CHAPTER 1

INTRODUCTION

1.1   Background of the study

Lie and deception is one of the most common things that occur on entire histories of humanity. Everybody that exist on the earth (except the prophet Muhammed) can be guaranteed to lie at least once on their live. But, contrast on the fact that everybody lie, lie itself always considered as bad thing that should not be done based on morale, norm, or even law. However, despite all of this, people still lie because the perpetrator wants to hide the truth either it for good or for bad thing. By telling lies to the other parties, they hope to hide or change the truth by creating other tale. They do it to deceive another, or even deceive themselves.

The majority of lies which is told by people are not serious (Depaulo, 1996). Thus, by the time we aware of it, lying have become one of our inseparable daily life. Lie and deception is one of the most common things in humans' nature, but surprisingly, it is a really complex phenomenon. In fact, only few of human behavior that can be considered as paradox as lying. Because not all of the lies were intended to deceive the other or it has any ill-will in the first place, and with this line of reasoning, a lot of people feel not guilt about lying to another or even usually don't feel anything when they see other person lie to each other. One of the common example is the following

phenomenon: Parents always teach their children about honesty, but at the same time they don't really care about other person being lying.

In article "Two Lies Told by Children" (Freud, 1913), Freud emphasized that lies between children and parents are natural. Parents often tell lies so their children obey them. Certain motivational childhood lies were resulted by excessive love form their parents. These motivational lies happened unconsciously and does not correspond with ego or shame and regret, but purely by instinct that come when the circumstances calls for it. Freud made two requirements for this to happen: the error which cannot be confessed and the lies that cover it. Though its different from the focus of this thesis, we can safely say that Freud's requirement of lying, the error which cannot be confessed and the lies that cover it, is a basis for almost every lies.

Lying has long been a part of everyday life. We couldn't get through the day without being deceptive (Leonard Saxe, 1996). He also said that, though the society told us to always being honest to other, in reality the society also encourages us or even reward us for deception, though most of these are unintentional. He puts an example about the rewarding deceptions: when we late to work because of oversleep, it's better to tell the boss that "we stuck on traffic" rather than being honest. With this lie, we will receive less punishment and at the same time save our face from other coworker. Saxe also said that lies also have become integral in many profession, like lawyer who far-fetch theory to save his client and journalist who twisting the truth with the goal of attention.

In a study with the name *The Many Face of Lies* in 2004 by DePaulo, A lie can occur anytime we try to mislead someone. In her study, she found five categories of lies 1) their feeling and opinion, 2) their action, plan and whereabouts, 3) their knowledge, achievement, and failing, 4) explanation for their behavior, and 5) fact and personal possession. She also found two types of lies: the "self-centered" (lie for themselves) and "other-oriented" (lie for other persons). "self-centered" lies was used more than "other-oriented" which show that human mostly lies to save themselves. Most people won't feel any guilt from their lies unless it said lie can threaten their life (DePaulo, 2004)

The type of lies which we are going to analyze in this study is the serious lies which involve more risky strategies and more dangerous goal. One of the types of lie that used in this situation is the act of deceptive. Deception is a deliberate attempt to convince people about the fact that is not true (or false.) Goffman (1967) and Kowalski (1997) said that deception can be placed into *aversive interpersonal behavior* type of behavior. This kind of behavior include any kind of behavior where people feel "that doesn't appropriate" that they experience on a daily basis such as betrayal, lying, arrogant, and even complaining. This behavior also include negative feeling such as anger and hatred and deemed as an inappropriate behavior that cannot be accepted by society behavioral code.

According to Zuccerman *et.al* (1981) there are three factors that may influence cues to deception: 1) Emotional reactions. Ekman (1985) said that telling lies very often include one of three feelings: Fear of being found out,

3

guilt of being lying, or even excited of being able to fool someone. The types of feeling that will resurface depend on the experience, circumstance, and personality of the liar and might also able to influence the liar's behavior. 2) Cognitive load. Several factor may be able to add mental load more demanding for the liar than the honest. Inventing lies can put more burdens on mental state because the liar must invents a story and observe the listener if they found out about it, they also often need to create lies on the spot to support their story in case their lie been found out. This is why they often lets a slip of tongue, speech error, hesitation, slower speak, and wait longer when the other push them into the corner and/or they tried to give an answer. 3) Attempted behavioral control. The liar may realize that the other use their body language to judge them, so, they need to press their nervousness and put an honest and the most natural face as long as possible (Hocking and Leathers, 1980)

Although some of previous studies that related to deception analysis arrive at the conclusion that the liars tend to use fewer word to offer fewer details (DePaulo et al., 2003), however, recent studies and theories also prove that in other cases, liar also tends to include all kind of details and more word than when they tell the truth. Nunamaker, et al. (2004) offered three reasons: 1) the communication medium was indirect. Usually on text based communication such as letter or email. 2) Some liars may use additional discourse to provide reasons to back up their claims and arguments. 3) Whether the communication is a monologue or dialogue. Liars that engage on active

4

communication may use more word to convince their partner and reduce their suspicion.

Newman and Burgoon (2003) in his previous studies said that liars tends to use less of singular pronoun such as "I" and "me" because either lack of experience or desire to dissociate themselves from the lies that are being told and as result, they often or even will always use third-person pronoun such as "he" and "she". They also found in research of examine emotional state during deception that it suggest there are slight but consistent elevation of hate-speech and negative emotions such as "enemy," "Hate," "worthless" etc. which assumed as the liar feel guilty about lying and tends to use emotional expressiveness (both positive and negative) the last, the previous studies also said that the deceiver also particularly wary of using any distinction marker (for examples: "but," "Except," "without," etc.) that tells what happen in their story and what not because of fear getting caught in contradiction, because these words require the deceiver to be more specific and precise.

Dariusz Galasinski suggests there are three main strategies of deception which can be used during conversation: 1) falsification: the deceiver make the target think they are talking about the same thing while in fact they are not. 2) Distortion: the deceiver bends the truth and it doesn't mean they are lying. 3) Taking word of context. The deceiver pick some sentences that already presented and misrepresent it.

In 1996, Galasinski published an article about another act of deceptive category, an evasion act. As the name suggest, it's an evasive act where the liar tend or try to avoid answer the question, giving information, or even avoid to talk. They may also answer in ambiguity manner. With this action, the liar shows, or covertly shows, that they don't have any intention to be cooperative. However, Dariusz also said that in deception, evasion is not just about avoiding answer, but the deceiver needs to make their partner to not realize they are being evasive. This can be achieved by changing either the focus of the question, the context, or even both of it.

This study is going to analyze the way of deceptions in discourse and linguistic as the focus. The writer is going to use Dariuz Galasinski's theories of deceptions. Galasinski is a linguist that do discourse analysis. His research mainly focuses on two disciplines: linguistic and psychology, he is also one of the