distinguishing features for direction of fit and situation.

Speech act type	Direction of fit	S=Speaker X- Situation
Declarations	words change the world	S causes X
Representatives	make words fit the world	S believes X
Expressives	make words fit the world	S feels X
Directives	make the world fit words	S wants X
Commissives	make the world fit words	S intends X

Table 1 Functions of speech acts (Yule, 1996, p. 55)

2.4 Other classifications

Other classifications of illocutionary acts have similarities with the abovementioned taxonomies made by Austin and Searle. However, scholars and researchers have attempted to develop different types of illocutionary acts. The following part shows the different classifications of illocutionary acts proposed by Vendler, Bach and Harnish, and Allan.

2.4.1 The classification of illocutionary acts by Vendler

Vendler's classification of illocutionary acts was influenced by Austin's five-way classification of illocutionary acts. However, Vendler's classification included seven classes rather than five. His (1972, pp. 16-25) classification is presented as follows:

1) Expositives

Expositives differ grammatically in that they take **that-clauses** and **wh-forms** (Vendler, 1972, p. 17). The examples of subclasses are as follows:

Strong declaratives	Weak declaratives	Expositives that are temporally marked as to past or future	Expositives that operate in logical contexts:	Expositives that have an obligatory indirect object
state	guess	report	postulate	tell
declare	submit	testify	argue	inform
assert	suggest	admit	conclude	remind
affirm		confess		assure
claim		predict		warn
contend				
maintain				
insist				

Table 2 Expositives (Vendler, 1972, p. 17)

2) Verdictives

In verdictives "the subject of the nominalized sentence becomes the direct object of the performative and the copula gets deleted or replaced by **as**" (Vendler, 1972, p. 19). The examples of subclasses are as follows:

Verdictives that measure the objects in question as it were on a scale	Those with a broader perspective	Those found in legal contexts
rank	call	plead
grade	describe	rule
rate	diagnose	find
place	characterize	
appraise	classify	
	define	

	distinguish	
--	-------------	--

Table 3 Verdictives (Vendler, 1972, p. 19)

3) Commissives

Commissives imply a noun-sharing between the subject of the performative and the subject of the nominalized sentence. Additionally, they take modal verbs such as **shall** and **will**. Examples of other commissives are: undertaking, covenanting, contract, pledging, guaranteeing, vowing, swearing, etc. (Vendler, 1972, pp. 19-20).

4) Operatives

Operatives require the copula **become**, and their uncontracted form of the elements require **so that** rather than simply **that** (Vendler, 1972, p. 22). The table below shows examples of operatives for each subclass:

Those that change the status of a person in a positive sense	Those that change the status of a thing in a positive sense	Negative	Legal sphere	Religious sphere	Various operatives	
recommend	propose	degrade	arrest	absolve	offer	
nominate	dedicate	demote	sentence	confirm,	give	
appoint	proclaim	dismiss	condemn	baptize	grant	
name	assign	fire	fine	ordain,	surrender	
elect	consign	suspend	appeal	excommunicate	accept	
hire	relegate			canonize	refuse	
admit						reject
promote						welcome
						salute

					greet
--	--	--	--	--	-------

Table 4 Operatives (Vendler, 1972, p. 22)

5) Behabitives

Behabitives imply a noun-sharing here between the subject of the contained sentence and either the direct object (as with thank), or the subject (as with apologize) of the performative. Moreover, sentences are in the past and take various prepositions (Vendler, 1972, p. 23).

For, favorable	For, unfavorable:	Upon	Against
thank	apologize	congratulate	protest
command	censure	felicitate	
praise	pardon	compliment	

Table 5 Behabitives (Vendler, 1972, p. 23)

6) Exercitives

Excertives show the infinitive construction in the nominal once more conceals an auxiliary (deletion of auxiliary "should"), and the subject of the nominalized sentence again appears as the direct object of the performative. The table below shows examples of exercitives (Vendler, 1972, p. 21).

Strong exercitives	Less strong	Weaker	Weakest	Provokers	Negatives
order	request	permit	entreat	dare	forbid
command	ask	allow	pray	challenge	prohibit
demand	urge		beseech		

tell	counsel		beg		
	advise				

Table 6 Exercitives (Vendler, 1972, p. 21)

7) Interrogatives

Interrogatives are followed by so-called "indirect questions." Examples are: asking, questioning, inquiring (Vendler, 1972, p. 24).

2.4.2 The classification of illocutionary acts by Bach and Harnish

Bach and Harnish (1979) claimed that Austin provided a wide range of illocutionary act types, but they concurred with Searle's opinion (1975) that there were no clear principles for how he organized them into five classes. They also pointed out that Searle's taxonomy was related to a general theory of illocutionary acts. Additionally, they divided speech acts into four main categories. Bach and Harnish's (1979) taxonomy of speech acts is as follows:

1) Constatives

A constative is "the expression of a belief, together with the expression of an intention that the hearer forms (or continue to hold) a like belief" (Bach & Harnish, 1979, p. 42).

2) Directives

Directives convey the speaker's attitude towards the listener's potential course of action. They are also illocutionary acts that involve the **S** expressing his/her intention or desire that the **H** takes his/her words or the attitudes they convey as a reason to act or perform (Bach & Harnish, 1979, p. 47).

3) Commissives

According to Bach and Harnish (1979), the only group or classification that has been

universally retained in Austin's classification system is the category of commissives.

As stated by them, commissives are acts that obligate or propose to obligate oneself to perform an action that is stated in the propositional content, which may also stipulate the conditions in which the act must be performed or not (Bach & Harnish, 1979, pp. 49-50).

4) Acknowledgments

Acknowledgments convey specific feelings towards the hearer or, where the utterance is overtly formal or perfunctory, the speaker's intention "that his utterance satisfies a social expectation to express certain feelings and his belief that it does" (Bach & Harnish, 1979, p. 41).

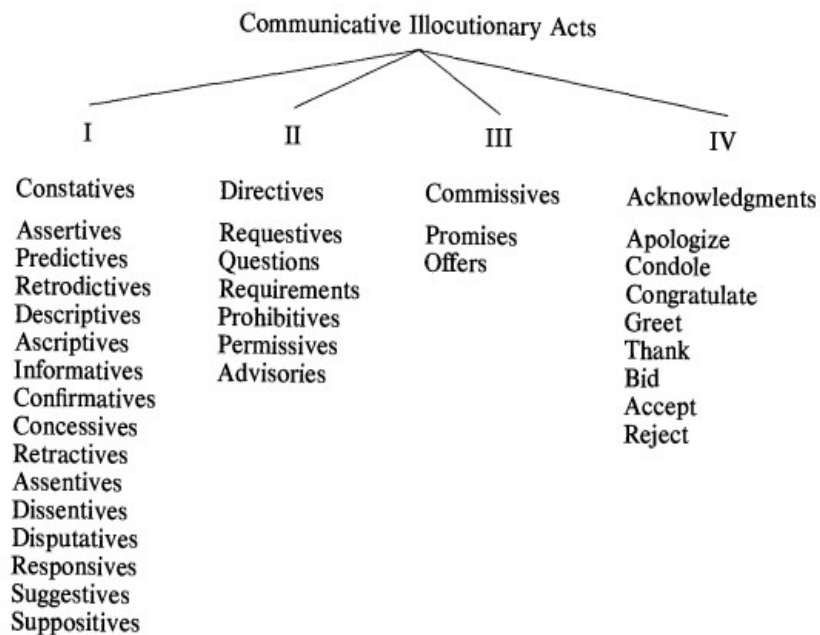


Figure 2 Categorization of illocutionary acts (Bach & Harnish, 1979)

Bach and Harnish's (1979, p. 41) developed a classification system for communicative illocutionary acts that is similar to the taxonomies developed by Austin and Searle (Figure 2). This classification is divided into four main categories, with several subcategories falling under each heading. The four main categories correspond to Austin's categories (exercitives, expositives, commissives, and behabitives), and to Searle's categories (representatives, expressives, commissives, and directives). However, Bach and Harnish's classification is distinct from Searle's system.

2.4.3 The classification of illocutionary acts by Allan

Allan proposed another taxonomy of illocutionary acts. He provided four types of speech acts based on **H's** (Hearer) evaluation criteria (Allan, 1994a), (Allan, 1994b). His classification is as follows:

1) Statements

Denials, reports, promises, and offers are examples of speech acts that fall under the category of statements. Statements are primarily used to express the speaker's belief about the world, and are often formulated using a declarative clause (Allan, 1994a), (Allan, 1994b).

2) Invitationals

Speech acts such as exhortations, requests, warnings, and suggestions are used as examples of invitationals. This category implies directives referring to John Searle's taxonomy. They have acceptability values: **"Does Speaker really want A done, and if so is Hearer both able and willing to do it?"** (Allan, 1994a), (Allan, 1994b).

3) Expressives

An expressive is when the speaker expresses reactions such as greetings, apologies, thanks, and congratulations. These principally express social interactions with **H**. Most of them are idiomatic, while the others are in the standard declarative clause format (Allan, 1994a), (Allan, 1994b).

4) Authoritatives

Allan added Searle's "directives" and "declarations" (legal judgments, commands, permissions) to this category of illocutionary acts. For these types of speech acts, the hearer (**H**) must consider whether the speaker (**S**) has the **authority to make the utterance (U) in the given context**. It worth mentioning that this type of speech

acts often involves the speaker "**laying down the law**," and are typically expressed

using imperative clauses, though some may be expressed using declarative clauses

(Allan, 1994a), (Allan, 1994b).

Austin (1962)	Searle (1969)	Vendler (1972)	Bach and Harnish (1979)	Allan (1986)
Expositives	Assertives	Expositives	Constatives	Statements
Commissives	Commissives	Commissives	Commissives	
Behabitives	Expressives	Behabitives	Acknowledgments	Expressives
Exercitives	Directives	Interrogatives	Directives	Invitationals

		Exercitives		
Verdictives	Declarations	Verdictives		Authoritatives
		Operatives		

Table 7 Summary of illocutionary acts (Allan, 1998)

Although the illocutionary acts are categorized in a variety of ways, it can be concluded that scholars like Searle (1969), Bach and Harnish (1979), Vendler (1972), and Allan (1986) have attempted to propose their own perspectives regarding the framework for illocutionary act. They have all made an effort to revise and synthesize Austin's classification. Additionally, some focus on grammatical terms, while others concentrate on pragmatic terms, and yet others combine both aspects. It should be highlighted that Austin's original taxonomy is still present in practically all categories; for instance, commissives can be found in every classification.

2.5 Direct and indirect speech acts

The study above discussed speech acts according to their function. There is another technique to differentiate speech acts, and this method includes the distinction of speech acts based on their structure. Speech acts can be categorized as either direct or indirect, depending on how explicitly the speaker's intention is communicated. Direct speech acts can be found in utterances that are homogeneous in their structure and function. In contrast, indirect speech acts are utterances that are heterogeneous in both structure and function. Yule (1996) stated that a direct speech act occurs only when a structure and function are directly related. On the other hand, indirect speech indicates there is an indirect connection between a structure and a function. Furthermore, utterances are studied based on their grammatical form and vocabulary; thus, a literal reading of the utterance's grammatical form and vocabulary indicates the direct illocution, whereas whatever other illocution the utterance may contain constitutes the indirect illocution (Hurford, Heasley, & Smith, 2007, p. 291). The following examples demonstrate this:

e.g. "Can you pass the salt?" (Hurford, Heasley, & Smith, 2007, p. 291).

"Would you open the window?"

The direct illocution of the aforementioned cases can be interpreted as an inquiry regarding the hearer's capacity to open the window and pass the salt. Furthermore, indirect speech acts are closely related to politeness because the speaker wants to show his/her polite social behaviour. According to Yule (1996), in comparison to direct speech acts, indirect speech acts demonstrate greater politeness. People use indirect speech acts because they want to raise the level of politeness (Leech, 1983). Moreover, another reason might be that indirect illocutionary acts can diminish the force of acts in requests or orders.

2.6 Speech events

According to Yule (1996, p. 57), speech events involve people using language to communicate with each other in a specific way, with the goal of achieving a particular purpose. Requesting is a typical speech event. This example demonstrates a speech event that involves a "request" but does not include a central act of requesting. The following example serves as an illustration of this:

Him: *Oh, Mary. I'm glad you're here.*

Her: *What's up?*

Him: *I can't get my computer to work.*

Her: *Is it broken?*

Him: *I don't think so.*

Her: *What's it doing?*

Him: *I don't know. I'm useless with computers.*

Her: *What kind is it?*

Him: *It's a Mac. Do you use them?*

Her: *Yeah.*

Him: *Do you have a minute?*

Her: *Sure.*

Him: *Oh, great.* (Yule, 1996, p. 57)

Based on the above example, it can be noted that there is no specific request from **him** to **her** to do anything. For example, "**Do you have a minute?**" (Yule, 1996, p. 57) can be interpreted as a pre-request, which allows the recipient to indicate that they might be busy or have other obligations. In this context, the response "**Sure**" implies that the receiver is ready and eager to perform the unstated action (Yule, 1996, p. 58).

2.7 Functions of speech acts

There is another classification of speech act theory, and this classification is focused on the functions of speech acts. There are four functions of speech acts developed by Leech (1983, pp. 104-105). The category of functions is as follows:

- a) **Competitive:** The social goal is in competition with the illocutionary act. The goal is to reduce the tension or conflict between what the speaker desires to accomplish and what is considered proper behavior. In competitive illocutionary acts, politeness is of a negative character; speakers and listeners compete with each other. Examples are: ordering, demanding, asking, begging, etc. (Leech, 1983, pp. 104-105).
- b) **Convivial:** The illocutionary act is consistent with the social goal. The convivial type is intrinsically courteous. Politeness takes a more positive form because speakers give

respect to listeners. The examples of this type are offering, thanking, congratulating, and greeting (Leech, 1983, pp. 104-105).

- c) **Collaborative:** The illocutionary act aims at disregarding the social goal. This category includes asserting, instructing, announcing, and reporting. In this act, both politeness and impoliteness are irrelevant (Leech, 1983, pp. 104-105). It is largely irrelevant because speakers and listeners do not have the willingness to dominate (Sidiq & Simatupang, 2019).
- d) **Conflictive:** The illocutionary act is intended to go against the social goal. In the category of conflictive function, the speaker and listener are in conflict with each other; politeness is not a concern because conflictive acts are designed to be offensive. The examples of this category are threatening, accusing, cursing, and reprimanding (Leech, 1983, pp. 104-105).

2.8 Speech acts from the viewpoint of person deixis

Many linguists have focused on person deixis (Levinson, 1983; Yule, 1995), arguing that person deixis is essential to the study of speech acts on pragmatics. Person deixis focuses on encoding the role of participants in speech events (Levinson, 1983). On the other hand, the person as a category indicates the mental or physical position from which the speaker speaks in a communication process (Werlich, 1976). The speaker can be subjective or objective when it comes to his attitude towards the context. In addition, the speaker can be direct, indirect, implicit, and explicit in his communication. According to Levinson (1983), deixis can be divided into five categories: place, time, social, discourse, and person.

As previously mentioned, the focus of this study was on speech acts. However, the researcher selected to investigate the pronouns "I" and "we" in Trump's speeches. There are two types or

categories of the pronoun "we." According to Yule (1996, p. 51), there are two types of "we" in language: one that refers only to the speaker and others (excluding the listener), and one that includes the speaker and listener (inclusive). When the encoder chooses the personal pronoun "we" and related pronouns in sequence, phenomena appear to be related to the encoder and a group of persons among whom he places himself, whereas when the encoder chooses the personal pronoun "I" and other related pronouns, phenomena appear to be related to the encoder in the communication process (Werlich, 1976). Furthermore, he added that if the encoder uses these pronouns, then he speaks from the definite point of time.

Politicians use the pronoun "I" to emphasize their character, identity, and responsibility, whereas they use the first pronoun "we" to show their idea of togetherness and involvement. It is important to note that this study aimed at analyzing whether Trump used "I" or "we" in both his election campaigns and during his time in office.

2.9 Grice's conversational maxims

There is at least one additional element that aids in the understanding of utterances in addition to the several illocutionary act categories, functions, and person deixis. This refers to the "rules of conversation" for using language effectively in particular situations to convey a message. The speakers can also interpret implied meanings that are not expressed directly. The ***Cooperative Principle*** is a set of rules for conversational interaction that describes this process, which is known as conversational implicature (O'Grady & Archibald, 2015).

The philosopher Paul Grice is the one who first proposed the concept of cooperation. He developed four conversational maxims that speakers follow in different situations. They are presented as follows:

1) Relevance

The maxim of relevance is a maxim that dictates that speakers should only provide relevant information. When people fail to respect this maxim, it can create confusion and interrupt the flow of conversation. For example, if the speaker asks, "**Have you finished that term paper yet?**" and the hearer responds, "**It's been raining a lot lately, hasn't it?**", he violates the maxim of relevance because he does not respond in a relevant way. It may be seen as trying to change the topic (O'Grady & Archibald, 2015, p. 211).

2) Quality

The maxim of quality is a principle of conversation that requires speakers to make statements that are based on facts or evidence during conversations with listeners. For example, if someone asks, "**what's the weather like?**" and someone responds, "**It's snowing,**" this assumes that the statement is reliable and shows the current weather (O'Grady & Archibald, 2015, p. 211). Thus, speakers should be truthful; they should avoid giving wrong or false information.

3) Quantity

The maxim of quantity dictates that speakers should provide as much information as necessary in a given situation. According to this maxim, people should avoid giving more than required. However, if the speaker, for example, wants additional information, then much more specific information is appropriate (O'Grady & Archibald, 2015, p. 212).

4) Manner

This maxim implies that speakers should be clear, concise, and avoid using ambiguous language in conversations. For example, if someone refers to a person as "**the man who Mary lives with,**" a listener may not know whether the man in

question is Mary's husband or boyfriend (O'Grady & Archibald, 2015, p. 212). To avoid this kind of ambiguity, speakers should be clear and specific.

These maxims should be applied in conversations. When speakers follow these maxims, the hearers will be able to decode what the speaker says. There are situations, nevertheless, where the speaker disregards and breaks these maxims. In these cases, the speaker intends to mislead the hearer. Moreover, the speaker is not honest in his/her answer. Thus, those who violate these maxims "will be liable to mislead" (Grice, 1975, p. 49). Grice's maxims can also be found in political settings. Some politicians follow these maxims closely, while others do not obey to them as strictly (Adaoma, 2016).

Some conversational maxims
The Maxim of Relevance Be relevant.
The Maxim of Quality Try to make your contribution one that is true. (Do not say things that are false or for which you lack adequate evidence.)
The Maxim of Quantity Do not provide more or less information than is necessary in your contribution.
The Maxim of Manner Avoid ambiguity and obscurity; be brief and orderly.

Figure 3 Summary of some conversational maxims (O'Grady & Archibald, 2015, p. 211)

2.10 Political discourse

Political discourse implies the use of language in the context of politics. It is a topic that has been widely studied by scholars from various fields such as linguistics, philosophy, psychology, anthropology, and sociology. Political discourse, which plays a significant role in society, is a complex and important field of study (Dylgjeri, 2017). Moreover, political discourse is a political action that helps politicians to achieve specific political goals (Fairclough & Fairclough, 2012) and is primarily concerned with the consolidation and perpetuation of political power (Alinezhad & Nemati, 2019). It is also a weapon that helps politicians to persuade, hypnotize, and manipulate

the audience. Political discourse involves more than just stating propositions; it also involves doing things with words (Hashim, 2015). Thus, this is consistent with Austin's definition regarding speech acts. Furthermore, Arsith (2015) believed that the political discourse shows all the features of speech acts. These include the contextual determination, which takes into account the social, spatial, and temporal conditions in which the speech is delivered, as well as the attributes of the intended audience. There is also the element of intentionality, which focuses on the speaker's purpose in communicating, and the action dimension, which refers to the speaker's ability to bring about change or produce effects through their words. Finally, there is the element of conventionality, which refers to the set of "conditions for success" that are determined by the circumstances, status, intentions, and the effects of the discourse (Arsith, 2015, p. 622). Based on the above classification, political speech is important because it shows the speaker's intention and the context in which it is delivered, including the speaker and location (Permana & Mauriyat, 2021).

The study of political discourse allows us to understand how language is used by various groups of people, such as those who exercise power, those trying to gain power, and those seeking to retain power (Uduma, 2011-2012). This understanding can help us decode the language used in political contexts. As a result, the most common illocutionary type can be found by a pragmatic study of speeches delivered by Donald Trump.

2.11 Donald Trump and his life

Donald Trump was born in Queens, New York, in 1946 and was the second youngest of five children. He attended the Wharton School of the University of Pennsylvania and the New York Military Academy (History.com Editors, 2016). Trump made a name for himself as a real estate developer, managing a variety of properties such as resorts, casinos, hotels, and golf courses through his company. He is known for the Trump Organization. In 1987, he also published a book called *The Art of the Deal*. In 2004 he launched the Apprentice, a famous reality television show. Trump has five children, one son with Melania Trump, and four children from previous marriages (The White House, n.d.). In the 2016 presidential election, Trump announced his candidacy for

the Republican nomination for president and ran under the slogan "**Make America Great Again.**" He won the election against Hillary Clinton and served as the 45th president of the United States from 2017 to 2021. In 2020, he was defeated by Joe Biden in his bid for re-election (Duignan, 2021).



Figure 4 Donald Trump, former President of the United States (The White House, n.d.)

3 METHODOLOGY

3.1 Research design

This study aimed to examine the pragmatic features of the speech acts used by Donald Trump, former President of the United States, in a selection of speeches delivered between 2015 and 2020.

Although it was difficult to choose which samples to utilize for this dissertation, the researcher decided ultimately to use video footage of press conferences, debates, and speeches from campaigns and during Trump's presidency, which all include a variety of illocutionary act types. A total of 20 samples was selected for analysis out of a larger collection of over 50 election speeches. These samples included Trump's inauguration speech, the first presidential debate between Trump and Biden, and Trump's speech announcing his victory, etc. Each of these samples contained numerous occurrences of illocutionary acts. In order to assess the predominant speech acts in terms of illocutionary acts, illocutionary functions, and perlocutionary impacts, this study combined quantitative and qualitative research methods. It is qualitative in nature because it used a corpus of President Donald Trump's utterances as its data. On the other hand, the quantitative aspect offered some numerical data, such as frequency and percentage, to find the most prevalent speech acts in Trump's utterances. The researcher also provided statistics for the illocutionary functions and examined the perlocutionary effects of his speeches. Using these methods, this study focused on the pragmatic features of each selected utterance delivered by President Donald Trump.

3.2 Corpus

As previously discussed, the aim of the study was to examine the pragmatic features of speech acts in a collection of 20 samples delivered by President Donald Trump. To address the research questions, this corpus was used to determine the occurrence of illocutionary acts, types, functions, and effects. The researcher collected data from a range of genres. The transcripts of debates, public statements, televised meetings, and interviews were analyzed in this study to examine the pragmatic features of speech acts employed by Donald Trump in his speeches. The full transcripts of speeches and statements made by Donald Trump were taken from The

American Presidency Project, Politico, Rev, Democracy in action, and other reputable news sources—Fox News, NBC News, etc. The researcher checked the accuracy of these transcripts by comparing them with video recordings of each speech delivered by Trump during his election campaigns and presidency. The researcher was the collector and analyzer of President Trump's speeches and statements.

3.3 Data collection

After gathering definitions and classifications of speech acts from numerous authors, the first stage of the methodology examined Trump's presidential debates, campaigns, etc. The researcher decided to collect samples delivered by Trump during the presidential campaigns and while in office. All samples included videos from press releases, debates, and campaigns. Searle's theory was used as the framework of the study. The following actions were taken by the researcher to collect the data for this study:

- 1. Selecting speeches and statements**

The first step that the researcher did was selecting speeches delivered by Donald Trump.

- 2. Reading the transcripts of selected speeches and statements**

After selecting, the researcher read carefully the transcripts of selected speeches.

- 3. Identifying utterances**

After reading the transcripts, the researcher identified utterances that contained illocutionary acts.

- 4. Categorizing the utterances based on their illocutionary type**

Then the researcher categorized utterances based on their type: representative, directive, commissive, expressive, and declarations.

5. Categorizing them based on their function

After categorizing utterances based on their types, the researcher categorized each utterance based on their function. She followed Leech's classification to analyze the function of utterances.

6. Categorizing them based on their perlocutionary effect

Another step that the researcher did was the categorization of utterances based on their perlocutionary effect.

7. Analyzing Trump's utterances based on Searle's taxonomy of speech acts

The last step was analyzing the data. The researcher analyzed each sample based on Searle's taxonomy.

3.4 Data analysis

Although all videos and transcripts were investigated, including those of election campaigns and during his presidency, only 20 of them were selected for analysis. Trump's utterances were examined using a theoretical framework based on Searle's taxonomy of speech acts. The researcher chose to use Searle's framework for studying language use because it has well-defined characteristics and features that can be used to distinguish speech acts (Chengcheng & Fernandez, 2020).

The first phase involved an investigation of the dominant illocutionary acts in Trump's speeches using Searle's framework. The second phase covered the functions of speech acts. The functions of Trump's utterances were examined using Leech's theory. The last phase covered the perlocutionary effects on the audience.

It should be highlighted that the selected speeches and statements in this study varied in length and number of utterances. The researcher extracted and analyzed specific utterances in Trump's speeches and statements. The frequency and percentage of the different speech acts that occurred in Trump's speeches were calculated and presented in tables and then interpreted by the researcher. The researcher used Google Forms to find the frequency and percentage of speech acts.

The main goals of this study were to determine whether the pragmatic characteristics described in the theoretical part were present in Trump's speeches as well as to find similarities and differences between them before and during his presidency. Finally, this study also examined pragmatic topics such as politeness, deictic pronouns, political discourse, Grice's maxims, etc.

4 RESULTS

This chapter presents the results of the analysis of 20 speeches given by Donald Trump during the presidential campaign and while in office. The 20 samples will be processed in accordance

with the research questions that were formulated at the beginning of the study. Each sample extracted from transcripts and online videos will be analyzed in detail, and the findings of this chapter will facilitate the discussion part, which will be presented in Chapter 5.

Donald Trump's speeches

Sample 1: (The American Presidency, 2015a)

Sample 1:	Type of illocutionary acts	Perlocutionary effects	Functions
Representatives			
"When do we beat Mexico at the border? They're laughing at us, at our stupidity. And now they are beating us economically. They are not our friends, believe me" (The American Presidency, 2015a).	Representative (stating)	Convincement	Collaborative
"The U.S. has become a dumping ground for everybody else's problems" (The American Presidency, 2015a).	Representative (asserting)	Determination	Collaborative
"Islamic terrorism is eating up large portions of the Middle East. They've become rich. I'm in competition with them" (The American Presidency, 2015a).	Representative (asserting)	Determination	Collaborative
"I will tell you this, and I said it very strongly, years ago, I said — and I love the military, and I want to have the strongest military that we've ever had, and we need it more now than ever"	Representative (asserting)	Hopefulness	Collaborative

(The American Presidency, 2015a).			
"Our enemies are getting stronger and stronger by the way, and we as a country are getting weaker" (The American Presidency, 2015a).	Representative (stating)	Loss of confidence	Collaborative
"I have so many Websites, I have them all over the place. I hire people, they do a Website. It costs me \$3. \$5 billion Website" (The American Presidency, 2015a).	Representative (informing)	Determination	Collaborative
"They are ripping us" (The American Presidency, 2015a).	Representative (accusing)	Convincement	Conflictive
"I know the smartest negotiators in the world. I know the good ones. I know the bad ones. I know the overrated ones" (The American Presidency, 2015a).	Representative (informing)	Confidence	Collaborative
"There is so much wealth out there that can make our country so rich again, and therefore make it great again. Because we need money. We're dying. We're dying. We need money. We have to do it. And we need the right people" (The American Presidency, 2015a).	Representative (describing)	Determination	Collaborative
"So, just to sum up, I would do various things very quickly. I would repeal and replace the big lie, Obamacare" (The American Presidency, 2015a).	Representative (asserting)	Determination	Collaborative
"I'm using my own money. I'm not using the lobbyists. I'm not using donors. I don't care. I'm really rich" (The American Presidency, 2015a).	Representative (informing)	Determination	Collaborative

"I've employed — I've employed tens of thousands of people over my lifetime. That means medical. That means education. That means everything" (The American Presidency, 2015a).	Representative (stating)	Determination	Collaborative
"I'm doing that to say that that's the kind of thinking our country needs. We need that thinking. We have the opposite thinking. We have losers. We have losers. We have people that don't have it. We have people that are morally corrupt. We have people that are selling this country down the drain" (The American Presidency, 2015a).	Representative (stating)	Unhappiness	Conflictive
Commissives			
"I'll bring back our jobs from China, from Mexico, from Japan, from so many places. I'll bring back our jobs, and I'll bring back our money" (The American Presidency, 2015a).	Commissive (promising)	Determination	Convivial
"I would build a great wall, and nobody builds walls better than me, believe me, and I'll build them very inexpensively, I will build a great, great wall on our southern border. And I will have Mexico pay for that wall" (The American Presidency, 2015a).	Commissive (promising)	Determination	Convivial
"I will find — within our military, I will find General Patton or I will find General MacArthur, I will find the right guy. I will find the guy that's going to take that military and make it really work.	Commissive (promising)	Determination	Convivial

Nobody, nobody will be pushing us around" (The American Presidency, 2015a).			
"And I promise I will never be in a bicycle race. That I can tell you" (The American Presidency, 2015a).	Commissive (promising)	Determination	Convivial
"I will immediately terminate President Obama's illegal executive order on immigration, immediately" (The American Presidency, 2015a).	Commissive (promising)	Determination	Convivial
"But if I get elected president I will bring it back bigger and better and stronger than ever before, and we will make America great again" (The American Presidency, 2015a).	Commissive (promising)	Hopefulness	Convivial
"But I know the negotiators in the world, and I'd put them one for each country. Believe me, folks. We will do very, very well, very, very well" (The American Presidency, 2015a).	Commissive (promising)	Hopefulness	Convivial
Directives			
"We need a leader that can bring back our jobs, can bring back our manufacturing, can bring back our military, can take care of our vets. Our vets have been abandoned" (The American Presidency, 2015a).	Directive (inviting)	Determination	Competitive
"Don't hit Iraq" (The American Presidency, 2015a).	Directive (ordering)	Determination	Competitive
"Don't believe it" (The American Presidency, 2015a).	Directive (advising)	Determination	Competitive

"Oh, wait a minute, that's terrible" (The American Presidency, 2015a).	Directive (ordering)	Determination	Competitive
"Mark my words" (The American Presidency, 2015a).	Directive (suggesting)	Confidence	Competitive
"You just can't do it. We have to end — education has to be local" (The American Presidency, 2015a).	Directive (commanding)	Determination	Competitive
"Believe me" (The American Presidency, 2015a).	Directive (advising)	Hopefulness	Competitive
"Be careful of a bubble because what you've seen in the past might be small potatoes compared to what happens. So be very, very careful" (The American Presidency, 2015a).	Directive (advising)	Determination	Competitive
"We need — we need somebody — we need somebody that will literally I take this country and make it great again. We can do that" (The American Presidency, 2015a).	Directive (inviting)	Determination	Competitive
Expressives			
"Wow. Whoa. That is some group of people. Thousands" (The American Presidency, 2015a).	Expressive (complimenting)	Gratitude	Convivial
"And, I will tell you, I love my life. I have a wonderful family" (The American Presidency, 2015a).	Expressive (loving)	Hopefulness	Convivial
"We have tremendous people" (The American Presidency, 2015a)	Expressive (complimenting)	Hopefulness	Convivial
"Congratulations. That's the good news" (The American Presidency, 2015a).	Expressive (congratulating)	Encouragement	Convivial

"Sorry, fellas" (The American Presidency, 2015a).	Expressive (apologizing)	Respect	Convivial
"I think I am a nice person. People that know me, like me. Does my family like me? I think so, right? Look at my family. I'm proud of my family" (The American Presidency, 2015a).	Expressive (joying)	Convincement	Convivial
"Very interesting" (The American Presidency, 2015a).	Expressive (liking)	Encouragement	Convivial
"Sadly, the American dream is dead" (The American Presidency, 2015a).	Expressive (deploring)	Unhappiness	Convivial
"Thank you. Thank you very much" (The American Presidency, 2015a).	Expressive (thanking)	Gratitude	Convivial
Declarations			
"Our labor participation rate was the worst since 1978. But think of it, GDP below zero, horrible labor participation rate" (The American Presidency, 2015a).	Declaration (declaring)	Unhappiness	Conflictive
"I am officially running...[applause]... for president of the United States, and we are going to make our country great again" (The American Presidency, 2015a).	Declaration (launching)	Determination	Collaborative

Table 8 Illocutionary acts - Sample 1

Sample 2: (The American Presidency, 2015b)

Sample 2:	Type of illocutionary acts	Perlocutionary effects	Functions

Representatives			
"We need to bring our country back. Our trade deals are so bad" (The American Presidency, 2015b).	Representative (asserting)	Determination	Collaborative
"I wouldn't want to be a banker; I'll be honest with you. It is so regulated and so tough, and these bankers, I deal with them, the biggest guys, they're friends of mine, and they're petrified of -- they're literally petrified of the regulators" (The American Presidency, 2015b).	Representative (asserting)	Convincement	Collaborative
"We have tremend -- we have so many cards over China.. People say, oh well, they have the power over us. It's really wrong. We have the power. We have rebuilt China" (The American Presidency, 2015b).	Representative (asserting)	Convincement	Collaborative
"We are having a crime wave, we are having tremendous loss of jobs, and other things, and we have to solve the problems of illegal immigration. Illegal immigration has turned out to be -- and on that I'm very conservative" (The American Presidency, 2015b).	Representative (informing)	Determination	Collaborative
"Fantastic leader. She's -- I was with somebody the other day who thinks she is the greatest leader in the world today. She's the most -- she's the smartest and the greatest leader in the world today, and this is a person that has great knowledge of her and deals with her"	Representative (describing)	Compliment	Collaborative

(The American Presidency, 2015b).			
"There is a lot of -- there is a lot of division, there is a lot of hatred. There is a lot of horrible hatred" (The American Presidency, 2015b).	Representative (describing)	Unhappiness	Conflictive
"Well, Charlie, they are getting killed. I mean, they are getting killed. The new polls -- I mean, they're getting killed. These are professional politicians but they don't have energy, they don't have life, and you know, one thing we know -- this -- we're doing badly, as a country, and one thing" (The American Presidency, 2015b).	Representative (describing)	Unhappiness	Conflictive
"I'm leading in every poll, I am leading in every state. Florida just came out, I am leading -- it was just reported that in Florida, I am leading Bush by a lot and I'm leading Rubio by a tremendous amount" (The American Presidency, 2015b).	Representative (informing)	Hopefulness	Collaborative
Commissives			
"I would cut taxes" (The American Presidency, 2015b).	Commissive (promising)	Hopefulness	Convivial
"I am going to hit the guy that I thought I should hit" (The American Presidency, 2015b).	Commissive (promising)	Determination	Convivial
Directives			
"Look at their stock" (The American Presidency, 2015b).	Directive (suggesting)	Convincement	Competitive

"Look at what's happening to the premiums of people. Look what's happening to their deductibles, how high their deductibles are" (The American Presidency, 2015b).	Directive (suggesting)	Convincement	Competitive
"Look at what's happening with the yen" (The American Presidency, 2015b).	Directive (suggesting)	Convincement	Competitive
"Wait a minute" (The American Presidency, 2015b).	Directive (requesting)	Determination	Competitive
"No, no, listen -- No, no" (The American Presidency, 2015b).	Directive (commanding)	Determination	Competitive
Expressives			
"Well, thank you, Maria. Nice to be with you" (The American Presidency, 2015b).	Expressive (thanking)	Compliment	Convivial
"It's terrible" (The American Presidency, 2015b).	Expressive (deploring)	Unhappiness	Conflictive
"I love that state. It's an amazing state" (The American Presidency, 2015b).	Expressive (loving)	Hopefulness	Convivial
"Thank you. I will. I will. And take care of yourselves. You both are terrific" (The American Presidency, 2015b).	Expressive (thanking)	Compliment	Convivial
Declarations			
"And, you know, interestingly Ronald Reagan was a Democrat. I was a Democrat also, and Ronald Reagan was a Democrat and he became not a very conservative president. He became a Republican and he was pretty consecutive, as we talk about conservatives" (The American Presidency, 2015b).	Declaration (declaring)	Convincement	Collaborative

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Table 9 Illocutionary acts - Sample 2

Sample 3: (Rev, 2016)

Sample 3:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"It'll be a win for the voters. Not for the pundits, not for the journalists, not for the lobbyists, not for the global special interests funding my opponent's campaign. It's going to be your victory. These are hard times for many in this country" (Rev, 2016).	Representative (describing)	Determination	Collaborative
"In this new American future, American workers will always come first. America first, always come first" (Rev, 2016).	Representative (stating)	Hopefulness	Collaborative
"But to save your jobs and to do all of the things that I'm talking about, we have to win on November 8th" (Rev, 2016).	Representative (suggesting)	Encouragement	Collaborative
"America deserves a better legacy. All of you deserve a much, much better future. I am the change agent. I am the change agent. I am your messenger. And I've said it many times. I am nothing more than your messenger. It's a message of strong defense, common sense" (Rev, 2016).	Representative (asserting)	Confidence	Collaborative
"Remember, I am funding my	Representative	Determination	Collaborative

campaign. I am spending tremendous amounts of money on running for office. I am raising money for the Republican Party and the Republican National Committee, which I think is doing a very good job, but I'll tell you more about that on November 8th" (Rev, 2016).	(informing)		
"We are going to bring our country together again. We have a divided country. It's totally divided. The era of division will be replaced with a future of unity, total unity. We will love each other. We will have one country. Everybody will work together" (Rev, 2016).	Representative (asserting)	Unity	Collaborative
Commissives			
"And we are going to the White House, and we are going to bring jobs back to our country, and we are going to bring jobs back to Michigan" (Rev, 2016).	Commissive (promising)	Hopefulness	Convivial
"We mourn for the lives lost, and we pledge our help, comfort, and support to every last person in need" (Rev, 2016).	Commissive (pledging)	Respect	Convivial
"And at the end of four years, I guarantee you that I will get over 95% of the African American vote, I promise you. Because I will produce, I will produce for the inner cities and I will produce for the African	Commissive (promising)	Determination	Convivial

Americans" (Rev, 2016).			
"My administration will go to work for you as no one has ever done before. We will work, we will bring back jobs, we will work" (Rev, 2016).	Commissive (promising)	Hopefulness	Convivial
"In a Trump administration all workers of all colors will get priority for jobs in their own country, which is about time. I want higher wages for African Americans, for Hispanic Americans and for all Americans, we want higher wages" (Rev, 2016).	Commissive (promising)	Unity	Convivial
"Many, many workers in our country are making substantially less money today in real wages than they made 18 years ago. They're working two jobs instead of one, they're working much harder as they get older and it's supposed to be the opposite. We're going to stop it. We're going to create great jobs and we're going to get the wages up" (Rev, 2016).	Commissive (promising)	Determination	Convivial
"If you're ready to vote for honest government and the honest government that you deserve, a Trump administration will end the corruption and restore integrity to government service" (Rev, 2016).	Commissive (guaranteeing)	Determination	Convivial

"In a Trump administration, the State Department will work for the country, not for Hillary Clinton's donors. And I will work for you, and I will work for no one else. I will work for you. I will never lie to you. I will never put any other interests before you, and I will never, ever stop fighting for you. Never" (Rev, 2016).	Commissive (promising)	Determination	Convivial
"In my administration, every American will be treated equally, protected equally and honored equally. We will reject bigotry and hatred and oppression in all of its forms and seek a new future built on our common culture and values as one American people" (Rev, 2016).	Commissive (promising)	Unity	Convivial
"This is the change I am promising to all of you: an honest government with low taxes, a thriving economy, and a just society for each and every American. It's time to vote for a new American future" (Rev, 2016).	Commissive (promising)	Hopefulness	Convivial
"We will invest a portion of the money saved in a jobs program for inner city youth. The... African American community has given so much to this country. They fought and died in every war since the revolution, they've lifted up the conscience of our nation in the long march towards civil rights" (Rev, 2016).	Commissive (promising)	Hopefulness	Convivial

Directives			
"America must reject the bigotry of Hillary Clinton who sees communities of color only as votes not as human beings worthy of a better future" (Rev, 2016).	Directive (ordering)	Determination	Competitive
"Look at your notes, look at your stats, look at what's happening to your State" (Rev, 2016).	Directive (advising)	Encouragement	Competitive
"Look at the world before and after she became Secretary of State" (Rev, 2016).	Directive (suggesting)	Determination	Competitive
"Take a look at what we have" (Rev, 2016).	Directive (advising)	Determination	Competitive
"Tonight, I'm asking for the vote of every single African American citizen in this country who wants to see a better future" (Rev, 2016).	Directive (asking)	Determination	Competitive
Expressives			
"Thank you very much. Thank you" (Rev, 2016).	Expressive (thanking)	Gratitude	Convivial
"What a crowd. Wow" (Rev, 2016).	Expressive (joying)	Hopefulness	Convivial
"Great" (Rev, 2016).	Expressive (complimenting)	Compliment	Convivial
"Thank you ... God bless you" (Rev, 2016).	Expressive (thanking)	Gratitude	Convivial
Declarations			
/	/	/	/

Table 10 Illocutionary acts - Sample 3

Sample 4: (The New York Times, 2016a)

Sample 4:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"I've just received a call from Secretary Clinton" (The New York Times, 2016a).	Representative (stating)	Collaboration	Collaborative
"And General Kellogg. We have over 200 generals and admirals that have endorsed our campaign. And they're special people and it's really an honor. We have 22 congressional Medal of Honor recipients. We have just tremendous people. A very special person who believed me and, you know, I'd read reports that I wasn't getting along with him. I never had a bad second with him. He's an unbelievable star" (The New York Times, 2016a).	Representative (asserting)	Gratitude	Collaborative
"We have a great economic plan. We will double our growth and have the strongest economy anywhere in the world. At the same time, we will get along with all other nations willing to get along with us. We will be" (The New York Times, 2016a).	Representative (describing)	Determination	Collaborative
Commissives			
"Working together, we will begin the urgent task of rebuilding our nation and renewing the American dream. I've spent my entire life and business looking	Commissive (promising)	Unity	Convivial

at the untapped potential in projects and in people all over the world. That is now what I want to do for our country" (The New York Times, 2016a).			
"Every single American will have the opportunity to realize his or her fullest potential. The forgotten men and women of our country will be forgotten no longer" (The New York Times, 2016a).	Commissive (pledging)	Determination	Convivial
"We are going to fix our inner cities and rebuild our highways, bridges, tunnels, airports, schools, hospitals. We're going to rebuild our infrastructure, which will become, by the way, second to none. And we will put millions of our people to work as we rebuild it" (The New York Times, 2016a).	Commissive (guaranteeing)	Determination	Convivial
"So, it's been what they call a historic event, but to be really historic, we have to do a great job. And I promise you that I will not let you down. We will do a great job. We will do a great job" (The New York Times, 2016a).	Commissive (promising)	Confidence	Convivial
"We're going to get to work immediately for the American people. And we're going to be doing a job that hopefully you will be so proud of your president. You'll be so proud. Again, it's my honor. It was an amazing evening. It's been an amazing two-year period. And I love this country" (The New York Times, 2016a).	Commissive (promising)	Determination	Convivial

Directives			
"Now it's time for America to bind the wounds of division; have to get together. To all Republicans and Democrats and independents across this nation, I say it is time for us to come together as one united people" (The New York Times, 2016a).	Directive (requesting)	Unity	Competitive
"We must reclaim our country's destiny and dream big and bold and daring. We have to do that. We're going to dream of things for our country and beautiful things and successful things once again" (The New York Times, 2016a).	Directive (persuading)	Hopefulness	Competitive
"Where is Reince? Get over here, Reince. Boy oh boy oh boy. It's about time you did this. Reince. My God. Say a few words. No, come on, say something" (The New York Times, 2016a).	Directive (commanding)	Collaboration	Competitive
Expressives			
"you. It's been an honor. God bless" (The New York Times, 2016a).	Expressive (thanking)	Gratitude	Convivial
"Thank God" (The New York Times, 2016a).	Expressive (thanking)	Gratitude	Convivial
"I'd like to take this moment to thank some of the people who really helped me with this, what they are calling tonight, very, very historic victory" (The New York Times, 2016a).	Expressive (thanking)	Respect	Convivial

"They've been so loyal, and I've gotten to know so many over this 18-month journey. The time I've spent with them during this campaign has been among my greatest honors. Our veterans are incredible people. We have a great economic plan" (The New York Times, 2016a).	Expressive (joying)	Hopefulness	Convivial
"First, I want to thank my parents, who I know are looking down on me right now" (The New York Times, 2016a).	Expressive (thanking)	Respect	Convivial
"Sorry to keep you waiting; complicated business; complicated" (The New York Times, 2016a).	Expressive (apologizing)	Respect	Convivial
Declarations			
"Nothing we want for our future is beyond our reach. America will no longer settle for anything less than the best" (The New York Times, 2016a).	Declaration (declaring)	Hopefulness	Collaborative

Table 11 Illocutionary acts - Sample 4

Sample 5: (The American Presidency, 2016a)

Sample 5:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"I humbly and gratefully accept your nomination for the presidency of the United States" (The American Presidency, 2016a).	Representative (asserting)	Gratitude	Collaborative

"The number of new illegal immigrant families who have crossed the border so far this year already exceeds the entire total from 2015. They are being released by the tens of thousands into our communities with no regard for the impact on public safety or resources" (The American Presidency, 2016a).	Representative (informing)	Prediction	Conflictive
"President Obama has doubled our national debt to more than \$19 trillion, and growing. And yet, what do we have to show for it? Our roads and bridges are falling apart, our airports are Third World condition, and forty-three million Americans are on food stamps" (The American Presidency, 2016a).	Representative (informing)	Warning	Conflictive
"I am certain it is a decision President Obama truly regrets. Her bad instincts and her bad judgment – something pointed out by Bernie Sanders – are what caused so many of the disasters unfolding today" (The American Presidency, 2016a).	Representative (blaming)	Unhappiness	Conflictive
"The most important difference between our plan and that of our opponents, is that our plan will put America First. Americanism, not globalism, will be our credo. As long as we are led by politicians who will not put America First, then we can be assured that other nations will not treat	Representative (asserting)	Hopefulness	Collaborative

America with respect, the respect we deserve" (The American Presidency, 2016a).			
"I am your voice!" (The American Presidency, 2016a).	Representative (stating)	Hopefulness	Collaborative
"I have joined the political arena so that the powerful can no longer beat up on people that cannot defend themselves. Nobody knows the system better than me, which is why I alone can fix it. I have seen firsthand how the system is rigged against our citizens, just like it was rigged against Bernie Sanders – he never had a chance" (The American Presidency, 2016a).	Representative (describing)	Convincement	Collaborative
"We will bring the same economic success to America that Mike brought to Indiana, which is amazing. He is a man of character and accomplishment. He is the man for the job" (The American Presidency, 2016a).	Representative (describing)	Compliment	Collaborative
"On January 20th of 2017, the day I take the oath of office, Americans will finally wake up in a country where the laws of the United States are enforced. We are going to be considerate and compassionate to everyone" (The American Presidency, 2016a).	Representative (asserting)	Hopefulness	Collaborative
Commissives			
"I have a message for all of you: the crime and violence that today afflicts our nation will soon – and I mean very	Commissive (promising)	Hopefulness	Convivial

soon – come to an end" (The American Presidency, 2016a).			
"We will lead our party back to the White House, and we will lead our country back to safety, prosperity, and peace. We will be a country of generosity and warmth. But we will also be a country of law and order" (The American Presidency, 2016a).	Commissive (promising)	Hopefulness	Convivial
"The American people will come first once again. My plan will begin with safety at home – which means safe neighborhoods, secure borders, and protection from terrorism. There can be no prosperity without law and order. On the economy, I will outline reforms to add millions of new jobs and trillions in new wealth that can be used to rebuild America" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"We will honor the American people with the truth, and nothing else" (The American Presidency, 2016a).	Commissive (promising)	Hopefulness	Convivial
"I have a message to every last person threatening the peace on our streets and the safety of our police: when I take the oath of office next year, I will restore law and order to our country" (The American Presidency, 2016a).	Commissive (warning)	Hopefulness	Convivial

"We're going to win. We're going to win fast" (The American Presidency, 2016a).	Commissive (promising)	Hopefulness	Convivial
"I will work with, and appoint, the best and prosecutors and law enforcement officials to get the job properly done. In this race for the White House, I am the law and order candidate" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"When I am President, I will work to ensure that all of our kids are treated equally, and protected equally" (The American Presidency, 2016a).	Commissive (promising)	Unity	Convivial
"We are going to defeat the barbarians of ISIS, and we are going to defeat them fast" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"As your President, I will do everything in my power to protect our LGBTQ citizens from the violence and oppression of a hateful foreign ideology – believe me" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"I only want to admit individuals into our country who will support our values and love our people. Anyone who endorses violence, hatred or oppression is not welcome in our country and never ever will be" (The American Presidency, 2016a).	Commissive (guaranteeing)	Determination	Convivial
"We are going to have an immigration system that works, but one that works for the American people" (The American	Commissive (promising)	Hopefulness	Convivial

Presidency, 2016a).			
"These wounded American families have been alone. But they are alone no longer. Tonight, this candidate and the whole nation stand in their corner to support them, to send them our love, and to pledge in their honor that we will save countless more families from suffering and the same awful fate" (The American Presidency, 2016a).	Commissive (pledging)	Hopefulness	Convivial
"We are going to build a great border wall to stop illegal immigration, to stop the gangs and the violence, and to stop the drugs from pouring into our communities. I have been honored to receive the endorsement of America's Border Patrol Agents, and will work directly with them to protect the integrity of our lawful, lawful, lawful immigration system. Lawful" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"By ending catch-and-release on the border, we will stop the cycle of human smuggling and violence. Illegal border crossings will go down. We will stop it. It won't be happening very much anymore. Believe me. Peace will be restored. By enforcing the rules for the millions who overstay their visas, our laws will finally receive the respect they deserve" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial

"I am going to bring our jobs back to Ohio and Pennsylvania and New York and Michigan and all of America – and I am not going to let companies move to other countries, firing their employees along the way, without consequences. Not going to happen anymore" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"I pledge to never sign any trade agreement that hurts our workers, or that diminishes our freedom and independence. I will never, ever sign bad trade deals. America fist, again! America first! Instead, I will make individual deals with individual countries" (The American Presidency, 2016a).	Commissive (pledging)	Hopefulness	Convivial
"No longer will we enter into these massive transactions, with many countries, that are thousands of pages long – and which no one from our country even reads or understands. We are going to enforce all trade violations against any country including through the use of taxes and tariffs, against any country that cheats" (The American Presidency, 2016a).	Commissive (guaranteeing)	Determination	Convivial
"We will build the roads, highways, bridges, tunnels, airports, and the railways of tomorrow. This, in turn, will create millions more jobs. We will rescue kids from failing schools by helping their parents send them to a	Commissive (promising)	Determination	Convivial

safe school of their choice" (The American Presidency, 2016a).			
"We will repeal and replace disastrous Obamacare. You will be able to choose your own doctor again. And we will fix TSA at the airports which is a total disaster" (The American Presidency, 2016a).	Commissive (promising)	Hopefulness	Convivial
"We are going to work with all of our students who are drowning in debt to take the pressure off these young people just starting out their adult lives. We will completely rebuild our depleted military, and the countries that we protect, at a massive loss, will be asked to pay their fair share" (The American Presidency, 2016a).	Commissive (promising)	Unity	Convivial
"We are going to ask every Department Head in government to provide a list of wasteful spending projects that we can eliminate in my first 100 days. The politicians have talked about it, I'm going to do it" (The American Presidency, 2016a).	Commissive (promising)	Determination	Convivial
"I'm with you, and I will fight for you, and I will win for you" (The American Presidency, 2016a).	Commissive (pledging)	Determination	Convivial
Directives			
"Let's defeat her in November, OK" (The American Presidency, 2016a).	Directive (suggesting)	Determination	Competitive

"Think of this. Think of this" (The American Presidency, 2016a).	Directive (suggesting)	Convincement	Competitive
"Tonight, I want every American whose demands for immigration security have been denied – and every politician who has denied them – to listen very very closely to the words I am about to say" (The American Presidency, 2016a).	Directive (requesting)	Determination	Competitive
"I'm asking for your support tonight so that I can be your champion in the White House" (The American Presidency, 2016a).	Directive (asking)	Hopefulness	Competitive
"Lastly, and very importantly, we must immediately suspend immigration from any nation that has been compromised by terrorism until such time as proven vetting mechanisms have been put in place. We don't want them in our country" (The American Presidency, 2016a).	Directive (commanding)	Determination	Competitive
Expressives			
"And as a Republican, it is so nice to hear you cheering for what I just said. Thank you" (The American Presidency, 2016a).	Expressive (thanking)	Gratitude	Convivial
"Thank you. Thank you" (The American Presidency, 2016a).	Expressive (thanking)	Gratitude	Convivial
"I am proud to have at my side the next Vice President of the United States: Governor Mike Pence of Indiana. And a great guy" (The American Presidency,	Expressive (complimenting)	Compliment	Convivial

2016a).			
"Love it, love it, love it" (The American Presidency, 2016a).	Expressive (joying)	Hopefulness	Convivial
"At this moment, I would like to thank the evangelical and religious community because I'll tell you what, the support they have given me, and I'm not sure I totally deserve it has been so amazing and has had such a big reason for me being here tonight" (The American Presidency, 2016a).	Expressive (thanking)	Unity	Convivial
"God bless you, and good night! I love you!" (The American Presidency, 2016a).	Expressive (thanking)	Gratitude	Convivial
Declarations			
/	/	/	/

Table 12 Illocutionary acts - Sample 5

Sample 6: (The American Presidency, 2016b)

Sample 6:	Type of illocutionary acts	Perlocutionary effects	Functions
Representatives			
"I am running to be a President for all Americans – and I've been especially humbled to have the support of so many of our men and women in uniform" (The American Presidency, 2016b).	Representative (announcing)	Gratitude	Collaborative
"I'm here to represent everyone, but	Representative	Determination	Collaborative

especially those who are struggling against injustice and unfairness" (The American Presidency, 2016b).	(informing)		
"I am running so that the powerful can no longer beat up on the powerless. I'm running to take on the special interests, the big donors, and the corrupt political insiders. I am running to be your voice" (The American Presidency, 2016b).	Representative (asserting)	Confidence	Collaborative
"You deserve a government that recognizes and honors your contribution, and that ensures you have the resources you need to get the job done" (The American Presidency, 2016b).	Representative (asserting)	Hopefulness	Collaborative
Commissives			
"I am given the honor to serve as your President, I will pledge to give you the resources, the equipment, and the support you need and deserve" (The American Presidency, 2016b).	Commissive (pledging)	Determination	Convivial
"You will have a true and loyal friend in the White House" (The American Presidency, 2016b).	Commissive (promising)	Hopefulness	Convivial
"We are the campaign dedicated to improving economic conditions for every African-American and Hispanic worker. We are the campaign that will deliver a government of, by and for the people. We are going to put the failed policies of the past behind us" (The	Commissive (guaranteeing)	Determination	Convivial

American Presidency, 2016b).			
"You will have a President who supports, promotes and speaks up for the National Guard at every turn" (The American Presidency, 2016b)	Commissive (promising)	Hopefulness	Convivial
"We will empower our generals to do the job they were hired to do – and that begins with defeating and destroying ISIS. We will abandon the policy of reckless regime change favored by my opponent, and we will instead work with our allies to advance the core national security interests of the United States" (The American Presidency, 2016b).	Commissive (promising)	Encouragement	Convivial
"In a Trump Administration, the National Guard will always have a direct line to the Oval Office. You will have an Administration that never loses sight of the vital contribution you make each and every day" (The American Presidency, 2016b).	Commissive (promising)	Hopefulness	Convivial

"We will be one people, under one God, saluting one American flag. We will rebuild our military – and our country. We will make America strong again. We will make America safe again. And we will make America great again" (The American Presidency, 2016b).	Commissive (promising)	Unity	Convivial
Directives			
/	/	/	/
Expressives			
"Thank you" (The American Presidency, 2016b).	Expressive (thanking)	Gratitude	Convivial
"Thank you, and God Bless you all" (The American Presidency, 2016b).	Expressive (thanking)	Gratitude	Convivial
Declarations			
"Yesterday was the 15th anniversary of the 9/11 attacks. The National Guard was sent to assist in the aid and recovery efforts at Ground Zero in New York City" (The American Presidency, 2016b).	Declarations (declaring)	Determination	Collaborative

Table 13 Illocutionary acts - Sample 6

Sample 7: (Politico, 2017)

Sample 7:	Type of illocutionary acts	Perlocutionary effects	Functions
Representatives			

"What truly matters is not which party controls our government, but whether our government is controlled by the people" (Politico, 2017).	Representative (asserting)	Determination	Collaborative
"Everyone is listening to you now. You came by the tens of millions to become part of a historic movement, the likes of which the world has never seen before" (Politico, 2017).	Representative (stating)	Hopefulness	Collaborative
"At the center of this movement is a crucial conviction that a nation exists to serve its citizens. Americans want great schools for their children, safe neighborhoods for their families, and good jobs for themselves" (Politico, 2017).	Representative (asserting)	Hopefulness	Collaborative
"We are one nation and their pain is our pain. Their dreams are our dreams and their success will be our success. We share one heart, one home, and one glorious destiny. The oath of office, I take today, is an oath of allegiance to all Americans" (Politico, 2017).	Representative (stating)	Unity	Collaborative
"For many decades, we've enriched foreign industry at the expense of American industry, subsidized the armies of other countries, while allowing for the very sad depletion of our military. We've defended other nation's borders while refusing to defend our own. And spent trillions and trillions of dollars overseas, while America's infrastructure has fallen	Representative (describing)	Sympathy	Collaborative

into disrepair and decay" (Politico, 2017).			
"We will seek friendship and goodwill with the nations of the world, but we do so with the understanding that it is the right of all nations to put their own interests first" (Politico, 2017).	Representative (stating)	Determination	Collaborative
"We do not seek to impose our way of life on anyone, but rather to let it shine as an example" (Politico, 2017).	Representative (stating)	Confidence	Collaborative
"At the bedrock of our politics will be a total allegiance to the United States of America, and through our loyalty to our country, we will rediscover our loyalty to each other. When you open your heart to patriotism, there is no room for prejudice. The Bible tells us, how good and pleasant it is when God's people live together in unity" (Politico, 2017).	Representative (describing)	Unity	Collaborative
"We must speak our minds openly, debate our disagreements honestly, but always pursue solidarity. When America is united, America is totally unstoppable. There should be no fear. We are protected, and we will always be protected. We will be protected by the great men and women of our military and law enforcement. And most importantly, we will be protected by God" (Politico, 2017).	Representative (suggesting)	Unity	Collaborative
"It's time to remember that old wisdom our soldiers will never forget, that	Representative (concluding)	Unity	Collaborative

whether we are black, or brown, or white, we all bleed the same red blood of patriots. We all enjoy the same glorious freedoms, and we all salute the same, great American flag. And whether a child is born in the urban sprawl of Detroit or the windswept plains of Nebraska, they look up at the at the same night sky, they fill their heart with the same dreams and they are infused with the breath of life by the same almighty creator" (Politico, 2017).			
"Mothers and children trapped in poverty in our inner cities, rusted out factories, scattered like tombstones across the across the landscape of our nation, an education system flush with cash, but which leaves our young and beautiful students deprived of all knowledge, and the crime, and the gangs, and the drugs that have stolen too many lives and robbed our country of so much unrealized potential" (Politico, 2017).	Representative (reporting)	Unhappiness	Collaborative
"We've made other countries rich while the wealth, strength and confidence of our country has dissipated over the horizon. One by one, the factories shuddered and left our shores, with not even a thought about the millions and millions of American workers that were left behind. The wealth of our middle	Representative (describing)	Unhappiness	Collaborative

class has been ripped from their homes and then redistributed all across the world" (Politico, 2017).			
"Today's ceremony, however, has very special meaning, because today we are not merely transferring power from one administration to another, or from one party to another, but we are transferring power from Washington, D.C., and giving it back to you, the people" (Politico, 2017).	Representative (announcing)	Unity	Collaborative
"That all changes, starting right here and right now, because this moment is your moment --- it belongs to you. It belongs to everyone gathered here today, and everyone watching, all across America. This is your day. This is your celebration, and this, the United States of America, is your country" (Politico, 2017).	Representative (affirming)	Unity	Collaborative
"We stand at the birth of a new millennium, ready to unlock the mysteries of space, to free the Earth from the miseries of disease, and to harness the energies, industries and technologies of tomorrow. A new national pride will stir our souls, lift our sights, and heal our divisions" (Politico, 2017).	Representative (concluding)	Hopefulness	Collaborative
Commissives			
"I will fight for you with every breath in my body, and I will never, ever let you	Commissive (promising)	Hopefulness	Convivial

down. America will start winning again, winning like never before" (Politico, 2017).			
"We will bring back our jobs. We will bring back our borders. We will bring back our wealth, and we will bring back our dreams. We will build new roads and highways and bridges and airports and tunnels, and railways, all across our wonderful nation. We will get our people off of welfare and back to work, rebuilding our country with American hands and American labor" (Politico, 2017).	Commissive (promising)	Hopefulness	Convivial
"We will make America proud again. We will make America safe again, and yes, together, we will make we will make America great again" (Politico, 2017).	Commissive (promising)	Unity	Convivial
"Our country will thrive and prosper again" (Politico, 2017).	Commissive (promising)	Hopefulness	Convivial
"So to all Americans, in every city near and far, small and large, from mountain to mountain, from ocean to ocean, hear these words. You will never be ignored again. Your voice, your hopes, and your dreams will define our American destiny" (Politico, 2017).	Commissive (guaranteeing)	Hopefulness	Convivial
Directives			
"This American carnage stops right here and stops right now" (Politico, 2017).	Directive (ordering)	Determination	Competitive
"The time for empty talk is over. Now	Directive	Determination	Competitive

arrives the hour of action. Do not allow anyone to tell you that it cannot be done" (Politico, 2017).	(advising)		
"Finally, we must think big and dream even bigger" (Politico, 2017).	Directive (advising)	Hopefulness	Competitive
Expressives			
"Every four years, we gather on these steps to carry out the orderly and peaceful transfer of power, and we are grateful to President Obama and First Lady Michelle Obama for their gracious aid throughout this transition" (Politico, 2017).	Expressive (thanking)	Gratitude	Convivial
"They have been magnificent" (Politico, 2017).	Expressive (thanking)	Gratitude	Convivial
"Thank you" (Politico, 2017).	Expressive (thanking)	Gratitude	Convivial
"Thank you. God bless you. And god bless America. Thank you. God bless America" (Politico, 2017).	Expressive (thanking)	Gratitude	Convivial
Declarations			
"January 20th, 2017 will be remembered as the day the people became the rulers of this nation again" (Politico, 2017).	Declaration (declaring)	Determination	Convivial

Table 14 Illocutionary acts - Sample 7

Sample 8: (The American Presidency, 2017)

Sample 8:	Type of	Perlocutionary	Function

	illocutionary acts	effects	
Representative			
"This evening, joined together with friends, we reaffirm our shared customs, traditions, and values. We love our country. We celebrate our troops. We embrace our freedom. We respect our flag. We are proud of our history. We cherish our Constitution, including, by the way, the Second Amendment" (The American Presidency, 2017).	Representative (affirming)	Determination	Collaborative
"When one part of America hurts, we all hurt. And when one American suffers an injustice, all of America suffers together. We're all together. It's time for us to follow the example of our brave American soldiers—and I was with a lot of them last night. Fort Myers" (The American Presidency, 2017).	Representative (asserting)	Unity	Collaborative
"We believe that every American has the right to live with dignity. Respect for America demands respect for all of its people. Loyalty to our Nation requires loyalty to each other. We all share the same home, the same dreams, and the same hopes for a better future. A wound inflicted upon one member of our community is a wound inflicted upon us all" (The American Presidency, 2017).	Representative (describing)	Unity	Collaborative

"No matter where they come from, no matter what faith they practice, they form a single unbreakable team. That's what we are: We're a team. As a nation, we're a team" (The American Presidency, 2017).	Representative (describing)	Unity	Collaborative
"Not only does the media give a platform to hate groups, but the media turns a blind eye to the gang violence on our streets, the failures of our public school, the destruction of our wealth at the hands of the terrible, terrible trade deals made by politicians that should've never been allowed to be politicians" (The American Presidency, 2017).	Representative (accusing)	Convincement	Conflictive
"Most people think I'm crazy to have done this. And I think they're right. But I enjoy it, because we've made so much—I don't believe that any President—I don't believe that any President has accomplished as much as this President in the first 6 or 7 months. I really don't believe it, including—including—a great Supreme Court Justice, Justice Gorsuch. Big thing" (The American Presidency, 2017).	Representative (informing)	Determination	Collaborative
"I came to Washington for you. Your dreams are my dreams. Your hopes are my hopes. And your future is what I'm fighting for each and every day. It's so important" (The American Presidency,	Representative (asserting)	Confidence	Collaborative

2017).			
"We've accomplished historic amounts in a short period of time. We've signed more than 50 pieces of legislation. They said we've signed none. None. We've signed 50. Appointed Justice Gorsuch, nominated 31 new Federal judges, with many more on the way. So importantly, we have aggressively cancelled job-killing regulations, and we're unleashing job-creating American energy like we've never unleashed before" (The American Presidency, 2017).	Representative (reporting)	Determination	Collaborative
"We are Americans, and the future belongs to us. The future belongs to all of you" (The American Presidency, 2017).	Representative (asserting)	Hopefulness	Collaborative
Commissives			
"And I'm here tonight to send a message: We are fully and totally committed to fighting for our agenda, and we will not stop until the job is done" (The American Presidency, 2017).	Commissive (promising)	Determination	Convivial
"Freedom will prevail, our values will endure, our citizens will prosper, Arizona will thrive, and our beloved nation will succeed like never, ever before" (The American Presidency, 2017).	Commissive (promising)	Hopefulness	Convivial

"Under their plan for America, your taxes will double or triple, your services will diminish, and your borders will be left wide open for everybody to come in and enjoy our country" (The American Presidency, 2017).	Commissive (warning)	Convincement	Collaborative
"And we will work together that every citizen— every citizen is free to follow their dreams and their hearts and to express the love and joy in their souls" (The American Presidency, 2017).	Commissive (promising)	Determination	Convivial
"You were there at the start. You've been there every single day since, and I will never forget. Believe me, Arizona, I will forget" (The American Presidency, 2017).	Commissive (promising)	Determination	Convivial
"We fully protect religious liberty. We believe in law and order, and we support the incredible men and women of law enforcement. And we pledge our allegiance to one Nation under God" (The American Presidency, 2017).	Commissive (pledging)	Determination	Convivial
"We are going to make America great again, but we're going to make it great for all of the people of the United States of America" (The American Presidency, 2017).	Commissive (promising)	Determination	Convivial
"To anyone who acted criminally in this weekend's racist violence, you will be held fully accountable, justice will be delivered. That's what I said" (The American Presidency, 2017).	Commissive (warning)	Determination	Conflictive

"My administration is committed to the idea that all Americans have the right to live in safety, security and peace. We believe in the rule of law, because we know that freedom cannot exist if our people are not safe" (The American Presidency, 2017).	Commissive (guaranteeing)	Determination	Convivial
"My administration will never back down in demanding immigration control. The American people voted for immigration control. That's one of the reasons I'm here, and that is what the American people deserve, and they're going to get it" (The American Presidency, 2017).	Commissive (guaranteeing)	Determination	Convivial
"But we are going to get rid of Obamacare. I will never stop—one vote—I will never stop. We're going to get rid of Obamacare" (The American Presidency, 2017).	Commissive (promising)	Determination	Convivial
"We are going to protect American industry. We are going to protect the American worker. No longer will we allow other countries to close our factories, steal our jobs, and drain our wealth. We are building our future with American hands, American labor, American iron, aluminum, and steel. We will buy American, and we will hire American" (The American Presidency, 2017).	Commissive (promising)	Hopefulness	Convivial

"We're going to do an infrastructure bill. We will build gleaming new roads, bridges, highways, railways, waterways all across our beautiful land. Our greatest creations, our most incredible buildings, our most beautiful works of art are just waiting to be brought to life" (The American Presidency, 2017).	Commissive (guaranteeing)	Hopefulness	Convivial
"So to Americans young and old, near and far, in cities small and large, we say these words again tonight: We will make America strong again. We will make America wealthy again. We will make America proud again. We will make America safe again. And we will make America great again" (The American Presidency, 2017).	Commissive (promising)	Unity	Convivial
Directives			
"Please, don't take his statue down, please" (The American Presidency, 2017).	Directive (ordering)	Determination	Competitive
Expressives			
"What a crowd" (The American Presidency, 2017).	Expressive (joying)	Hopefulness	Convivial
"We have to heal our wounds and the wounds of our country. I love the people of our country: the people, all of the people. It says, I love all of the people of our country. I didn't say I love you because you're Black, or I love you because you're White, or I love you because you're from Japan, or you're from China, or you're from Kenya, or	Expressive (loving)	Unity	Convivial

you're from Scotland or Sweden. I love all the people of our country" (The American Presidency, 2017).			
"And thank you to a very, very special man, Franklin Graham—for leading us in prayer" (The American Presidency, 2017).	Expressive (thanking)	Gratitude	Convivial
"It is incredible" (The American Presidency, 2017).	Expressive (joying)	Gratitude	Convivial
"Oh, wow" (The American Presidency, 2017).	Expressive (joying)	Gratitude	Convivial
"Thank you, fellows" (The American Presidency, 2017).	Expressive (thanking)	Gratitude	Convivial
"Thank you, congressman" (The American Presidency, 2017).	Expressive (thanking)	Gratitude	Convivial
"Thank you, and God bless you" (The American Presidency, 2017).	Expressive (thanking)	Gratitude	Convivial
Declarations			
"Americans share one flag, one home and one glorious destiny. We live according to the same law, raise our children by the same values, and we are all made by the same Almighty God" (The American Presidency, 2017).	Declarations (declaring)	Determination	Collaborative

Table 15 Illocutionary acts - Sample 8

Sample 9 : (The American Presidency, 2018)

Sample 9:	Type of illocutionary acts	Perlocutionary effects	Functions
Representatives			
"In the aftermath of that terrible shooting, we came together, not as Republicans or Democrats, but as representatives of the people. But it is not enough to come together only in times of tragedy. Tonight, I call upon all of us to set aside our differences, to seek out common ground, and to summon the unity we need to deliver for the people we were elected to serve" (The American Presidency, 2018).	Representative (asserting)	Unity	Collaborative
"Over the last year, the world has seen what we always knew: that no people on Earth are so fearless, or daring, or determined as Americans. If there is a mountain, we climb it. If there is a frontier, we cross it. If there is a challenge, we tame it. If there is an opportunity, we seize it" (The American Presidency, 2018).	Representative (describing)	Encouragement	Collaborative
"So to every citizen watching at home tonight—no matter where you have been, or where you come from, this is your time. If you work hard, if you believe in yourself, if you believe in America, then you can dream anything, you can be anything, and together, we	Representative (asserting)	Encouragement	Collaborative

can achieve anything" (The American Presidency, 2018).			
"We all share the same home, the same heart, the same destiny, and the same great American flag" (The American Presidency, 2018).	Representative (asserting)	Encouragement	Collaborative
"Working with the Senate, we are appointing judges who will interpret the Constitution as written, including a great new Supreme Court Justice, and more circuit court judges than any new administration in the history of our country" (The American Presidency, 2018).	Representative (announcing)	Determination	Collaborative
Commissives			
"This April will be the last time you ever file under the old broken system—and millions of Americans will have more take-home pay starting next month" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial
"I will not stop until our veterans are properly taken care of, which has been my promise to them from the very beginning of this great journey" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"Chrysler is moving a major plant from Mexico to Michigan; Toyota and Mazda are opening up a plant in Alabama. Soon, plants will be opening up all over the country. This is all news Americans are unaccustomed to hearing—for many years, companies and jobs were only	Commissive (promising)	Hopefulness	Convivial

leaving us. But now they are coming back" (The American Presidency, 2018).			
"We also believe that patients with terminal conditions should have access to experimental treatments that could potentially save their lives" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"People who are terminally ill should not have to go from country to country to seek a cure—I want to give them a chance right here at home" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial
"That's why I have directed my Administration to make fixing the injustice of high drug prices one of our top priorities. Prices will come down" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"We will work to fix bad trade deals and negotiate new ones. And we will protect American workers and American intellectual property, through strong enforcement of our trade rules" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial
"We will build gleaming new roads, bridges, highways, railways, and waterways across our land. And we will do it with American heart, American hands, and American grit" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial

"As America regains its strength, this opportunity must be extended to all citizens. That is why this year we will embark on reforming our prisons to help former inmates who have served their time get a second chance" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial
"Struggling communities will also be helped by immigration policies that focus on the best interests of American workers and American families" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial
"We have proposed new legislation that will fix our immigration laws, and support our ICE and Border Patrol Agents, so that this cannot ever happen again" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"The first pillar of our framework generously offers a path to citizenship for 1.8 million illegal immigrants who were brought here by their parents at a young age—that covers almost three times more people than the previous administration. Under our plan, those who meet education and work requirements, and show good moral character, will be able to become full citizens of the United States" (The American Presidency, 2018).	Commissive (promising)	Hopefulness	Convivial

"Most importantly, these four pillars will produce legislation that fulfills my ironclad pledge to only sign a bill that puts America first. So let us come together, set politics aside, and finally get the job done" (The American Presidency, 2018).	Commissive (pledging)	Hopefulness	Convivial
"My Administration is committed to fighting the drug epidemic and helping get treatment for those in need. The struggle will be long and difficult—but, as Americans always do, we will prevail" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"We will continue our fight until ISIS is defeated" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"Past experience has taught us that complacency and concessions only invite aggression and provocation. I will not repeat the mistakes of past administrations that got us into this dangerous position" (The American Presidency, 2018).	Commissive (promising)	Determination	Convivial
"Otto's Parents, Fred and Cindy Warmbier, are with us tonight—along with Otto's brother and sister, Austin and Greta. You are powerful witnesses to a menace that threatens our world, and your strength inspires us all. Tonight, we pledge to honor Otto's memory with American resolve" (The American Presidency, 2018).	Commissive (pledging)	Determination	Convivial

"As long as we have confidence in our values, faith in our citizens, and trust in our God, we will not fail" (The American Presidency, 2018).	Commissive (vowing)	Determination	Convivial
Directives			
"Please join me in congratulating Corey" (The American Presidency, 2018).	Directive (advising)	Encouragement	Convivial
"I am asking both parties to come together to give us the safe, fast, reliable, and modern infrastructure our economy needs and our people deserve" (The American Presidency, 2018).	Directive (asking)	Encouragement	Competitive
"I am asking the Congress to end the dangerous defense sequester and fully fund our great military" (The American Presidency, 2018).	Directive (asking)	Determination	Competitive
Expressives			
"To everyone still recovering in Texas, Florida, Louisiana, Puerto Rico, the Virgin Islands, California, and everywhere else—we are with you, we love you, and we will pull through together" (The American Presidency, 2018).	Expressive (loving)	Encouragement	Convivial
"We are incredibly grateful for the heroic efforts of the Capitol Police Officers, the Alexandria Police, and the doctors, nurses, and paramedics who saved his life, and the lives of many others in this room" (The American Presidency, 2018).	Expressive (thanking)	Gratitude	Convivial

"Evelyn, Elizabeth, Freddy, and Robert: Tonight, everyone in this chamber is praying for you. Everyone in America is grieving for you. And 320 million hearts are breaking for you. We cannot imagine the depth of your sorrow, but we can make sure that other families never have to endure this pain" (The American Presidency, 2018).	Expressive (praying)	Encouragement	Convivial
"Thank you, and God bless America" (The American Presidency, 2018).	Expressive (thanking)	Encouragement	Convivial
Declarations			
/	/	/	

Table 16 Illocutionary acts - Sample 9

Sample 10: (CNBC, 2018)

Sample 10:	Type of illocutionary acts	Perlocutionary effects	Functions
Representatives			
"Now, we have the disadvantage of having spent, as of about a month ago, \$7 trillion in the Middle East. \$7 trillion. That's a big disadvantage. And we're still there, and I've beaten ISIS, I've done—we've done a good job. But it's such a shame. It's such a sad, sad thing" (CNBC, 2018).	Representative (describing)	Unhappiness	Collaborative
Commissives			

"But we need a strong border. And to do that you need a wall. We'll build a great — that's what I do. We'll build a great wall and we'll have a lot of money left over, and we'll spend it on other things" (CNBC, 2018).	Commissive (promising)	Determination	Convivial
Directives			
"Go ahead" (CNBC, 2018).	Directive (commanding)	Determination	Competitive
Expressives			
"Thank you very much, Joe" (CNBC, 2018).	Expressive (thanking)	Gratitude	Convivial
"Good. Good" (CNBC, 2018).	Expressive (liking)	Gratitude	Convivial
Declarations			
/	/	/	/

Table 17 Illocutionary acts - Sample 10

Sample 11: (Democracy in action, 2019)

Sample 11:	Type of illocutionary acts	Perlocutionary effects	Functions
Representatives			
"Very historic because exactly four years ago this week, I announced my campaign for president of the United States" (Democracy in action, 2019).	Representative (announcing)	Determination	Collaborative
"A great movement. It's a movement made up of hard working patriots who love their country, love their flag, love	Representative (describing)	Hopefulness	Collaborative

their children and who believe that a nation must care for its own citizens first" (Democracy in action, 2019).			
"The fact is the American Dream is back. It's bigger and better and stronger than ever before. 2016 was not merely another four-year election. This was a defining moment in American history" (Democracy in action, 2019).	Representative (asserting)	Hopefulness	Collaborative
"Our country is now thriving, prospering and booming. And frankly, it's soaring to incredible new heights. Our economy is the envy of the world, perhaps the greatest economy we've had in the history of our country. And as long as you keep this team in place, we have a tremendous way to go. Our future has never, ever looked brighter or sharper" (Democracy in action, 2019).	Representative (describing)	Hopefulness	Collaborative
"We accomplished more than any other president has in the first two and a half years of a presidency and under circumstances that no president has had to deal with before, because we did in the middle of the great and illegal witch hunt, things that nobody have been able to accomplish, not even close. Nobody's done what we have done in two and a half years"	Representative (boasting)	Determination	Collaborative

(Democracy in action, 2019).			
"Our radical Democrat opponents are driven by hatred, prejudice, and rage. They want to destroy you and they want to destroy our country as we know it. Not acceptable; it's not going to happen. It's not going to happen" (Democracy in action, 2019).	Representative (describing)	Determination	Collaborative
"In the eight years before I took office, on average we lost two thousand manufacturing jobs a month. Since my inauguration, we've added 16,000 manufacturing jobs a month. That didn't happen by accident. Remember the statement from the previous administration: you'd need a magic wand to bring back manufacturing. Well, we'll tell sleepy Joe that we found the magic wand. The sleepy guy" (Democracy in action, 2019).	Representative (informing)	Determination	Collaborative
"Powered by these values, we won a victory two and a half years ago, we won a victory for every parent worried for their children and worried about their children. They were concerned that their children wouldn't have the same opportunity as they had. We're going to make that opportunity even better. We won a victory for every mom and dad who lost a job because our leaders waved the white flag of	Representative (describing)	Hopefulness	Collaborative

economic surrender, you've seen that too much" (Democracy in action, 2019).			
Commissives			
"We're going to keep on fighting for every man and woman and child all across this land. With every ounce of heart and mind and sweat and soul, we're going to keep making America great again, and then we will indeed Keep America Great. Oh will keep it so great. Better than ever before. We're going to keep it better than ever before" (Democracy in action, 2019).	Commissive (promising)	Determination	Convivial
"I can promise you that I will never ever let you down. I won't" (Democracy in action, 2019).	Commissive (promising)	Hopefulness	Convivial
"And I'm fighting for you, and I think you see that. Not easy, but I love it and the reason I love it because there have been few presidents that have been able to do what we've been able to do for you, and it is a great, great feeling" (Democracy in action, 2019).	Commissive (promising)	Hopefulness	Convivial
"Republicans believe welfare, schools, hospitals, and public resources should be protected for all Americans. And yes, yes, we are doing things that few others have even tried to do; we are making progress like nobody would believe. Wait 'til you see some of the things that you're going to be hearing about over the next few months. We	Commissive (guaranteeing)	Unity	Convivial

believe our country should be a sanctuary for law abiding citizens, not for criminal aliens. And we will always support and protect the heroes of ICE, border patrol and law enforcement generally throughout our country" (Democracy in action, 2019).			
"America will never be a socialist country, ever" (Democracy in action, 2019).	Commissive (promising)	Determination	Convivial
"We will defend Medicare and Social Security for our great seniors. We will defend it like nobody else. And we will always protect patients with pre-existing conditions. Always, always" (Democracy in action, 2019).	Commissive (promising)	Determination	Convivial
"We will elect a Republican Congress to create a safe, modern, and lawful system of immigration. It will be a system of immigration that strengthens our country, upholds our values and protects our way of life. We will enact trade deals that ensure more products are promptly stamped with the words Made in the U.S.A. We will create a great health care system based on honesty, transparency, more options, and far lower costs for much better care" (Democracy in action, 2019).	Commissive (promising)	Hopefulness	Convivial

"In the face of new threats, we will defend privacy, free speech, religious liberty, and the right to keep and bear arms. We will protect our Second Amendment" (Democracy in action, 2019).	Commissive (guaranteeing)	Hopefulness	Convivial
"And, above all, we will never stop fighting for the values that hold us together as one America, we believe in the American Constitution and the rule of law. We believe in the dignity of work and the sanctity of life. We believe that faith and family, not government and bureaucracy, are the true American way. We believe that children should be taught to love our country, honor our history, and always respect our great American flag. And we will live by the words of our national motto: In God we Trust" (Democracy in action, 2019).	Commissive (promising)	Determination	Convivial

"With your help, with your love and your devotion and with your drive, we are going to keep on working, we are going to keep on fighting, and we are going to keep on winning, winning, winning. We are one movement, one people, one family and one glorious nation under God. And together we will make America wealthy again, we will make America strong again, we will make America safe again and we will make America great again" (Democracy in action, 2019).	Commissive (promising)	Hopefulness	Convivial
Directives			
"Ask them right there [pointing to media]" (Democracy in action, 2019).	Directive (suggesting)	Determination	Competitive
"Keep America Great" (Democracy in action, 2019).	Directive (suggesting)	Encouragement	Competitive
"Let me hear it. Ready?" (Democracy in action, 2019).	Directive (asking)	Encouragement	Competitive
"So if you want shut down this rigged system once and for all, then show up November 3rd, that's your day, big day, and vote, vote, vote. We're going to have a big, big day" (Democracy in action, 2019).	Directive (inviting)	Encouragement	Competitive
Expressives			
"Oh, we had such luck in Orlando, we love being in Orlando. Thank you. Thank you, Orlando. What a turnout! What a turnout!" (Democracy in action,	Expressive (thanking)	Gratitude	Convivial

2019).			
"Congratulations" (Democracy in action, 2019).	Expressive (congratulating)	Respect	Convivial
"I'm thrilled to be back in my second home. That's what it is. It's my second home" (Democracy in action, 2019).	Expressive (joying)	Hopefulness	Convivial
"Thank you, great job, thank you" (Democracy in action, 2019).	Expressive (thanking)	Gratitude	Convivial
"Great job" (Democracy in action, 2019).	Expressive (liking)	Compliment	Convivial
"Wow" (Democracy in action, 2019).	Expressive (joying)	Hopefulness	Convivial
Declarations			
"And that is why tonight, I stand before you to officially launch my campaign for a second term as president of the United States" (Democracy in action, 2019).	Declaration (launching)	Determination	Collaborative

Table 18 Illocutionary acts - Sample 11

Sample 12: (Rev, 2019a)

Sample 12:	Type of illocutionary acts	Perlocutionary effects	Function

Representatives			
"We're going to have a tremendous four years. Can you believe it? We only have a little more than a year to go, where it all started, right? The greatest political movement in the history of our country" (Rev, 2019a).	Representative (boasting)	Hopefulness	Collaborative
"We are continuing our incredible movement, the greatest political movement in the history of our country. There's never been a movement like this. Never. Our movement is built on love, and it is, and we love our family. We love our faith. We love our flag, and we love our freedom, and that's what it's about" (Rev, 2019a).	Representative (describing)	Hopefulness	Collaborative
"I love our country. I'm the President of the United States of America. I'm not the president of the ..the world" (Rev, 2019a).	Representative (boasting)	Determination	Collaborative
"We have serious, serious criminals that want to come in, and if we had open borders they would be flowing in like you've never seen before. Democrats want open borders, they don't mind crime. We do mind crime and that's the way it is" (Rev, 2019a).	Representative (asserting)	Determination	Collaborative
"My administration is defending your right to choose the plan and the doctor that is best for you" (Rev,	Representative (asserting)	Determination	Collaborative

2019a).			
"The Republican party is the party of freedom. We are the party of the American worker, the American family, and the American dream and I'm fighting for you each and every day" (Rev, 2019a).	Representative (asserting)	Determination	Collaborative
"We're investing in the future of human space flight. And someday soon American astronauts will plant the stars and stripes on the surface of Mars" (Rev, 2019a).	Representative (informing)	Hopefulness	Collaborative
Commissives			
"I will never, ever let you down, that I can tell you" (Rev, 2019a).	Commissive (promising)	Determination	Convivial
"As long as I'm president, America will never bow to a foreign nation like we were for so many years. As we restore our prosperity, we are also restoring public safety. We are fighting to reduce violent crime" (Rev, 2019a).	Commissive (promising)	Hopefulness	Convivial
"We will always uphold the right to self-defense and we will always uphold the second amendment. We will" (Rev, 2019a).	Commissive (promising)	Determination	Convivial
"We will always support the amazing heroes of ICE and Border Patrol, and we will always support law enforcement" (Rev, 2019a).	Commissive (guaranteeing)	Determination	Convivial
"We will defend privacy, free speech, free assembly, religious Liberty, and	Commissive (guaranteeing)	Determination	Convivial

the right to keep and bear arms. Above all, we will never stop fighting for the values that bind us together. There is one America we will support, protect and defend the constitution of the United States" (Rev, 2019a).			
"Every day my presidency, we will never forget that we are Americans and the future belongs to us" (Rev, 2019a).	Commissive (promising)	Determination	Convivial
"And with your help, your devotion and your drive. We are going to keep on working. We are going to keep on fighting and we are going to keep on winning, winning, winning. We are one great movement. One people, one family and one glorious nation under God" (Rev, 2019a).	Commissive (promising)	Determination	Convivial
Directives			
"Oh, wait a minute" (Rev, 2019a).	Directive (ordering)	Determination	Competitive
"Think of that" (Rev, 2019a).	Directive (advising)	Encouragement	Competitive
"Let's vote for Elizabeth Pocahontas Warren" (Rev, 2019a).	Directive (inviting)	Encouragement	Convivial
"Take your time, fellas" (Rev, 2019a).	Directive (suggesting)	Determination	Convivial
"And you must never forget the 2020 election right around the corner. It's about you. It's about your family. It's about your future. And it's about the	Directive (advising)	Determination	Competitive

fate of your country" (Rev, 2019a).			
Expressives			
"Thank you very much everybody" (Rev, 2019a).	Expressive (thanking)	Gratitude	Convivial
"Thank you" (Rev, 2019a).	Expressive (thanking)	Gratitude	Convivial
"I want to thank you all. This is incredible and it's great to be back in a state that I love with thousands of hardworking Patriots, who are the heart and soul of America. And that's what you are" (Rev, 2019a).	Expressive (thanking)	Gratitude	Convivial
"Wow" (Rev, 2019a).	Expressive (joying)	Hopefulness	Convivial
"Amazing" (Rev, 2019a).	Expressive (liking)	Encouragement	Convivial
"Wow. We love our country" (Rev, 2019a).	Expressive (joying)	Encouragement	Convivial
"Thank you very much, and thank you for your loyalty" (Rev, 2019a).	Expressive (thanking)	Gratitude	Convivial
Declarations			
"We're actually here today to officially launch our campaign to win the great state of New Hampshire in 2020" (Rev, 2019a).	Declarations (launching)	Determination	Collaborative

Table 19 Illocutionary acts - Sample 12

Sample 13: (Rev, 2019b)

Sample 13:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"We'll get so much. It'll be amazing what we can do for our country. We don't want dangerous criminal aliens roaming free in North Carolina. We want to take care of it. This state should be a sanctuary for law abiding Americans, not for criminal aliens" (Rev, 2019b).	Representative (informing)	Determination	Collaborative
"But now you finally have a president who understands that I'm not supposed to be the president of the world, I'm supposed to be the President of the United States of America" (Rev, 2019b).	Representative (asserting)	Confidence	Collaborative
"But in my first week in office I proudly withdrew from that job destroying TPP catastrophe, and we're replacing one of the worst trade deals ever made by any country" (Rev, 2019b).	Representative (informing)	Determination	Collaborative
"We've rebuilt our military, we've taken care of the great people that work in our military. We gave them a raise, a beautiful raise they were so entitled to" (Rev, 2019b).	Representative (asserting)	Determination	Collaborative

"And I've said it and I say it loudly and proudly, I don't believe there's been any president or any administration that has done more in 2.5 years than we have as a group in America. When you add it all up, nobody's done what we have" (Rev, 2019b).	Representative (boasting)	Determination	Convivial
"We believe that faith and family, not government and bureaucracy, are the true American way like you" (Rev, 2019b).	Representative (asserting)	Confidence	Collaborative
"We believe that children should be taught to love our country, honor our history, and to always respect our great American flag. And we will live by the words of our national motto, in God we trust, it'll stay there" (Rev, 2019b).	Representative (asserting)	Encouragement	Collaborative
Commissives			
"And, the labor force participation rate for women is at the highest level now in 15 years, and soon will be 35 years, and soon, I promise, will probably end up being better than ever" (Rev, 2019b).	Commissive (promising)	Hopefulness	Convivial
"As long as I'm your president I will never, ever let Democrats take away your healthcare, and give it away free to people that have entered our country illegally" (Rev, 2019b).	Commissive (promising)	Determination	Convivial

"We'll always protect patients with pre-existing conditions also. Always, yep, my word" (Rev, 2019b).	Commissive (promising)	Hopefulness	Convivial
"We will enact great deals that result in more products probably stamped with the four beautiful words made in the USA, made in the USA" (Rev, 2019b).	Commissive (guaranteeing)	Determination	Convivial
"But we are going to achieve new breakthroughs in science, medicine, finding new cures for childhood cancer and ending within 10 years the AIDS epidemic in America" (Rev, 2019b).	Commissive (promising)	Hopefulness	Convivial
"We are great Americans and the future belongs to us. The future belongs to you. With your help, your devotion and your drive, we are going to keep on working, we are going to keep on fighting and I'd like to fight a little less with these people but they just don't stop" (Rev, 2019b).	Commissive (promising)	Determination	Convivial
Directives			
"Let's not even talk about it" (Rev, 2019b).	Directive (suggesting)	Determination	Competitive
"Think of that" (Rev, 2019b).	Directive (advising)	Encouragement	Competitive
"You must vote in tomorrow's special election" (Rev, 2019b).	Directive (inviting)	Determination	Convivial

"Get out and vote" (Rev, 2019b).	Directive (commanding)	Determination	Competitive
"Take your time, please" (Rev, 2019b).	Directive (suggesting)	Encouragement	Convivial
"Go out and vote tomorrow for Dan Bishop, please" (Rev, 2019b).	Directive (inviting)	Encouragement	Convivial
"Come. Please" (Rev, 2019b).	Directive (inviting)	Encouragement	Convivial
"Get out there and vote for those two guys. They're terrific" (Rev, 2019b).	Directive (inviting)	Encouragement	Convivial
"You don't have any choice, you have to vote for me" (Rev, 2019b).	Directive (commanding)	Encouragement	Competitive
"You must never forget that the 2020 election is about one thing thing, you" (Rev, 2019b).	Directive (commanding)	Encouragement	Competitive
"Don't forget, we are doing this and still fighting the unfairness of China and other countries on trade" (Rev, 2019b).	Directive (commanding)	Encouragement	Competitive
Expressives			
"Thank you everybody" (Rev, 2019b).	Expressive (thanking)	Gratitude	Convivial
"Special, great people" (Rev, 2019b).	Expressive (joying)	Encouragement	Convivial
"Thank you very much for being here. We really appreciate it. Well, we appreciate it. We appreciate it. Thank you. Really incredible people"	Expressive (thanking)	Gratitude	Convivial

(Rev, 2019b).			
"Good. That's good. That's good. That's great" (Rev, 2019b).	Expressive (liking)	Encouragement	Convivial
"Thank you! Thank you, sir. Thank you" (Rev, 2019b).	Expressive (thanking)	Gratitude	Convivial
"Incredible" (Rev, 2019b).	Expressive (joying)	Encouragement	Convivial
Declarations			
/	/	/	/

Table 20 Illocutionary acts - Sample 13

Sample 14: (Rev, 2019c)

Sample 14:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"We're all united by the same love of our great country. And by the way, our country is doing great. You see it. The same devotion to family and the same profound faith that America is blessed by, the eternal grace of Almighty God" (Rev, 2019c).	Representative (asserting)	Unity	Collaborative

"My administration is fighting to empower all Americans to reach their dreams and achieve their potential. We have created six million new jobs since election day" (Rev, 2019c).	Representative (informing)	Determination	Collaborative
"Since my election, the number of new business applications for New Mexico has increased by almost 30%, more than any state in the United States" (Rev, 2019c).	Representative (informing)	Determination	Collaborative
"And we're here for a number of reasons, but we're here because we really think we're going to turn this state and make it a Republican state" (Rev, 2019c).	Representative (stating)	Determination	Collaborative
"We're working night and day to deliver a future of limitless opportunity for our nation's Hispanic-American citizens, including millions and millions of extraordinary Mexican-Americans who enrich our society, strengthen our country, serve in our military, and contribute immensely to our shared American family" (Rev, 2019c).	Representative (asserting)	Confidence	Collaborative
"We're also very proud that unemployment among Native Americans has reached the lowest rate in nearly two decades. And we're building an amazing future for	Representative (informing)	Unity	Collaborative

citizens of every background, race, religion, color, and creed" (Rev, 2019c).			
"The Republican party is the party of the American worker, the American family, and it is the party of the American dream. We've achieved record funding for the US military. All of that money, trillions and trillions of dollars spent all produced right here in the good old USA" (Rev, 2019c).	Representative (describing)	Determination	Collaborative
"And we're investing in our nation's nuclear security, including right here in New Mexico and Sandia National Laboratories and Los Alamos National Laboratory" (Rev, 2019c).	Representative (informing)	Determination	Collaborative
"We begin this campaign with the best record, the best results, the best agenda, and the only positive vision for America. And it's not just a little bit positive. Our country is going to be greater than it ever was. That's where we're headed" (Rev, 2019c).	Representative (describing)	Encouragement	Collaborative
Commissives			
"We will campaign for every vote, and we will win the great state of New Mexico in 2020" (Rev, 2019c)	Commissive (promising)	Hopefulness	Convivial

"As your president, I will never allow them to take away your liberty, your dignity, and your social security. And I will never, ever allow them to take away your sacred right to keep and bear arms" (Rev, 2019c).	Commissive (promising)	Determination	Convivial
"We have to win 2020. We're doing so well. We have to win 2020. And every day, and you know as well as I do, we're battling against the corrupt establishment of the past, and we're achieving historic victories for the American people. We're winning again. We're winning again, and we're winning big. We're winning big" (Rev, 2019c).	Commissive (guaranteeing)	Encouragement	Convivial
"My administration will protect Medicare and defend your right to choose the plan and the doctor that is best for you. And we will always protect patients with preexisting conditions. The Republicans will always do that" (Rev, 2019c).	Commissive (guaranteeing)	Hopefulness	Convivial
"We'll take \$16 billion out of a much, much, much larger number. We're going to give it to the farmers, so that they're even. And I tell you, the farmers do love Trump, they do love Trump" (Rev, 2019c).	Commissive (promising)	Confidence	Convivial
"Together, we will help millions more citizens know the dignity of work, the pride of a paycheck and	Commissive (promising)	Hopefulness	Convivial

the satisfaction of a job really well done. With your help, we will elect a Republican Congress to create a safe, modern, fair, and very lawful system of immigration. And we're going to have a lot done anyway" (Rev, 2019c).			
"And we will always live by the words of our national motto. Nobody will ever take it down. Nobody will ever take it down. We will never allow them to take it down. In God we trust. We stand on the shoulders of American Patriots who built this country into the greatest nation ever to exist on the face of the earth and we are going to be better than ever before and it won't even be close, and we're right there" (Rev, 2019c).	Commissive (promising)	Encouragement	Convivial
"The AIDS epidemic in this country will be gone within 10 years" (Rev, 2019c).	Commissive (promising)	Determination	Convivial
"We will defend privacy. We will defend free speech, free assembly, religious liberty, and we will always defend your second amendment and we're doing it now. And above all, we will never stop fighting for the values that bind us together as one America. We support, protect and defend the Constitution of the	Commissive (promising)	Hopefulness	Convivial

United States" (Rev, 2019c).			
"With your help, your devotion and your drive, we are going to keep on working. We are going to keep on fighting and we are going to keep on winning, winning, winning in a win like never before. We are one movement, one people, one family and one glorious nation under God" (Rev, 2019c).	Commissive (promising)	Encouragement	Convivial
Directives			
"Think of that" (Rev, 2019c).	Directive (advising)	Encouragement	Competitive
"To stop the far left's campaign of destruction, you must vote Republican. And you're going to get the chance very soon" (Rev, 2019c).	Directive (inviting)	Encouragement	Convivial
"Give me a little bit more time, okay?" (Rev, 2019c).	Directive (requesting)	Determination	Competitive
"Explain that" (Rev, 2019c).	Directive (ordering)	Determination	Competitive
"Look at him. Come here. Look at him. Look at this guy" (Rev, 2019c).	Directive (suggesting)	Encouragement	Convivial
"Get out and vote" (Rev, 2019c).	Directive (inviting)	Encouragement	Convivial
"Don't leave it to them" (Rev, 2019c).	Directive (advising)	Encouragement	Competitive
"Think of the song YMCA. YMCA. Think of the song" (Rev, 2019c).	Directive (suggesting)	Encouragement	Competitive
"You have only one choice. You must elect Republicans. And to be	Directive (inviting)	Encouragement	Convivial

honest with you, you've got to elect President Trump. We need four more years. President Trump" (Rev, 2019c).			
"Don't forget, right?" (Rev, 2019c).	Directive (requesting)	Determination	Competitive
"You must never forget" (Rev, 2019c).	Directive (advising)	Encouragement	Competitive
"Get out there and vote and get ready and get everybody" (Rev, 2019c).	Directive (inviting)	Encouragement	Convivial
Expressives			
"Wow, thank you" (Rev, 2019c).	Expressive (thanking)	Gratitude	Convivial
"We love being with you. We love being with you. Incredible people, incredible people. Thank you very much" (Rev, 2019c).	Expressive (thanking)	Gratitude	Convivial
"So we love you, we love you, we appreciate it" (Rev, 2019c).	Expressive (loving)	Gratitude	Convivial
Declarations			
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Table 21 Illocutionary acts - Sample 14

Sample 15: (Rev, 2020a)

Sample 15:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			

"Under my leadership, our economy is now growing at the fastest rate ever, ever, ever recorded, 33.1%. You saw that on Friday. We created a record 11.4 million jobs in the last five months" (Rev, 2020a).	Representative (informing)	Determination	Collaborative
"If Biden and Harris and the radical left gain power, they will collapse our economy and send our nation into a very steep depression" (Rev, 2020a).	Representative (asserting)	Determination	Collaborative
"We've gotten you everything we said. We've done the things we said. We've done the things we said. We get you the biggest tax cut in history. The biggest regulation cut in history" (Rev, 2020a).	Representative (asserting)	Determination	Collaborative
"Our vets just gave us a 91% approval rating on what we've done for them" (Rev, 2020a).	Representative (informing)	Determination	Collaborative
"I just signed an executive order on Air Force One to teach our students pro American values. It's a good thing with all the things that I've been watching that have been taking place over a pretty long period of time" (Rev, 2020a).	Representative (informing)	Determination	Collaborative
"But we don't need their oil. It's nice not to. We have more oil than they do now. You know, we have actually more oil than they do. We're the	Representative (asserting)	Confidence	Collaborative

largest in the world" (Rev, 2020a).			
"There's never been an administration, or President, there's never been an administration that has done in the first three and a half years what we've done, never and not even close" (Rev, 2020a).	Representative (asserting)	Confidence	Collaborative
"And if I don't sound like a typical Washington politician, it's because I'm not a politician, probably wouldn't be here if I was. And if I don't always play by the rules of Washington and the Washington establishment, it's because I was elected to fight for you" (Rev, 2020a).	Representative (stating)	Encouragement	Collaborative
"We caught them spying on our campaign. We caught them trying to take out a duly elected President of the United States. That's treason. That's treason. We caught them" (Rev, 2020a).	Representative (asserting)	Confidence	Collaborative
"And we now have the greatest equipment anywhere in the world, fighter jets, F35's, we have the best tanks, we have the best rockets and missiles. We have the hydrosonic missile that goes 7 times faster right now than the fastest missile in the world" (Rev, 2020a).	Representative (describing)	Determination	Collaborative
Commissives			

"We're going to get out and vote because tomorrow we are going to win this state and we are going to win more years in the White House" (Rev, 2020a).	Commissive (promising)	Hopefulness	Convivial
"I will take him over Kamala every day of the week. We will take Mike" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"With your vote, we will continue to cut your taxes, cut regulations, support our police, support our great military, protect our 2nd Amendment, defend religious liberty, and ensure more products are proudly stamped with that beautiful term made in the USA, right" (Rev, 2020a).	Commissive (promising)	Hopefulness	Convivial
"Next year will be the greatest economic year in the history of our country" (Rev, 2020a).	Commissive (promising)	Hopefulness	Convivial
"We've got your Space Force and you'll be making a lot of this stuff right here in Michigan" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"As long as I'm President, we will remain the number one producer of oil and natural gas on Earth. And we will remain energy independent" (Rev, 2020a).	Commissive (promising)	Hopefulness	Convivial

"But we do have great allies over there. We'll help them. We've certainly helped Israel. But we have a lot of good people over there. We'll help them" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"And it's going to change a lot more if you give us another four years. That I can tell you. We were just beginning. We were just beginning" (Rev, 2020a).	Commissive (promising)	Encouragement	Convivial
"We're going to win Pennsylvania. We're going to win. We're going to win Michigan too. We're going to win Pennsylvania. We won Pennsylvania last time too. We won this one. We won" (Rev, 2020a).	Commissive (promising)	Encouragement	Convivial
"And I'll never forget it. I want to tell you, I'm never going to forget it. But we were under siege and we caught him and it's treason or whatever you want to call it" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"Together, we will defeat the corrupt establishment. We will dethrone the failed political class. We will drain the Washington swamp. And we will save the American dream for your children, for your grandchildren" (Rev, 2020a).	Commissive (promising)	Encouragement	Convivial
"We will mass distribute the vaccine in just a few weeks and it will	Commissive (promising)	Determination	Convivial

quickly eradicate this virus" (Rev, 2020a).			
"But we're going to protect our great senior citizens first. And then it'll go very quickly throughout for anybody that wants it. It won't be enforced. It's not going to be enforced. For people that want it, and we'll get it done. And it'll all take place very quickly" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"I'm fighting for you, I got you criminal justice reform, prison reform, opportunity zones with Tim Scott, great guy, Tim Scott" (Rev, 2020a).	Commissive (promising)	Encouragement	Convivial
"A vote for me and the Republican party and John James and everybody, it's a vote for the American dream and in conclusion, over the next four years, we will make America into the manufacturing superpower of the world. And we will end our reliance on China once and for all, that's already started. We will hire more police, increase penalties for assaults on law enforcement and we will ban deadly sanctuary cities. With God's help we will defend the right to life, religious liberty" (Rev, 2020a).	Commissive (promising)	Determination	Convivial

"We will maintain America's unrivaled military might, and we will ensure peace through strength. We will end surprise medical billing, require price transparency, lower drug prices beyond any levels you've ever seen, 60, 70, 80%" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"America will land the first woman on the moon and the United States will be the first nation to land an astronaut on Mars" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
"We will stop the radical indoctrination of our students and restore patriotic education to our schools" (Rev, 2020a).	Commissive (promising)	Determination	Convivial
Directives			
"Open it up Governor. Open it up Governor. Got to open it up" (Rev, 2020a).	Directive (advising)	Encouragement	Competitive
"Are you happy in the suburbs that I ended the regulation that was going to destroy the suburbs, that has been destroyed the suburbs?"(Rev, 2020a).	Directive (asking)	Determination	Competitive
"If you want a vaccine to kill the virus, a job to support your family and freedom to live the great, great life that you've always wanted to have, then go cast your ballot tomorrow for your all time favorite President, I hope, Donald Trump"	Directive (inviting)	Determination	Convivial

(Rev, 2020a).			
"Let's take down the wall" (Rev, 2020a).	Directive (suggesting)	Determination	Competitive
"Don't make me cry" (Rev, 2020a).	Directive (ordering)	Determination	Competitive
"Let's just look at the sky for a little while" (Rev, 2020a).	Directive (inviting)	Encouragement	Convivial
"Think of it" (Rev, 2020a).	Directive (requesting)	Determination	Competitive
"Look, you can't even see" (Rev, 2020a).	Directive (ordering)	Determination	Competitive
"Why don't you take the cameras down there?" (Rev, 2020a).	Directive (suggesting)	Encouragement	Competitive
"If you want your children to be safe, if you want your values to be respected, if you want to be treated with honor, dignity, and respect, then I am asking you to go tomorrow and vote for a person named President Trump" (Rev, 2020a).	Directive (inviting)	Determination	Convivial
"Come here John" (Rev, 2020a).	Directive (inviting)	Encouragement	Convivial
"To every Black American I am asking you to go out and vote for Donald J. Trump" (Rev, 2020a).	Directive (asking)	Encouragement	Competitive
"Get out and vote, so important" (Rev, 2020a).	Directive (inviting)	Encouragement	Convivial
Expressives			

"Oh thank you" (Rev, 2020a).	Expressive (thanking)	Gratitude	Convivial
"Oh wow" (Rev, 2020a).	Expressive (joying)	Hopefulness	Convivial
"This is great. Thank you very much" (Rev, 2020a).	Expressive (thanking)	Gratitude	Convivial
"Hello, Traverse City and hello Michigan" (Rev, 2020a).	Expressive (greeting)	Gratitude	Convivial
"You're looking great" (Rev, 2020a)	Expressive (complimenting)	Encouragement	Convivial
"Oh, so beautiful" (Rev, 2020a).	Expressive (liking)	Encouragement	Convivial
"Good guy. Great man" (Rev, 2020a).	Expressive (complimenting)	Encouragement	Convivial
"Good, nice to see you. I hear you're doing good" (Rev, 2020a).	Expressive (complimenting)	Encouragement	Convivial
Declarations			
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Table 22 Illocutionary acts - Sample 15

Sample 16 (Rev, 2020b)

Sample 16:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"If I don't always play by the rules of the Washington establishment, it's because I was elected to fight for you, and nobody has ever fought	Representative (asserting)	Determination	Collaborative

harder for you than I am" (Rev, 2020b).			
Commissives			
"And I think we're going to do very well in Wisconsin just like we did four years ago" (Rev, 2020b).	Commissive (promising)	Hopefulness	Convivial
"And with your vote, we will continue to cut your taxes, cut regulations, support our police, support our great military, protect your second amendment" (Rev, 2020b).	Commissive (promising)	Determination	Convivial
"Next year we will be, and you know, we're going to be together next year. We're going to be together for four more years and we're going to be together forever because we're doing things that nobody's ever done and we're doing them together" (Rev, 2020b).	Commissive (guaranteeing)	Hopefulness	Convivial
"But as President, I will ensure peace and order in this country. We are going to have peace and order. And you're going to have a day tomorrow the likes of which I think people haven't seen in a long time, a long time" (Rev, 2020b).	Commissive (vowing)	Determination	Convivial
"Remember what I said four years ago, I am your voice and we will all together make America great again" (Rev, 2020b).	Commissive (promising)	Determination	Convivial

"So rioting, looting, and arson will be prosecuted to the fullest extent of the law. I'm just telling you that right now. I'm telling you that right now, that if people are, I hate to see where they put boards up on a window, this shouldn't be that, it shouldn't be that, but we are a country of law and order" (Rev, 2020b).	Commissive (promising)	Determination	Convivial
"Together we will defeat the corrupt establishment, we will dethrone the failed political class, we will drain the Washington swamp, and we will save the American dream, a dream for your children, your grandchildren, a dream for your children and your grandchildren" (Rev, 2020b).	Commissive (promising)	Determination	Convivial
"We have great vaccines coming. We have great vaccines coming and it's a lot of good things are happening. So we're going to mass distribute the vaccine in just a few short weeks. It's going to be coming out very soon and we will quickly eradicate the virus" (Rev, 2020b).	Commissive (promising)	Hopefulness	Convivial
"Because he's doing a nice job, but if we don't win, he'll be fired immediately" (Rev, 2020b).	Commissive (promising)	Determination	Convivial

"We will maintain America's unrivaled military might, and we will ensure peace through strength. We will end surprise medical billing, require price transparency" (Rev, 2020b).	Commissive (promising)	Determination	Convivial
"America will land the first woman on the moon, and the United States will be the first nation to land an astronaut on Mars. We will stop the radical indoctrination of our students, and we will restore patriotic education to our schools. We will teach our children to love our country, honor our history, and always respect our great American flag" (Rev, 2020b).	Commissive (promising)	Determination	Convivial
"We will never be a socialist country" (Rev, 2020b).	Commissive (promising)	Determination	Convivial
"We stand on the shoulders of American heroes who crossed the oceans, settled a continent, tamed the wilderness, laid down the railroads, raised up the great skyscrapers, won two world wars, defeated fascism and communism, and made America into the single greatest nation in the history of the world, and the best is yet to come" (Rev, 2020b).	Commissive (promising)	Hopefulness	Convivial
"In conclusion, over the next four	Commissive	Determination	Convivial

years, we will make America into the manufacturing super power of the world, and we will end our reliance on China once and for all. It's already begun. We will hire more police, increase penalties for assaults on law enforcement, and we will ban deadly sanctuary cities. With God's help, we will defend the right to life, religious liberty, free speech, and the right to keep and bear arms, your second amendment" (Rev, 2020b).	(promising)		
Directives			
"Come on. Let's go" (Rev, 2020b).	Directive (inviting)	Encouragement	Convivial
"So get out and vote" (Rev, 2020b).	Directive (inviting)	Encouragement	Convivial
"Go ahead" (Rev, 2020b).	Directive (ordering)	Determination	Competitive
"Bring them up. Come on up. Get over here" (Rev, 2020b).	Directive (ordering)	Determination	Competitive
"If you want your children to be safe, if you want your values to be respected, if you want to be just treated with dignity and respect, then I am asking you tomorrow to go out and vote for your all time favorite President, because we still have work to do" (Rev, 2020b).	Directive (asking)	Encouragement	Competitive

"Is anybody planning to vote for sleepy Joe Biden, please raise your hand? Raise your hand" (Rev, 2020b).	Directive (asking)	Determination	Competitive
"If you want a vaccine to kill the virus, a job to support your family, and freedom to live your life, then you have no choice but to cast your ballot for a gentleman named, Donald J. Trump" (Rev, 2020b).	Directive (inviting)	Encouragement	Convivial
"To every Black American. I am asking you to go out tomorrow and vote. It's very important. This is your one and only chance to show sleep Joe Biden what you think of his decision to attack you, to jail you, and to betray you" (Rev, 2020b).	Directive (inviting)	Encouragement	Convivial
Expressives			
"Thank you very much and hello, Kenosha" (Rev, 2020b).	Expressive (thanking)	Gratitude	Convivial
"Good job. Unbelievable. Unbelievable" (Rev, 2020b).	Expressive (complimenting)	Gratitude	Convivial
"Congratulations" (Rev, 2020b).	Expressive (congratulating)	Gratitude	Convivial
"Thanks, sweetheart" (Rev, 2020b).	Expressive (thanking)	Gratitude	Convivial
"Thank you, everybody. It's a great honor to be with you" (Rev, 2020b).	Expressive (thanking)	Gratitude	Convivial
"Good. Very good" (Rev, 2020b).	Expressive (complimenting)	Gratitude	Convivial
Declarations			

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Table 23 Illocutionary acts - Sample 16

Sample 17: (Rev, 2020c)

Sample 17:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"Our movement is pro-jobs, pro-worker, pro-police, and 100% pro-American" (Rev, 2020c).	Representative (asserting)	Determination	Collaborative
"The radical left in America is waging open war on law enforcement. Hundreds of officers nationwide have been injured in left-wing riots and mobs" (Rev, 2020c).	Representative (accusing)	Determination	Conflictive
"Maybe he'll win because they don't like me, they don't like my personality. But I hate to say it, I'm what you need. I'm what you need" (Rev, 2020c).	Representative (asserting)	Determination	Collaborative
"But I'm running for reelection to bring back the tremendous prosperity that we enjoyed before the plague came in, and it's happening very fast. And I'm running for your state. I love this	Representative (stating)	Determination	Collaborative

state" (Rev, 2020c).			
"My administration has achieved the most secure border in American history. We ended catch and release. We stopped asylum fraud. We've deported 20,000 gang members and over half a million criminal aliens. We built over 320 miles, as of today, border wall and we're adding 10 new miles every single week" (Rev, 2020c).	Representative (informing)	Determination	Collaborative
Commissives			
"You're talking about serious money, and that money is not used for good reasons. And these stupid corporations ... and they'll be the first to go if the radical left ever took ... They'd throw those guys out like they were nothing" (Rev, 2020c).	Commissive (threatening)	Determination	Conflictive
"If Biden wins, China wins. If Biden wins, the mob wins. If Biden wins the rioters and anarchists, and ... Look, you see what's going on. The arsonists and flag burners. How about the flag burning? I would love" (Rev, 2020c).	Commissive (threatening)	Determination	Conflictive
"And 51 days from now, we're going to win Nevada, and we're going to win four more years in the White House. And after we win four more years, we'll ask for maybe another four or so" (Rev, 2020c).	Commissive (promising)	Hopefulness	Convivial

"If I were a Congressman or Senator, I'd be in there with that one. You know, they'll say, Oh, freedom of speech. That's not freedom of speech. You burn the flag, you should go to jail for one year. I really mean that" (Rev, 2020c).	Commissive (promising)	Determination	Conflictive
"We love this nation with all of our heart and soul, and we will always take care of our nation" (Rev, 2020c).	Commissive (promising)	Hopefulness	Convivial
"We're developing a vaccine in record time. The other administration would have been years, and we're almost there. It's going to be announced very soon. We'll be ready before the end of the year. And we will very easily defeat the China virus" (Rev, 2020c).	Commissive (promising)	Determination	Convivial
"In a second term, I'll provide school choice to every parent in America. A vote for Republicans is a vote for safe communities, great jobs, a limitless future for all Americans" (Rev, 2020c).	Commissive (promising)	Determination	Convivial
"Over the next four years, we'll be making America into the manufacturing superpower of the world and we'll end our reliance on China once and for all. We will make our medical supplies right here in the United States. We will rapidly	Commissive (promising)	Hopefulness	Convivial

return to full employment, soaring economies, and record prosperity. We will expand Opportunity Zones, and we will continue cutting taxes and regulations at a level that nobody has ever seen before" (Rev, 2020c).			
"We will uphold religious liberty, free speech and the right to keep and bear arms. We will strike down terrorists who threaten our citizens, and we will keep America out of these endless ridiculous foreign wars, all coming back. We will maintain America's unrivaled military might, and we will ensure peace through strength, two and a half trillion dollars, have the strongest military we've ever had, beautiful brand new equipment" (Rev, 2020c).	Commissive (promising)	Determination	Convivial
"We are one movement, one people, one family, and one glorious nation under God, and together with the incredible people of Nevada, we will make America wealthy again, we will make America strong again, we will make America proud again, we will make America safe again, and we will make America great again" (Rev, 2020c).	Commissive (promising)	Determination	Convivial

Directives			
"Please, sit down. Please, let's have a little fun" (Rev, 2020c).	Directive (inviting)	Encouragement	Convivial
"Yeah. Get him out of here, would you please?" (Rev, 2020c).	Directive (ordering)	Determination	Competitive
"So you got to get out on November 3rd or early voting. You got to get out and vote" (Rev, 2020c).	Directive (inviting)	Encouragement	Convivial
"Dana, please stand up" (Rev, 2020c).	Directive (ordering)	Determination	Competitive
"So get your friends, get your family, get your neighbors, get your coworkers, and on November 3rd or sooner, get out and vote" (Rev, 2020c).	Directive (inviting)	Encouragement	Convivial
Expressives			
"Thank you, thank you. Wow. Wow. Thank you very much. Thank you. Great to be with you" (Rev, 2020c).	Expressive (thanking)	Gratitude	Convivial
"And a very special, hello, Nevada. Hello, Nevada" (Rev, 2020c).	Expressive (greeting)	Gratitude	Convivial
"We love, and I'm thrilled to be here with you in Henderson" (Rev, 2020c).	Expressive (loving)	Gratitude	Convivial
"As we begin tonight, our thoughts are with the two sheriff's deputies in Los Angeles who were fighting for their lives when a vicious criminal walked up to their vehicle and shot them at point blank range. Tonight, we send our love and our support to their families, and we pray to God	Expressive (loving)	Gratitude	Convivial

for their recovery" (Rev, 2020c).			
"Tonight, we're also praying for everyone throughout the West affected by the devastating wildfires" (Rev, 2020c).	Expressive (praying)	Respect	Convivial
"And I'm deeply honored to have gotten all of those endorsements. That to me is a really big deal. That to me is really a big deal. And I just want to thank all of them, including the National Troopers Association and Coalition just came in" (Rev, 2020c).	Expressive (thanking)	Gratitude	Convivial
"That's a great deal" (Rev, 2020c).	Expressive (liking)	Gratitude	Convivial
Declarations			
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Table 24 *Illocutionary acts - Sample 17*

Sample 18: (Rev, 2020d)

Sample 18:	Type of	Perlocutionary	Function

	illocutionary acts	effects	
Representatives			
"We saved 2 million lives. We saved 2 million lives and nobody gets it. The projection was 2.2 million modeled out. We saved 2 million lives" (Rev, 2020d).	Representative (reporting)	Determination	Collaborative
"Let me tell you something, if we didn't have a certain type of personality and if we didn't fight, we wouldn't be here right now, because we caught them spying on our campaign and trying to take out a duly elected president of the United States. And I fought like hell, because we don't know any other way. We have to fight" (Rev, 2020d).	Representative (asserting)	Determination	Collaborative
"There is no president that has done more for the black community than Donald Trump. It's true" (Rev, 2020d).	Representative (asserting)	Determination	Collaborative
"Our American ancestors gave their blood, sweat and tears to defend our country and to defend our freedom. We stand on the shoulders of American heroes who crossed the ocean, settled the continent, tamed the wilderness, laid down the railroads, raised up the great skyscrapers, won two world wars, defeated fascism and communism, and made America into the single greatest nation in the history of the	Representative (asserting)	Determination	Collaborative

world" (Rev, 2020d).			
"We are one movement, one people, one family, and one glorious nation under God" (Rev, 2020d).	Representative (asserting)	Determination	Collaborative
Commissives			
"Tomorrow, we are going to win the Commonwealth of Pennsylvania and we are going to win more four more years in the White House" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
"With your vote, we will continue to cut your taxes, cut regulations, support our great police, support our magnificent military, protect your Second Amendment, defend religious liberty and ensure more products are proudly stamped with that beautiful phrase, Made in the USA" (Rev, 2020d).	Commissive (promising)	Determination	Convivial
"And by the way, just so you understand, because look, Joe has no clue. Joe's not calling the shots. And I guarantee you, he won't be calling them for very long" (Rev, 2020d).	Commissive (guaranteeing)	Determination	Convivial
"Remember what I said four years ago? I am your voice and we will make America great again, and that's what we're doing" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
"We're going to take care of our vets. We just got a 91% approval rating from the vets on the VA" (Rev, 2020d).	Commissive (guaranteeing)	Determination	Convivial

"Together we will defeat the corrupt establishment and we'll dethrone the fail political class" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
"We will drain the Washington swamp and we will save the American dream. We're going to save the American dream" (Rev, 2020d).	Commissive (promising)	Determination	Convivial
"We will mass distribute the vaccine" (Rev, 2020d).	Commissive (promising)	Determination	Convivial
"The vaccine will quickly eradicate the virus and wipe out the China plague once and for all" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
"Next year will be the greatest economic year in the history of our country. We have the foundation, it's already done" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
"Under my leadership, we achieved the most secure border in U.S. history. You know the wall, the wall is over 400 miles long. It will be finished soon" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
"We don't want people coming into our country that hate us, can't stand us and want to do harm to our citizens" (Rev, 2020d).	Commissive (warning)	Determination	Conflictive
"So at the end of my first term, I will have approximately 300 federal judges, which is a big a big percentage of the Judiciary and three great Supreme Court justices" (Rev, 2020d).	Commissive (promising)	Determination	Convivial
"We will maintain America's unrivaled	Commissive	Hopefulness	Convivial

military might and we will ensure peace through strength" (Rev, 2020d).	(promising)		
"With your help, your devotion and your drive, we are going to keep on working. We are going to keep on fighting and we are going to keep on winning, winning, winning" (Rev, 2020d).	Commissive (promising)	Hopefulness	Convivial
Directives			
"If you want your children to be safe, if you want your values to be respected, if you want to be treated with honor, dignity, and respect, then I am asking you to go tomorrow and vote for Trump. Come on" (Rev, 2020d).	Directive (inviting)	Encouragement	Convivial
"If you want a vaccine to kill the virus, a job to support your family, and freedom to live your life, then go cast your ballot. You cast your ballot. We're changing" (Rev, 2020d).	Directive (inviting)	Determination	Convivial
"Roll the video, please. Roll it" (Rev, 2020d).	Directive (suggesting)	Encouragement	Convivial
"To every black American, go tomorrow and vote for Trump" (Rev, 2020d).	Directive (suggesting)	Determination	Convivial
"Even grab your boss by the tie and say, Come on, boss, let's go. We got to vote. We got to vote" (Rev, 2020d).	Directive (inviting)	Encouragement	Convivial
Expressives			
"Thank you very much. Thank you" (Rev, 2020d).	Expressive (thanking)	Gratitude	Convivial

"Hello, Scranton. Hello, Pennsylvania" (Rev, 2020d).	Expressive (greeting)	Gratitude	Convivial
"I'm telling you, you're going to make me cry with that. Stop" (Rev, 2020d).	Expressive (liking)	Gratitude	Convivial
"That's really nice. Don't make me cry. I'll cry with that whole thing. I'll cry" (Rev, 2020d).	Expressive (joying)	Determination	Convivial
"Look at that flag. Oh, it's so beautiful. Look, I've never seen a flag blow like that" (Rev, 2020d).	Expressive (liking)	Encouragement	Convivial
"What a crowd" (Rev, 2020d).	Expressive (liking)	Encouragement	Convivial
Declarations			
/	/	/	/

Table 25 Illocutionary acts - Sample 18

Sample 19: (Rev, 2020e)

Sample 19:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"Well, we're going to deliver it right away. We have the military all set up. Logistically, they're all set up. We have our military that delivers soldiers and they can do 200,000 a day. They're going to be delivering" (Rev, 2020e).	Representative (asserting)	Determination	Collaborative

"I'm the guy that brought back the automobile industry" (Rev, 2020e).	Representative (stating)	Determination	Collaborative
"I think as a party issue, you can bring in a couple of examples but if you look at Chicago, what's going on in Chicago where 53 people were shot and eight died shot, if you look at New York where it's going up, like nobody's ever seen anything. The numbers are going up a 100%, 150%, 200% crime, it is crazy what's going on and he doesn't want to say law and order because he can't because he'll lose his radical left supporters and once he does that, it's over with" (Rev, 2020e).	Representative (reporting)	Determination	Collaborative
"Because there is never been an administration or president who has done more than I've done in a period of three and a half years" (Rev, 2020e).	Representative (stating)	Determination	Collaborative
"But despite going through all of these things where I had a fight, both flanks and behind me and above there has never been an administration that is done ...what I've done. The greatest, before COVID came in the greatest economy in history, lowest unemployment numbers, everything was good" (Rev,	Representative (asserting)	Confidence	Collaborative

2020e).			
"Take a look at the West Virginia, mailman selling the ballots. They're being sold. They're being dumped in rivers. This is a horrible thing for our country" (Rev, 2020e).	Representative (asserting)	Determination	Collaborative
Commissives			
"Drug prices will be coming down 80 or 90%. You could have done it during your 47 year period in government, but you didn't do it. Nobody's done it. So we're cutting healthcare" (Rev, 2020e).	Commissive (promising)	Hopefulness	Convivial
"You'll have the vaccine sooner than that" (Rev, 2020e).	Commissive (pledging)	Determination	Convivial
"I'm doing my job as a president, and I'll have 25, 35,000 people show up at airports. We use airports and hangers and we have a lot of people" (Rev, 2020e).	Commissive (guaranteeing)	Hopefulness	Convivial
"And really, they were teaching people to hate our country. And I'm not going to do that. I'm not going to allow that to happen. We have to go back to the core values of this country. They were teaching people that our country is a horrible place. It's a racist place. And they were teaching people to hate our country. And I'm not going to allow that to	Commissive (promising)	Determination	Convivial

happen" (Rev, 2020e).			
"I'm willing to do anything. I want to see peace" (Rev, 2020e).	Commissive (promising)	Determination	Convivial
"And I'll tell you something, some people say maybe the most important by the end of the first term I'll have approximately 300 Federal judges and Court of Appeals judges, 300 and hopefully three great Supreme Court judges, justices that is a record the likes of which very few people and one of the reasons I'll have so many judges because President Obama and him left me 128 judges to fill" (Rev, 2020e).	Commissive (promising)	Hopefulness	Convivial
"Half of the companies that have poured in here will leave. And plenty of companies that are already here, they'll leave for other places. They will leave and you will have a depression, the likes of which you've never seen" (Rev, 2020e).	Commissive (threatening)	Determination	Conflictive
"On November 3rd, you're watching, and you see who won the election. And I think we're going to do well because people are really happy with the job we've done" (Rev, 2020e).	Commissive (promising)	Encouragement	Convivial
Directives			
"Don't ever use the word smart with me. Don't ever use that word" (Rev, 2020e).	Directive (ordering)	Determination	Competitive

"Tell that to Nancy Pelosi" (Rev, 2020e).	Directive (ordering)	Determination	Competitive
"Wait a minute, Joe" (Rev, 2020e).	Directive (requesting)	Determination	Competitive
"You go and vote. You go and vote" (Rev, 2020e).	Directive (ordering)	Determination	Competitive
"I'm urging my supporters to go in to the polls and watch very carefully, because that's what has to happen. I am urging them to do it. As you know, today there was a big problem" (Rev, 2020e).	Directive (ordering)	Encouragement	Competitive
Expressives			
"Thank you very much, Chris" (Rev, 2020e).	Expressive (thanking)	Gratitude	Convivial
Declarations			
/	/	/	/

Table 26 Illocutionary acts - Sample 19

Sample 20: (Rev, 2020f)

Sample 20:	Type of illocutionary acts	Perlocutionary effects	Function
Representatives			
"My administration has enacted \$3 trillion in economic relief. It's been very, very successful and you saw that by the numbers that were issued yesterday and the day before as to used car sales and	Representative (reporting)	Determination	Collaborative

auto production" (Rev, 2020f).			
"The federal government has supplied or delivered more than 400 million pieces of personal protective equipment to Arizona, along with nearly 70,000 vials of remdesivir. We've provided over \$18 billion in economic support to Arizona, including more than \$8.6 million to support over 80,000 small businesses" (Rev, 2020f).	Representative (informing)	Determination	Collaborative
"Finally, today, I'm pleased to announce that the Department of Justice has issued \$35 million in grants to 73 organizations nationwide, providing assistance to human trafficking victims" (Rev, 2020f).	Representative (announcing)	Determination	Collaborative
Commissives			
"I'm also looking at a term limited suspension of the payroll tax" (Rev, 2020f).	Commissive (promising)	Hopefulness	Convivial
"So we're going to try very hard to get the doctor to West Virginia in addition to those states to deliver aggressive, tailored and targeted guidance" (Rev, 2020f).	Commissive (promising)	Hopefulness	Convivial

"The strategy we're taking to these states will protect those at highest risk, while allowing others at a lower risk to safely resume work and school" (Rev, 2020f).	Commissive (promising)	Hopefulness	Convivial
"Together, we will defeat the virus and emerge from this safer and stronger than ever" (Rev, 2020f).	Commissive (promising)	Determination	Convivial
"And again, we think that's going to be soon and we think we're going to have the vaccines before the end of the year, maybe long before the end of the year" (Rev, 2020f).	Commissive (promising)	Hopefulness	Convivial
"My administration will never rest in our fight against the human trafficking. It's one of the most horrific of crimes, and we worked very hard on that" (Rev, 2020f).	Commissive (promising)	Determination	Convivial
"We're going to practice very strong hygiene, and all of the other things that I've enumerated many times" (Rev, 2020f).	Commissive (promising)	Hopefulness	Convivial
Directives			
"Go ahead, please" (Rev, 2020f).	Directive (inviting)	Encouragement	Convivial
Expressives			
"They've been terrific and I want to thank them" (Rev, 2020f).	Expressive (thanking)	Gratitude	Convivial
"Thank you very much everybody. Thank you" (Rev, 2020f).	Expressive (thanking)	Gratitude	Convivial
Declarations			
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Table 27 Illocutionary acts - Sample 20

4.1 Summary of illocutionary speech acts in Trump's speeches

Frequency of Illocutionary Speech Acts in Trump's speeches		
Illocutionary acts	Frequency	Percentages
Commissives	198	36.3 %
Representatives	134	24.6 %
Directives	104	19.1 %
Expressives	101	18.5 %
Declarations	9	1.7 %
Total	545	100

Table 28 Summary of illocutionary speech acts

Table 28 shows that President Trump used all five types of illocutionary act with different frequency. The commissive speech act dominated in Trump's speech (36.3%). The next category was representative speech act (24.6 %). Trump employed 104 data which are related to directive speech acts (19.1 %). The number of expressive speech acts was 101 (18.5 %), and declarations were the group with the least number of data (1.7 %).

Frequency of Representative Speech Acts in Trump's speeches		
Representative acts	Frequency	Percentage
Asserting	49	36.6 %
Describing	23	17.2 %
Informing	23	17.2 %
Stating	16	11.9 %
Announcing	5	3.7 %
Reporting	5	3.7 %
Boasting	4	3 %

Suggesting	2	1.5 %
Accusing	2	1.5 %
Affirming	2	1.5 %
Concluding	2	1.5 %
Blaming	1	0.7 %
Total	134	100 %

Table 29 Summary of representative speech acts

Table 29 shows various types of representative speech acts delivered by Trump. The results showed that he employed 134 utterances or representative speech acts in his speeches. Those 134 of Trump's representative speech acts can be categorized into twelve types; asserting with 49 occurrences (36.6 %), describing with 23 occurrences (17.2%), informing with 23 occurrences (17.2 %), stating with 16 occurrences (11.9 %), announcing with 5 occurrences (3.7 %), reporting with 5 occurrences (3.7%), boasting with 4 occurrences (3 %), suggesting with 2 occurrences (1.5%), accusing with 2 occurrences (1.5%), affirming with 2 occurrences (1.5%), concluding with 2 occurrences (1.5 %), and blaming with 1 occurrence (0.7 %).

Frequency of Commissive Speech Acts in Trump's speeches		
Commissive acts	Frequency	Percentage
Promising	159	80.3%
Guaranteeing	20	10.2 %
Pledging	10	5.1 %
Warning	4	2 %
Threatening	3	1.5 %
Vowing	2	1 %
Total	197	100 %

Table 30 Summary of commissive speech acts

Table 30 indicates that the most common type of commissive act used in Trump's speeches was promising, with a total of 159 instances (80.3%). The next most frequent commissive act was guaranteeing, with 20 occurrences (10.2%), followed by pledging, with 10 occurrences (5.1%). There were also occurrences of warning, threatening, and vowing, with 4 (2%), 3 (1.5%), and 2 (1%), respectively.

Frequency of Directive Speech Acts in Trump's speeches		
Directive acts	Frequency	Percentage
Inviting	28	26.9 %
Suggesting	18	17.3 %
Ordering	17	16.3 %
Advising	15	14.4 %
Commanding	9	8.7 %
Asking	9	8.7 %
Requesting	7	6.7 %
Persuading	1	1 %
Total	104	100 %

Table 31 Summary of directive speech acts

Table 31 displays the findings of directive speech acts. Trump's directive speech acts can be categorized into eight types; inviting with 28 occurrences (26.9 %), suggesting with 18 occurrences (17.3%), ordering with 17 occurrences (16.3%), advising with 15 occurrences (14.4%), commanding with 9 occurrences (8.7 %), asking with 9 occurrences (8.7 %), requesting with 7 occurrences (6.7 %), and persuading with 1 occurrence (1 %).

Frequency of Expressive Speech Acts in Trump's speeches		
Expressive acts	Frequency	Percentage
Thanking	48	47.5 %
Joying	16	15.8 %
Liking	10	9.9 %

Complimenting	9	8.9 %
Loving	6	5.9 %
Congratulating	3	3 %
Greeting	3	3 %
Apologizing	2	2 %
Deploing	2	2 %
Praying	2	2 %
Total	101	100 %

Table 32 Summary of expressive speech acts

Table 32 shows Trump's expressive acts. He employed thanking with 48 occurrences (47.5 %), joying with 16 occurrences (15.8 %), liking with 10 occurrences (9.9 %), complimenting with 9 occurrences (8.9 %), loving with 6 occurrences (5.9 %), congratulating with 3 occurrences (3 %), greeting with 3 occurrences (3 %), apologizing with 2 occurrences (2 %), deploing with 2 occurrences (2 %), and praying with 2 occurrences (2 %).

Frequency of Declarative Speech Acts in Trump's speeches		
Declarative acts	Frequency	Percentage
Declaring	6	66.7 %
Launching	3	33.3 %
Total	9	100 %

Table 33 Summary of declarative speech acts

Table 33 shows that the speech act of declaring was the most common type of declaratives, occurring 6 times (66.7% of the total). The second most common declarative act was launching, which occurred 3 times (33.3% of the total).

Frequency of Perlocutionary Speech Acts in Trump's speeches

Perlocutionary acts	Frequency	Percentage
Determination	218	40 %
Hopefulness	109	20 %
Gratitude	60	11 %
Encouragement	76	13.9 %
Unity	25	4.6 %
Confidence	15	2.7 %
Convincement	13	2.4 %
Unhappiness	10	1.8 %
Compliment	7	1.3 %
Respect	7	1.3 %
Collaboration	2	0.4 %
Sympathy	1	0.2 %
Loss of confidence	1	0.2 %
Prediction	1	0.2 %
Warning	1	0.2 %
Total	545	100 %

Table 34 Summary of perlocutionary acts

Table 34 shows that Trump used various types of perlocutionary effects with different amounts for each type. The most dominant one was determination with 218 occurrences (40 %), followed by hopefulness with 109 occurrences (20%), gratitude with 60 occurrences (11 %), encouragement with 76 occurrences (13.9 %), unity with 25 occurrences (4.6 %), confidence with 15 occurrences (2.7%), convincement with 13 occurrences (2.4%), unhappiness with 10 occurrences (1.8 %), compliment with 7 occurrences (1.9 %), respect with 7 occurrences (1.3 %), collaboration with 2 occurrences (0.4 %), sympathy with 1 occurrence (0.2 %), loss of confidence with 1 occurrence (0.2 %), prediction with 1 occurrence (0.2 %), and warning with 1 occurrence (0.2 %).

4.2 Summary of functions of illocutionary speech acts in Trump's speeches

Functions of Speech Acts in Trump's speeches		
Function	Frequency	Percentage
Convivial	325	59.5 %
Collaborative	132	24.2 %
Competitive	72	13.2 %
Conflictive	17	3.1 %
Total	545	100 %

Table 35 *Functions of speech acts*

Table 35 shows that Trump used different functions of illocutionary acts. The most dominant one was convivial with 325 occurrences (59.5%), followed by collaborative function with 132 occurrences (24.2 %), competitive with 72 occurrences (13.2%), and conflictive with 17 occurrences (3.1 %).

5 DISCUSSION

The purpose of this chapter is to analyze the results of the study based on the research questions and hypotheses presented in the previous chapters. The discussion will be based on Searle's framework of illocutionary acts and Leech's theory. Additionally, this chapter will provide a brief interpretation of the findings for each research question and hypothesis.

RQ1: What are the dominant speech acts in Trump's speeches in terms of illocutionary acts?

The results revealed that President Trump used all five types of illocutionary acts with different frequency. He employed all types of speech acts as mobilization tactics, particularly during political campaigns when it is important for candidates to persuade their audience to vote for them or make other political decisions (Raza, Qayyum, & Sadiq, 2020). The commissive speech act dominated Trump's speeches with 198 occurrences (36.3%). The next category was representative speech acts with 134 occurrences (24.6 %). Trump employed 104 data which are related to directive speech acts (19.1 %). The number of expressive speech acts was 101 (18.5 %), and the \ declarations with 9 occurrences (1.7 %). The results showed that he used commissive and representative speech acts more frequently than other types of speech acts to demonstrate his power (Baby, Afzal, & Basharat, 2020). Moreover, Trump used commissive acts to persuade the audience to embrace him as a candidate with sincere intentions to develop the nation (Firdaus, Indrayani, & Soemantri, 2020), to reassure the masses, and to make promises (Okoro, 2017). If political language has the correct illocutionary force, it can accomplish the goal for which it was designed (Okoro, 2017). In line with this, Trump employed persuasive speech techniques to compel the audience to believe in him (Long & Thanh, 2022) and attract the public's interest to vote for him (Husain, Hamamah, & Nurhayani, 2020). Further, Trump used commissive acts to tell the audience that he cares about the problems that they face (Ulum, Sutopo, & Warsono, 2018). The findings of this study align with the results of previous studies conducted by Hashimi (2015) and Dylgjeri (2017), which revealed that commissive speech acts were the most dominant than other types of speech acts. It is worth mentioning that this result confirms the first hypothesis that the commissive act is likely to be the most dominant act in President Trump's speeches. Commissive speech acts involved promising, guaranteeing, pledging, warning, threatening, and vowing. However, this study is not consistent with studies conducted by other researchers that revealed that representative speech acts dominated in the corpus (Mufiah & Rahman 2018; Irwandi & Hudri 2018; Wardhono & Hadi 2017, Koussouhon & Dadjo (2016); Ayeomon & Akinkuolere 2012). Trump used representative acts to show his beliefs, ideas, and opinions (Hussain, Shahwar, & Basit, 2020). The data showed that representative speech acts involved speech acts such as asserting, describing, informing, stating, announcing, reporting, boasting, suggesting, accusing, affirming, concluding, and blaming.

Further, by using directive speech acts, Trump hoped to achieve some goals with the help of the audience (Nurhalizah, Sili, & Asanti, 2022). The most common directive speech acts were inviting, suggesting, ordering, advising, commanding, asking, requesting, and persuading. Expressive speech acts were used by Trump to show joy, sorry, like, dislike, etc. In line with this, he used these acts to thank, apologize, and welcome the audience (Gusthini, Sobarna, & Amalia, 2018). Likewise, Trump wanted to express his gratitude and feelings to the American people (Khodijah, 2020). Expressive speech acts included acts such as thanking, joying, liking, complimenting, loving, congratulating, greeting, apologizing, deploring, and praying. As mentioned above, Trump used the least declarative illocutionary acts. He used this act to declare himself that he changed the political party, and how his opponent did the same thing (Khodijah, 2020). The last category consisted of speech acts such as declaring and launching.

It should be noted that Trump implicitly performed speech acts by using particular modals such as *will* and *must* (Rashi, 2015). Also, he used performative verbs that made his utterances explicit ones. However, there were instances where his utterances were implicit. The context and other prosodic elements helped the researcher identify the type, effect, and the function of utterances.

RQ2: What are the perlocutionary effects found in Trump's speeches?

The results revealed that President Trump employed different perlocutionary effects with a varying frequency. The most prevalent effect was determination, with 218 occurrences (40%) followed by gratitude, encouragement, unity, confidence, conviction, unhappiness, compliment, respect, collaboration, sympathy, loss of confidence, prediction, and warning. This confirms the second hypothesis that Donald Trump produces different perlocutionary effects in different places. Trump used these perlocutionary effects to keep his discourse consistent in order to achieve his political goals (Purba, 2022). The results of this study are in line with the findings of a previous study conducted by Baby and Basharat (2020), which found that determination was a dominant feature in Joe Biden's speeches. Additionally, the results of this study are somehow in accordance with the study conducted by Rahmawati and Sulistyaningsih (2021). Also, it is consistent with a study conducted by Medubi and Amuda (2016), which

showed that determination, hope, cooperation, unity, happiness, and sympathy were the most dominant perlocutionary effects in President Buhari's inaugural address. It is worth mentioning that the researcher could not find specific studies on perlocutionary effects; however, there were some studies that analyzed the perlocutionary effects of political speeches.

RQ3: What are the illocutionary functions used in Trump's speeches?

The findings of this study indicated that President Trump employed all of Leech's functions in his speeches. The convivial function had the highest prevalence, followed by the collaborative, competitive, and conflictive. These results do not verify the third hypothesis. The results revealed that the conflictive and competitive functions were not the most frequent functions in President Trump's utterances. The results of this study are in accordance with previous studies conducted by Listya and Novitasari (2015), Wardoni and Hadi (2017), and (Sanusi, Iswari, & Surya, 2022), which showed that collaborative and convivial functions predominated in the corpus. Nevertheless, the results of this study are not in accordance with the study conducted by Mariani, Budiarsa, and Widiastuti (2019). It is important to note that Trump used the collaborative function to share information or facts about topics such as the economy, healthcare, education, etc. (Thamir, 2019). Additionally, commissive acts and expressive acts are part of the convivial function. Thus, this study showed that both research questions are interrelated. It should be noted that it was difficult to decide on the functions of Trump's speeches. However, as stated by Linda and Susanto (2022), the illocutionary functions should be interpreted based on the contexts of communication in which the communication takes place.

5.1 Summary

The following section shows a short interpretation of some examples taken from Trump's speeches. It includes illocutionary acts, perlocutionary effects, and functions.

a) Commissive

Commissive speech acts are statements made by speakers in which they commit themselves to taking some future action (Suryani Ayu & Ariyanti, 2017). President Trump used commissive acts because he intended to take action in the future, including promising, guaranteeing, pledging, and vowing. The results showed that promises predominated in this study. Also, Trump attempted to keep the public's faith in his willingness to succeed as the newly elected President (Waya & Miracle, 2013).

Promising

According to the Cambridge Dictionary (n.d.), promise is about assuring someone that you will undoubtedly take action. A verbal commitment to do (or not do) something in the future by one person to another is known as a promise (Al-Bantany, 2013). The main function of a promise is to get the hearer to believe what the speaker is saying (Kohar, Bharati, & Rukmini, 2018). Also, the act of promising is the main characteristic of the language of political campaigns (Ulum, Sutopo, & Warsono, 2018). The example below illustrates the act of promising.

Example 1: "And at the end of four years, I guarantee you that I will get over 95% of the African American vote. I promise you. Because I will produce, I will produce for the inner cities and I will produce for the African Americans" (Rev, 2016a).

In this example, Trump has an intention to persuade the audience that he will take some future action. By making this promise, Trump is trying to build trust with the audience and persuade them that he is serious about taking the action (Devi & Degaf, 2021). The speaker uses the verb "guarantee" as a future form, but the inclusion of the performative verb "promise" in the second part of the utterance makes it a direct and explicit promise. Thus, the act of the performative verb explicitly shows the strength of commitment being made. In addition, Trump switches from "promise" to "will" in this utterance. The future as a temporal marker, according to Bernicot and Laval (2004), is a textual feature unique to promise utterances. He used the act of promising to demonstrate that he is concerned for the problems the audience faced (Ulum, Sutopo, & Warsono, 2018). The findings of this study are consistent with the study conducted by Kohar et al. (2018), which revealed that that act of promising was the most common commissive act in the debate performed by the United States presidential candidates. The perlocutionary effect

of this utterance can be understood as "determination." The presence of the pronoun "I" shows that he is speaking from his personal perspective. Through this way, President Trump hopes to establish proximity and appeal to the audience's sensibility. Trump wants to create a closer relationship with the audience. This implies positive politeness. This example represents a violation of the maxim of quality. The maxim of quality emphasizes that a person is not allowed to assert something for "which he lacks adequate evidence" (Yule, 1996, p. 37). Additionally, this statement demonstrates the convivial function in terms of the function.

Guaranteeing

According to the Cambridge Dictionary (n.d.), guarantee implies a pledge that something will be carried out or take place. Similarly, in the act of "guaranteeing," the speaker commits himself/herself that something will take place or that it is true (Al-Bantany, 2013). The speaker should be serious when he utters the act of guarantee. The example below illustrates the act of guaranteeing.

Example 2: "If you're ready to vote for honest government and the honest government that you deserve, a Trump administration will end the corruption and restore integrity to government service" (Rev, 2016a).

Trump is talking about his administration. He wants to convince the audience that the Trump administration will end corruption and bring back integrity regarding government services. The act of guaranteeing is stated implicitly because there is no explicit performative verb in this utterance. However, the context decodes the implied message of the speaker. This finding is consistent with Al-Batany's opinion (2013). He stated that candidates use the act of guaranteeing because they think their statements will have a significant impact and may convince the audience to vote for them and be on their side. However, it is not consistent with a study conducted by Rashid (2015), which showed that the act of guaranteeing could not be found in the speeches given by American presidents because none of them would sacrifice their positions to accomplish certain objectives. Trump uses "will" as a form of guaranteeing. Yet, Trump isolates his audience from his government's policies by using the phrase "a Trump administration." He avoids using the personal pronoun "I." The perlocutionary effect of this utterance can be seen as "determination." Through this utterance, the speaker emphasizes the

idea that his administration has the ability to stop corruption and bring back the integrity of government service. Furthermore, Trump violates the maxim of relevance simply because the content is unrelated to the subject under discussion. This utterance indicates the competitive function.

Pledging

According to the Cambridge Dictionary (n.d.), pledge means to express a serious or formal commitment to give or perform something. The example below demonstrates the act of pledging.

Example 3: "I pledge to never sign any trade agreement that hurts our workers, or that diminishes our freedom and independence. I will never, ever sign bad trade deals. America first, again! America first! Instead, I will make individual deals with individual countries" (The American Presidency, 2016c).

In this example, the act of pledging is expressed explicitly because the utterance contains a performative verb. According to Kohar et al. (2018), the use of the verb "pledge" in this statement might not be the best choice; a simple promise would be preferable because it is (often) more concentrated on the speaker's favorable outcome. President Trump pledges that he will not ratify any trade pact that harms American workers. It should be emphasized that he uses the first person pronoun "I" to declare his intention. Also, he repeatedly uses the pronoun "I," to demonstrate his commitment to and sense of responsibility to the American people. Viewed from the perlocutionary act, "hopefulness" can be interpreted as the effect of this utterance. He uses a very strong and persuasive speaking style and emphasizes his responsibility to protect American workers. On the other hand, the maxim of quantity is violated in this utterance since the audience is given far too much information. Trump also employs the "convivial" function in this utterance.

Warning

According to the Cambridge Dictionary (n.d.), warn means to make someone aware of a potential danger or issue, particularly one that lies in the future.

Example 4: "To anyone who acted criminally in this weekend's racist violence, you will be held fully accountable, justice will be delivered. That's what I said" (The American Presidency, 2017b).

In this utterance, Trump warns those who acted criminally. According to him, justice will be delivered to those who committed a crime. This statement does not include the performative verb "warn." However, the occurrence of the modal auxiliary "will" makes this utterance a warning act. Furthermore, instead of being direct, the speaker begins the sentence with "you" and concludes it with "I." According to Rugova and Tahiri (2015), the pronoun "you" can be used to manipulate the audience. The perlocutionary effect of this utterance could be interpreted as "determination." He violates the maxim of quality. He utters more than required. Another element to be discussed in this utterance is the function. Trump sounds to be "conflictive" with those who committed a crime. Also, in this utterance, Trump is direct (Alavidze, 2018).

Threatening

According to the Cambridge Dictionary (Cambridge Dictionary, n.d.), threat means a suggestion that something unfavorable or violent will occur, particularly if a certain action or command is not performed. Threats are expressions which intend to harm or punish somebody (Al-Bantany, 2013). If the goal of the utterance is to inflict harm, affair, or punishment, the promise becomes a threat (Gea & Johan, 2020). It means to intimidate people in case they do not fulfill the speaker's command. The example below illustrates the act of threatening.

Example 5: "Half of the companies that have poured in here will leave. And plenty of companies that are already here, they'll leave for other places. They will leave and you will have a depression, the likes of which you've never seen" (Rev, 2020e).

In this example, Trump talks about companies that are about to leave for other places. He wants to persuade the audience because he feels worried and afraid. In this utterance, the speaker also makes it clear that they will end up in depression (fiscal) if companies leave the States. This utterance does not involve the performative verb "threat." However, the occurrence of the modal verb "will" represents the act of threatening. Rashid (2015) stated that certain modal verbs can be used to convey the meaning of a threat. These modal verbs are *will* and *shall*. In this utterance, the speaker does not use "I" or "we." He avoids his responsibility by using the

pronouns "they" and "you." On the other hand, "determination" appears to be the perlocutionary effect of this utterance. He is determined that companies will leave and the American people will have "a depression." Again, this utterance shows a "conflictive" function. This utterance shows a violation of the maxim of quantity by giving too much information to the audience.

Vowing

According to the Cambridge Dictionary (n.d.), vow is to commit firmly to doing something or making a pledge. The example below shows the act of vowing.

Example 6: "As long as we have confidence in our values, faith in our citizens, and trust in our God, we will not fail" (The American Presidency, 2018a).

In this example, Trump says that he will not fail as long as he has confidence in American values, trust in God, and faith in citizens. This statement does not include the performative verb "vow." However, in this utterance, he uses the future form "will" to express his way of promising, and he uses an inclusive "we" to inspire and encourage the American people. Furthermore, he appears to be religious because he uses the word "God." He speaks in this way to give himself credibility. Determination might be interpreted as the perlocutionary effect of the utterance. Based on the context, it should be noted that Trump shows the convivial function in this utterance. He does not violate any of the maxims.

b) Representative

The representative type included certain representative categories as describing, asserting, informing, stating, announcing, boasting, suggesting, accusing, affirming, concluding, and blaming.

The representative acts were performed by Trump to tell the audience about what he knew or believed. Similarly, he wanted to persuade the American people that what he believes is possible in the future if they choose him as president (Ramadhani, Indrayani, & Soemantri, 2019). The research showed that President Trump often used representative speech acts, in which he

attempted to persuade the audience that his policies were the best choice for the United States (Larasati, Arjulayana, & Srikandi, 2020). Representative acts were the second most frequent acts uttered by President Trump. Here are some examples of subtypes of representative acts.

Asserting

According to the Cambridge Dictionary (n.d.), assert means to say something is unquestionably true. This category focuses on facts. Therefore, reporting on the unsatisfactory state of society during a political campaign is particularly important to demonstrate what needs to be done (Rosyida & Fauzi, 2020). The subtype of representative acts that occurred most often in President Trump's speeches was asserting, with 49 instances (36.6%). The example below illustrates the act of asserting.

Example 1: "And General Kellogg. We have over 200 generals and admirals that have endorsed our campaign. And they're special people and it's really an honor. We have 22 congressional Medal of Honor recipients. We have just tremendous people. A very special person who believed me and, you know, I'd read reports that I wasn't getting along with him. I never had a bad second with him. He's an unbelievable star" (The New York Times, 2016b).

In this example, Donald Trump has an intention to state that special people are supporting his campaign. President Trump claims to have the support of over 200 generals and admirals in his campaign. There is no performative verb for asserting. However, the act can be implied through the context. He uses the adverb "very" to highlight the importance of the utterance. This utterance is conveyed directly to the audience. Again, he uses an exclusive "we" to refer to his administration. Gratitude can be considered as an element of the perlocutionary effect. Interestingly, the collaborative function appears to be part of this utterance. Additionally, he violates the maxim of relevance, which expresses that the person should be clear and orderly.

Describing

According to the Cambridge Dictionary (n.d.), describe means to give details or write about how something or someone is. In this utterance, Trump's intention is to describe that the United States of America has the strongest economy. The example below illustrates the act of describing.

Example 2: "We have a great economic plan. We will double our growth and have the strongest economy anywhere in the world. At the same time, we will get along with all other nations willing to get along with us. We will be" (The New York Times, 2016b).

The excerpt above shows how he describes the economic plan of his government. The act of describing is not typically expressed through a performative verb. However, the act of describing can be implied through the use of language and context. He uses the pronoun "we" and possessive "our" to refer to both the economy and the future policies he will undertake as president (González & Fresno, 2019). Determination can be considered as an indicator of the perlocutionary effect. In this sentence, Trump implies the collaborative function. Moreover, he violates the maxim of quality when he says that they have the strongest economy in the world.

Informing

According to the Cambridge Dictionary (n.d.), inform means to tell someone something such as a fact, decision, etc.

Example 3: "I'm leading in every poll, I am leading in every state. Florida just came out, I am leading -- it was just reported that in Florida, I am leading Bush by a lot and I'm leading Rubio by a tremendous amount" (The American Presidency, 2015b).

In this example, Trump tried to inform the audience that he is leading in every state. The performative verb "inform" is absent; however, this utterance implicitly expresses the act of "informing." Trump violates the maxim of quantity when he says that he is leading in every poll. He uses the pronoun "I" to demonstrate his own authority, devotion, and responsibility (Karapetjana, 2011). Furthermore, the perlocutionary effect appears to be "hopefulness." However, he uses the collaborative function.

Stating

According to the Cambridge Dictionary (n.d.), the verb state means a condition or way of being at a specific moment. The researcher found the act of stating in five utterances produced by the speaker. The study revealed that Trump produced sixteen utterances which have the illocutionary force of stating. The example below illustrates the act of stating.

Example 4: "I've just received a call from Secretary Clinton" (The New York Times, 2016b).

In this example, he states that Hillary Clinton just gave him a call. He uses the first pronoun 'I' to inform the audience. He does not violate any of Grice's maxims. Collaboration can be interpreted as the perlocutionary effect of this utterance. Additionally, Trump implies the collaborative function in this utterance.

Announcing

According to the Cambridge Dictionary (n.d.), this act means to publicly announce something or inform others about it. Trump produced five utterances with the illocutionary force of announcing. The following example shows how Trump uses the act of announcing.

Example 5: "Finally, today, I'm pleased to announce that the Department of Justice has issued \$35 million in grants to 73 organizations nationwide, providing assistance to human trafficking victims" (Rev, 2020f).

In this example, President Trump states that he is glad to state that the Department of Justice has awarded funding to 73 groups that support those who have been the victims of human trafficking. In this utterance, he uses the performative verb of "announcing," thus the speaker explicitly shows his intention in this sentence. Again, he uses the pronoun "I" to demonstrate his own commitment towards the American people, in this case, human trafficking victims. Further, determination can be interpreted as the perlocutionary effect of this utterance. On the other hand, Trump uses the collaborative function. In addition, he does not violate the maxim of quality and quantity; he does not inform more than what is required and does not provide the audience with evidence that is false.

Reporting

According to the Cambridge Dictionary (n.d.), reporting is one subtype of representative illocutionary acts that aims to describe something or provide details about it to someone. The following example shows how Trump uses the act of reporting.

Example 6: "Mothers and children trapped in poverty in our inner cities, rusted out factories, scattered like tombstones across the across the landscape of our nation, an education system flush with cash, but which leaves our young and beautiful students deprived of all knowledge, and the crime, and the gangs, and the drugs that have stolen too many lives and robbed our country of so much unrealized potential" (Politico, 2017).

In this example, he tries to embrace the audience to know about what is happening in their country. This excerpt does not contain the performative verb "report." However, the speaker implicitly shows his message. The perlocutionary effect of this utterance may be interpreted as "unhappiness." This effect emerges when he mentions some sectors, including factories, education system, crime, etc. In this sentence, Trump wants to show his care for the entire nation (Lenard, 2016). However, he sounds neutral because he does not use personal pronouns, either "I" or "we." Concerning Grice's maxims, he violates the maxim of quality; he does not have evidence regarding these sectors. In addition, this utterance indicates the collaborative function.

Boasting

According to the Cambridge Dictionary (n.d.), boast means speaking excessively loudly or enthusiastically about accomplishments or possessions. Trump boasted several times in his utterances (Nurkhamidah, 2020). Most of his boasting covers the accomplishments of his presidency. The following example shows how he boasts in his speech:

Example 7: "We accomplished more than any other president has in the first two and a half years of a presidency and under circumstances that no president has had to deal with before, because we did in the middle of the great and illegal witch hunt, things that nobody have been able to accomplish, not even close. Nobody's done what we have done in two and a half years" (Democracy in action, 2019).

In this example, the performative verb is missing; however, Trump's intention is expressed implicitly. Donald Trump claims that he and his administration have accomplished more during

the first two and a half years of his presidency than any other president or administration, even though they have faced challenges that are unprecedented. He wants to present himself as the only presidential candidate who genuinely cares about the citizens (Lamont, Park, & Ayala-Hurtado, 2017). However, he avoids using the pronoun "I." He uses an inclusive "we" because he wants to involve his administration in this achievement. This implies that Trump wants to persuade the audience that he works closely with his administration. On the other hand, he excludes the audience when it comes to his decisions. Further, Trump violates the maxim of quantity because he does not provide evidence for other presidents who served before him. The perlocutionary effect of this utterance can be determination. Also, Trump uses the collaborative function.

Suggesting

According to the Cambridge Dictionary (n.d.), suggest means to provide a recommendation for a prospective plan, course of action, or concept for others to think about. The following example shows how Trump uses the act of suggesting.

Example 8: "But to save your jobs and to do all of the things that I'm talking about, we have to win on November 8th" (Rev, 2016a).

In this example, he suggests the audience that if they want him to preserve their jobs, they should prevail on November 8. The act of suggesting is implied because the speaker does not use the performative verb "suggesting." The perlocutionary effect of this utterance can be interpreted as "encouragement." In this case, President Trump is using the pronoun "we" to try to persuade the audience to vote for him on November 8th. By using "we," he is indicating that the audience is a part of his campaign and that their vote will contribute to its triumph. The use of "we" is meant to create a sense of shared connection with the audience. He uses the collaborative function in this utterance. He does not violate the maxim of relevance because he utters a sentence that is relevant to the audience. Their interest is to save their jobs.

Accusing

According to the Cambridge Dictionary (n.d.), accuse refers to someone who is guilty of a crime or for having committed an illegal, immoral, or cruel act. The following example shows how Trump uses the act of accusing.

Example 9: "Not only does the media give a platform to hate groups, but the media turns a blind eye to the gang violence on our streets, the failures of our public schools, the destruction of our wealth at the hands of the terrible, terrible trade deals made by politicians that should've never been allowed to be politicians" (The American Presidency, 2017b).

President Trump claims that the media not only gives a platform to hate groups, but also ignores important issues such as crime, education, and wealth (Kalb, 2018). As stated by González and Fresno (2019), Trump and his party attempt to place the blame for the nation's issues not just on the national elites but also on the media. He violates the maxim of quality. He does not provide evidence regarding which medium; thus, he generalizes by accusing the media for the failures. The act of accusing is inferred because the statement made does not include the word "accusing." He does not use either "I" or "we" in this utterance. The perlocutionary effect of this utterance can be interpreted as conviction. In addition, Trump shows the conflictive function in this utterance.

Affirming

According to the Cambridge Dictionary (n.d.), affirm is to say something as true or to express support for a concept, viewpoint, etc. Donald Trump performed five utterances that seem to have the illocutionary force of affirming. The following example shows how Trump affirms in his speech.

Example 10: "This evening, joined together with friends, we reaffirm our shared customs, traditions, and values. We love our country. We celebrate our troops. We embrace our freedom. We respect our flag. We are proud of our history. We cherish our Constitution, including, by the way, the Second Amendment" (The American Presidency, 2017).

In this utterance, he uses the act of affirming. This is indicated by the use of the performative verb "reaffirm." Trump reaffirms it by saying that he and his friends respect American traditions, customs, and values. Further, Trump uses an exclusive "we." Determination can be interpreted as the perlocutionary effect on the audience. Further, in this utterance, Trump uses the

collaborative function. It is worth mentioning that this utterance represents a violation of the maxim of relation. Trump emphasizes the second amendment which is not related to the topic of discussion.

Concluding

According to the Cambridge Dictionary (n.d.), conclude means to end a presentation, speech, meeting, or writing. Trump performed two utterances with the illocutionary force of concluding. The example below illustrates the act of concluding.

Example 11: "It's time to remember that old wisdom our soldiers will never forget, that whether we are black, or brown, or white, we all bleed the same red blood of patriots. We all enjoy the same glorious freedoms, and we all salute the same, great American flag. And whether a child is born in the urban sprawl of Detroit or the windswept plains of Nebraska, they look up at the at the same night sky, they fill their heart with the same dreams and they are infused with the breath of life by the same almighty creator" (Politico, 2017).

In this example, the illocutionary force that has been found is concluding. There is no performative verb that explicitly indicates the act of concluding. Based on the context, the speaker's intention in this utterance is to unite Americans from all across the nation by emphasizing that despite having various conditions or even skin colors, they all share the same identity (Sekar Pratiwi Putri, 2018). Thus, Trump concludes his speech by saying that it is time to recall the adage that all Americans share the same crimson blood of patriotism, regardless of race. Further, according to Trump, the American flag is saluted by everybody, and that they all share the same glorious freedoms. He uses an inclusive "we." He wants to involve the American people in order to imply a sense of togetherness. Thus, the perlocutionary effect of this utterance can be interpreted as unity. Regarding the function, Trump shows the collaborative function. This utterance represents the maxim of manner. President Trump is neither brief nor clear.

Blaming

According to the Cambridge Dictionary (n.d.), blame means to claim or believe that something or someone did anything wrong or to blame for something occurring negatively. The example below demonstrates the act of blaming.

Example 12: "I am certain it is a decision President Obama truly regrets. Her bad instincts and her bad judgment [Hillary Clinton] – something pointed out by Bernie Sanders – are what caused so many of the disasters unfolding today" (The American Presidency, 2016a).

In this example, Trump blames President Obama for choosing Hillary Clinton as the head of America's foreign policy. According to Trump, many of the calamities taking place are the result of her poor judgment and terrible intuition. Furthermore, in this example, there is no performative verb found; yet, it has an intention of "blaming." From the way Trump expresses his blaming, it can be said that he violates the maxim of quality. He does not know whether Mr. Obama regrets his decision. Further, he uses the personal pronoun "I" to express his personal opinion. Looking closely at Trump's way of saying this utterance, it can be said that "unhappiness" is the perlocutionary effect. In addition, this utterance represents the conflictive function.

c) Directive

In Trump's speeches, directive acts are the third most dominant speech acts. The directive type included certain directive categories as inviting, suggesting, ordering, advising, commanding, asking, requesting, and persuading. He used directive acts to show his power (Fatmala & Ariyanti, 2017). The act of inviting was the most frequent speech act in this category. Below are some examples of directive speech acts.

Inviting

According to the Cambridge Dictionary (n.d.), invite means to formally request someone to do something or to ask someone to come somewhere in a courteous or friendly manner, such as to a party. The example below illustrates the act of inviting.

Example 1: "So if you want shut down this rigged system once and for all, then show up November 3rd, that's your day, big day, and vote, vote, vote. We're going to have a big, big day" (Democracy in action, 2019).

Trump is implicitly inviting the audience to vote for his party if they want to get rid of the rigged system. According to him, if people vote for him on November 3rd, they are going to have a big day together. Trump does not use the performative verb "invite." He uses "want" to express his intention in this utterance. He uses an inclusive "we" because he wants to tell the audience that he collaborates with them. In this utterance, Trump uses encouragement as the perlocutionary effect. Also, he represents the competitive function in this utterance. Also, Trump represents a violation of the maxim of quality. He does know whether his party will win the 2019 election campaign against Joseph R. Biden Jr.

Suggesting

According to the Cambridge Dictionary (n.d.), suggest means to express a proposal for a prospective course of action or strategy for consideration by others. Based on the context of the situation, Trump suggests the audience help him in order to defeat his opponent. The following example shows how he uses the act of suggesting with directive illocutionary force.

Example 1: "Let's defeat her [Hillary Clinton] in November, OK" (The American Presidency, 2016a).

In this utterance, Trump is trying to involve the American people in his strategy to defeat his opponent, Hillary Clinton. He uses "let's defeat" to refer to all the people who share the same idea and it is an indirect suggestion to the American people. Similarly, he wants to invite people to accomplish something by saying "let us" (Faiz, Chojimah, & Khasanah, 2020). Therefore, in this utterance, he does not use the personal pronoun "I" because he wants to persuade the audience that together, united, can beat Hillary Clinton. Determination can be interpreted as the perlocutionary effect of this utterance. On the other hand, Trump seems to be competitive when it comes to functions. In addition, it can be said that he does not violate any of Grice's maxims.

Ordering

According to the Cambridge Dictionary (n.d.), order means something that someone commands you to carry out. The example below highlights the act of ordering.

Example 2: "Don't ever use the word smart with me. Don't ever use that word" (Rev, 2020e).

In this example, he orders his opponent, Joe Biden, not to use the word smart during the first presidential debate. According to Biden, Trump failed to handle the coronavirus pandemic in 2020. Thus, Trump angrily responded to him by saying that there is "nothing smart about you, Joe." It should be emphasized that the performative verb "order" is missing in this utterance. However, the context and the way how Trump utters this utterance makes it an implicit act. Further, he does not use either the first person plural "I" or first plural pronoun "we." The perlocutionary effect is determination. He is determined when he says to Biden not to use the word smart. In addition, this utterance represents a violation of the maxim of manner. It can be interpreted as ambiguous because he might threaten Biden through this utterance. He implies the competitive function in this utterance.

Advising

According to the Cambridge Dictionary (n.d.), advise means to provide someone with useful information or to recommend them on a course of action. Trump used the act of advising in fifteen utterances. The following example shows how he uses the act of advising.

Example 2: "The time for empty talk is over. Now arrives the hour of action. Do not allow anyone to tell you that it cannot be done" (Politico, 2017).

In this example, he advises the audience that the hour of action has arrived and that the time for meaningless discourse is over. Again, in this utterance, Trump indicates determination when it comes to perlocutionary effect. He exhorts Americans to refuse to be persuaded by others that something is impossible to accomplish and makes a promise that the United States will succeed (Mccaskill, 2017). In addition, he implies the competitive function. In this statement, the speaker avoids using personal pronouns. This choice can be interpreted as a rhetorical strategy to persuade the audience to disregard the opinions of other politicians who do not embrace his ideology. Therefore, this utterance does not represent a performative speech act. He fails to

fulfill the maxim of manner because he is ambiguous regarding the hour of action; he avoids being specific in details.

Commanding

According to the Cambridge Dictionary (n.d.), command means to authoritatively issue a command or directions to someone. The following example illustrates how Trump uses the act of commanding.

Example 2: "You don't have any choice; you have to vote for me" (Rev, 2019b).

In this utterance, Trump commands the audience that they have no choice but to cast their vote for him. He puts pressure on the audience that whether they like or hate him, they have to vote for him. The message from President Trump to North Carolina voters is that they must support his reelection campaign or face the financial repercussions (Murray, 2019). In line with this, in order to gain more support, he manipulates people's minds (Suryani Ayu & Ariyanti, 2017). Additionally, Trump uses the pronoun "you" to refer to the audience. He does not use either "I" or "we" in this utterance. He uses the second pronoun "you" to refer specifically to the participants in the discourse (Karapetjana, 2011). The performative verb "command" is missing; therefore, this utterance fails to meet the criteria of a performative act. The perlocutionary effect can be interpreted as encouragement. He wants to encourage the audience to vote for him. This utterance represents the competitive function. Also, Trump does not fulfill the maxim of manner. He is not brief when uttering this utterance.

Asking

According to the Cambridge Dictionary (n.d.), ask means to express your desire for someone to do something in writing or verbally. Trump used the act of asking in nine utterances. The following example illustrates how he uses the act of asking.

Example 2: "I am asking both parties to come together to give us the safe, fast, reliable, and modern infrastructure our economy needs and our people deserve" (The American Presidency, 2018).

In this example, he is requesting cooperation from all parties so that the American people can have modern, secure, efficient, and safe infrastructure. To imply the act of asking, Trump uses the performative verb "asking" in this utterance. He uses the first person pronoun "I" as a strategy to make him appear as a leader with his individual standpoint (Kaewrungruang & Yaoharee, 2018). The performative verb "asking" makes this utterance explicit. Additionally, in this utterance, Trump shows encouragement as the perlocutionary effect. President Trump indicates the competitive function in this utterance. Concerning the Grice's maxims, this utterance represents a violation of the maxim of manner. Trump's utterance violates the manner maxim because it is unclear (Mokhlosa & Mukheefb, 2020). He does not discuss policy details, such as how the White House intends to pay for the package or how precisely the money will be spent for the rebuilding program (The San Gabriel Valley, 2018).

Requesting

According to the Cambridge Dictionary (n.d.), request means asking someone for something formally or courteously. The example below shows the act of requesting delivered by Trump.

Example 2: "Tonight, I want every American whose demands for immigration security have been denied – and every politician who has denied them – to listen **very very** closely to the words I am about to say" (Rev, 2016).

In this sentence, Trump is requesting American people to listen to his words. The occurrence of "very" aggravates the force of the request (Safont-Jordà, 2008). Trump requests in a respectful way, thus preventing the audience from feeling pressured to carry out the desired action (Nabila & Miftakh, 2020). Trump uses "want" to express his request in this utterance. This utterance does not consist of the performative verb "request." Therefore, it can be interpreted as an implicit act. By using the first personal pronoun "I" rather than "we" Trump wants to present himself as an individual politician with authority. Determination can be interpreted as the

perlocutionary effect of this utterance based on Trump's pitch. It should be emphasized that he does not violate any of Grice's maxim.

Persuading

According to the Cambridge Dictionary (n.d.), persuade means to give someone a reason to do something or to make them believe something by convincing them verbally or through conversation. The example below highlights the act of persuading.

Example 3: "We must reclaim our country's destiny and dream big and bold and daring. We have to do that. We're going to dream of things for our country and beautiful things and successful things once again" (The New York Times, 2016a).

In this sentence, Trump wants to motivate the American people to vote for his party. According to him, the Trump administration will make a better future for them. It is worth mentioning that Trump does not use the performative verb "persuade" in this utterance; thus, it can be said that this utterance is implicitly uttered by him. From the way Trump utters this sentence, hopefulness is seen to be the perlocutionary effect. Also, he uses an inclusive "we" to refer to his party and the audience. He links up with the general people and other Americans, or unites himself with them as a team (Kaewrungruang & Yaoharee, 2018). He implies the competitive function based on his words. Upon closer investigation, it appears that Trump's speaking style in this statement was not concise enough to successfully persuade the audience. Thus, he fails to meet the maxim of manner.

d) Expressive

The use of expressive speech acts allows speakers to convey their psychological state. According to Norrick (1978), expressives do not convey intentions or beliefs, but rather emotions. In line with this, the statements that are uttered by speakers express their emotions, such as pleasure, like, dislike, sympathy, and welcome (Nuriani, Santoso, Rahmi, & Kaptania, 2020). In this category, the speaker **(S)** makes the words fit with the circumstances; these acts can be

thanking, joying, liking, complimenting, apologizing, congratulating, and many other types (Sitanggang, Sinaga, & Herman, 2020). Below are some examples of expressive speech acts.

Thanking

According to the Cambridge Dictionary (n.d.), thank means to express to someone your satisfaction or gratitude for anything they have done. Thus, when the addressee has provided a service to the speaker, thanking is a common way to demonstrate gratitude (Widyowati, 2019). Trump used the act of thanking in forty-eight utterances. The following example shows the act of thanking.

Example 1: "And I'm deeply honored to have gotten all of those endorsements. That to me is a really big deal. That to me is really a big deal. And I just want to thank all of them, including the National Troopers Association and Coalition just came in" (Rev, 2020c).

In this utterance, Trump wants to say thank you to everyone because he has tremendous gratitude. To imply the act of thanking, Trump uses the performative verb "thanking" in this utterance. Thus, this utterance may be considered as an explicit performative. The perlocutionary effect of this utterance can be interpreted as gratitude based on his way of speaking. Again, he uses the first personal pronoun "I" to demonstrate his responsibility and thankfulness. Regarding the functions, based on the context, he implies the convivial function. It is worth mentioning that Trump gives more information than required; thus, he violates the maxim of quantity.

Joying

According to the Cambridge Dictionary (n.d.), joy means tremendous happiness. President Trump performed sixteen utterances with the illocutionary force of joying. The following example indicates the act of joying.

Example 1: "What a crowd" (The American Presidency, 2017).

This utterance shows how emotional Trump is in front of the audience. He does not violate the maxim of quality. There is no performative verb; therefore, this utterance falls in the category of implicit performatives. Again, the perlocutionary effect is represented in this utterance. Trump

indicates the convivial function if taken into consideration his emotional part. He does not involve either "I" or "we" in this utterance.

Liking

According to the Cambridge Dictionary (n.d.), like means to appreciate or concur with something or someone. Thus, when someone likes something, they are expressing their love for it (Widyowati, 2019). Trump used the act of thanking in ten utterances. The example below highlights the act of liking.

Example 1: "Good. That's good. That's good. That's great" (Rev, 2019b).

The act of liking in this sample shows preference. Trump shows his preference towards the crowd. Trump does not use any performative verb. Personal pronouns are missing. He does not use the first person pronoun to show his happiness regarding the crowd. Moreover, with respect to Grice's maxims, he does not violate the maxim of manner; he is clear and brief. Encouragement appears to be the perlocutionary effect of Trump's utterance. Again, he uses the convivial function to express his excitement.

Complimenting

According to the Cambridge Dictionary (n.d.), compliment means to show your approval, admiration, or respect for someone's qualities, such as their character or expertise. As speech acts, compliments are a reflection and expression of cultural values (Solodka & Perea, 2018). Also, the purpose of compliments is to strengthen or increase the solidarity between the recipient and the speaker (Holmes, 1986). Generally speaking, compliments discuss different topics, including appearance and certain facets of one's character or friendliness (Danziger, 2018). The following example serves as an illustration of appearance.

Example 1: "You're looking great" (Rev, 2020a).

This example shows how Donald Trump compliments the hearer. He uses the act of complimenting as a way to show positive politeness towards the audience. He wants to show

greater interpersonal bonds (Yousefvand, Yousof, & Abasi, 2014). Concerning Grice's maxim, he does not violate any of them. Trump uses encouragement as the perlocutionary effect. Again, he indicates the convivial function to imply his compliment. He uses the second plural pronoun to compliment the audience.

Loving

According to the Cambridge Dictionary (n.d.), love means something you genuinely like. The following example highlights the act of loving.

Example 1: "So we love you, we love you, we appreciate it" (Rev, 2019c).

In this example, Trump shows his affection towards the audience. This sentence is explicit because he uses the performative verb "love." He uses an inclusive "we," he includes himself and administration. Looking closely into this utterance, Trump uses gratitude to show the perlocutionary effect on the audience. Also, based on his way of speaking, he indicates the convivial function. In this utterance, he uses the performative verb "loving." Therefore, this utterance can be interpreted as an explicit performative act. Trump does not violate any of Grice's maxims.

Congratulating

According to the Cambridge Dictionary (n.d.), congratulate means to compliment someone and express approval or happiness on a noteworthy or exceptional accomplishment. Also, in line with this, the speaker has noticed that the addressee has participated in or benefited from an event that is highly appreciated (Norrick, 1978).

Example 1: "Congratulations. That's the good news" (The American Presidency, 2015a).

Trump feels honored and congratulates the audience. Trump uses the performative verb "congratulating." Thus, this sentence is explicit. He does not involve any personal pronoun in his utterance. He shows encouragement when it comes to perlocutionary effects. Again, this

utterance implies the convivial function. It is worth mentioning that Trump does not fail to meet the maxims.

Greeting

According to the Cambridge Dictionary (n.d.), greeting means something you say or do when you greet or welcome someone that is kind or polite. Similarly, the act of greeting is a social gesture performed to show pleasure at encountering or seeing someone (Jibreen, 2010). The act of greeting is indicated by expressions "Good morning," "Hi," "Hello," etc. In line with this, a conversation cannot be started without a greeting (Morad, 2017). The following example shows the act of greeting.

Example 1: "Hello, Traverse City and hello Michigan" (Rev, 2020a).

In this example, Trump seems to be polite. He sounds convivial in this example because the convivial class contains greetings. The act of greeting is stated explicitly because there is a performative verb in the utterance. In this utterance, Trump does violate any of Grice's maxims. Additionally, he implies gratitude as the perlocutionary effect. Finally, he does not involve either "I" or "we" in this utterance.

Apologizing

According to the Cambridge Dictionary (n.d.), apologize means to express remorse for causing someone problems or unhappiness through one's actions. When an agent-speaker displays unfavorable sentiments towards the patient-addressee, they should apologize to make matters right (Widyowati, 2019). On the other hand, there are instances when people may not genuinely mean what they say, and instead use their words to manipulate others (Al-Wuhaili, 2016). However, the following example implies the opposite.

Example 1: "Sorry to keep you waiting; complicated business" (The New York Times, 2016a).

This example shows how Trump is asking for an apology. He uses the act of apologizing because he wants to show his respect to the American people (Nuriani, Santoso, Rahmi, & Kaptania,

2020). This manner of speaking can be seen as an excessively polite apology (Al-Wuhaili, 2021). In this utterance, he does not use the performative verb "apologize." However, the context makes it an implicit performative act. The perlocutionary effect can be interpreted as respect. Moreover, he implies the convivial function in this utterance. He is brief but not clear; therefore, he violates the maxim of manner. Again, he does not involve personal pronouns in this utterance.

Deploing

According to the Cambridge Dictionary (n.d.), deplore means to state or believe that something is very awful. Similarly, deplore is a strong word that conveys profound disgust for something (Mahdi & Addai, 2022). The following example shows the act of deploing.

Example 1: "It's terrible" (The American Presidency, 2015b).

Trump expresses his feelings and attitude regarding the situation. He is deploing what happened to the American people. The act of deploing is stated implicitly because there is no performative verb in this utterance. However, the context defines this utterance as deploing. In this utterance, he does not violate any maxim. However, unhappiness seems to be the perlocutionary effect. He represents the conflictive function based on his way of speaking.

Praying

According to the Cambridge Dictionary (n.d.), pray means to converse with God or a god at a religious ceremony or privately in order to show love, admiration, gratitude or to make a request. From a linguistic perspective, prayers serve as a channel of communication between a person in the physical world and a deity (Sala, 2022). Prayers are speech acts in which the speaker requests a certain favor from God (Capone, 2010). Also, an individual's prayer will have a different theme depending on the situation (Sala, 2022). This can be illustrated by the following example.

Example 1: "Tonight, we're also praying for everyone throughout the West affected by the devastating wildfires" (Rev, 2020c).

In this utterance, Trump is praying for everyone impacted by the terrible wildfires in the West. The act of praying is stated explicitly because Trump used the performative verb "praying" in the utterance. However, the structure, tone, content of the prayer will change if this utterance is said during a funeral or in a family gathering (Sala, 2022). He uses an inclusive "we" to involve the audience in this utterance. This implies togetherness and unity. The perlocutionary effect can be seen as respect, whereas Trump shows the convivial function in this utterance. He does not violate any of Grice's maxims.

e) Declarations

Declarative speech acts are statements made with the intent of immediately changing institutional affairs (Mohammed, 2019). Declarations were the least most frequent acts uttered by President Trump. Here are some examples of subtypes of declarations.

Declaring

According to the Cambridge Dictionary (n.d.), declare means to make a solid, clear, official, or public announcement. Declaring anything is making it clear or announcing a state in an official statute, usually with authority and force (Mohammed, 2019).

Example 1: "Americans share one flag, one home and one glorious destiny. We live according to the same law, raise our children by the same values, and we are all made by the same Almighty God" (The American Presidency, 2017).

Trump intends to remind the American people that they share the same Almighty God's creation, the same set of laws, and the same moral standards. Also, in this instance, he wants to inspire and persuade everyone to make a large movement by supporting his ideology (Faiz, Chojimah, & Khasanah, 2020). This utterance does not consist of any performative verb; however, Trump uses an inclusive "we." He involves the audience to show togetherness and unity. The perlocutionary effect can be seen as determination. Additionally, he implies the collaborative function in this utterance. It is worth noting that he does not say more than is required; moreover, he says things that are relevant to the conversation.

Launching

According to the Cambridge Dictionary (n.d.), launch means an occasion to celebrate or debut something new. The following example indicates the act of launching.

Example 2: "And, you know, interestingly Ronald Reagan was a Democrat. I was a Democrat also, and Ronald Reagan was a Democrat and he became not a very conservative president. He became a Republican and he was pretty consecutive, as we talk about conservatives" (The American Presidency, 2015b).

It should be emphasized that Trump, a person who has authority, launches this act. It is deliberately chosen to announce and notify anything that needs to be understood clearly (Mohammed, 2019). In this utterance, he notifies American people that he was once a Democrat, but later he switched political party affiliation. Trump uses the first person pronoun "I" to talk about himself; he wants to show his individuality and personality. However, he does not use the performative verb "launching." Convincement appears to be the perlocutionary effect of this utterance. Additionally, he indicates the collaborative function based on the context and his way of speaking. This utterance shows a violation of the maxim of manner. He is neither brief nor clear.

6 CONCLUSIONS

This chapter summarizes the key findings and conclusions of the dissertation. It focuses on the limitations of this dissertation and gives recommendations for those who want to conduct similar studies. The conclusions and recommendations are derived from the results of the analysis done in the previous chapters. The thesis consisted of six (6) chapters. Chapter 1 introduced the thesis topic and the background of the study. Chapter 2 focused on the literature review, including the theoretical framework of the theory of speech acts and the previous studies conducted by different scholars. Chapter 3 described the methods and techniques used to collect and analyze data in the research. Chapter 4 emphasized the results of the study. Chapter 5 discussed the results. Chapter 6 will summarize the research questions, the hypotheses, the limitations of the dissertation, and the recommendations for further research.

6.1 Summary

This study highlighted some pragmatic functions of political speeches delivered by President Trump in election campaigns and during his presidency. Regarding the first research question, the analysis of 20 samples revealed that President Donald Trump's speeches were characterized by all types of speech acts. Commissives, representatives, and directive speech acts were favored to the remaining expressives and declarations (Kone, 2020). Also, the results of this study confirmed the first hypothesis; thus, President Trump used most commissive acts compared to other types during his election campaigns and while in office. He used commissive acts because he wanted to persuade the voters and change their beliefs (Ali & Al-Ahbabi, 2022). The most dominant commissive speech act that was used by President Trump was the act of promising. He sought to entice the American people's attention by promising them something that would make them happier, ultimately motivating them to support him in the presidential race (Megah & Soframi, 2020). Further, regarding the second research question, the results indicated that determination was the most frequent perlocutionary effect in Trump's speeches, followed by gratitude, encouragement, unity, confidence, convincement, unhappiness, compliment, respect, collaboration, sympathy, loss of confidence, prediction, and warning. He used "determination" to tell the audience that he has power to make changes and turn the nation's political events for the better (Okoro, 2017). In line with this, Trump wanted to influence voters to trust him to be the president (Gusthini, Sobarna, & Amalia, 2018). This result verified the second hypothesis that Donald Trump produces different perlocutionary effects in different places. Therefore, the results showed that Trump used different perlocutionary effects in different contexts such as rallies, interviews, debates, etc. Regarding the last research question, the results indicated that Trump used all types of Leech's functions. The most dominant one was the convivial function. The results of this study verified two out of three hypotheses. However, this study did not meet the third hypothesis related to Leech's functions. It is worth mentioning that President Trump used most convivial and collaborative functions. The least function of illocutionary speech acts was the conflictive function which made up 3.1% of the overall percentage.

In his speeches, he emphasized politeness and a strong sense of collectivism (Waya & Miracle, 2013) by using inclusive "we" in his utterances. In line with this, he wanted to show unity. Also, he used exclusive "we" to refer to his administration. On the other hand, he used the first

pronoun "I" to show his individuality, responsibility, and gratitude. He used the first person pronoun "I" to denote responsibility and willingness (Stănculete, 2019). This study observed the conversational maxims. President Trump frequently flouted Grice's maxims. The maxims of quality and quantity were generally violated by Trump (Gulbinskienė, Dubovičienė, & Lasauskienė, 2021). Also, there were instances where he violated the maxim of manner and relevance. Thus, he was neither brief nor clear. Further, the results revealed that in some utterances President Trump was clear, orderly, relevant, and truthful while delivering his remarks to the American people (Gulbinskienė, Dubovičienė, & Lasauskienė, 2021). The conclusions to be drawn from this dissertation is that illocutionary acts, perlocutionary effects, and illocutionary functions are possible in political discourse. However, it is suggested that the next dissertation not only examines the speech acts and functions in political speeches, but also the politeness principles of Brown and Levinson (Purba, 2022).

6.2 Limitations of the study

This study examined 20 speeches delivered by Trump during his two presidential campaigns and while serving as president. There were some limitations that the researcher could not avoid when conducting this dissertation. First, this study was limited to a small number of speeches. Having a greater number of speeches, including other politicians, would have resulted in more representative results. Second, the researcher did not examine whether the felicity conditions were present in Trump's speeches. Third, there were instances when the researcher struggled to understand what the speaker was trying to say, thus making it difficult to ascertain the intentions and functions of his speeches. However, the discourse context and physical context were very important in interpretation of illocutionary acts, perlocutionary effects, and functions (Akinkurolere, 2015). Fourth, this study did not examine his discourse in comparison to that of his opponents. Fifth, there were cases when Trump repeated some expressions in all his speeches. The researcher did not exclude them from the analysis; this might lead to redundancy and monotony. Trump's usage of repetitive words indicates that he primarily focused on actual issues concerning Americans, such as jobs, wealth, and borders (AlAfnan, 2022). Sixth, the researcher could not find studies on the perlocutionary effects of speech acts on the audience.

Ultimately, it should be mentioned that the results and interpretations of this study were conducted by the researcher, which could have a subjective and biased component to the results (Ahmad Kamil & Shamsul Bahrn, 2020). However, this study provided sufficient details about speech acts made by Donald Trump.

6.3 Recommendations for further studies

First, it would be useful for future studies to investigate speech acts used by politicians from different backgrounds and countries, such as American and Albanian politicians. This type of study can provide insight into the similarities and differences across cultures and help us understand how politicians communicate with the audience. Second, other researchers could use software to examine speeches delivered by politicians. Third, another way to study speech acts could be to observe each category of speech acts separately. This could provide sufficient details regarding each type in political discourse. Important too, is a study on speech acts which might include other elements such as body language, intonation, pauses, pitch, tone, etc. Thus, a pragmatic transcription could help researchers decode the implied intention and other prosodic elements in political speeches. These components play a key role in decoding the meaning or intention of an utterance. Additionally, further studies could examine speech acts in various situations other than politics. To sum up, for future studies, it is recommended a narrow study, which could shed light on problems which this study could not attempt to provide answers, such as political discourse in different cultures, different techniques for collecting and analyzing data, prosody, etc.

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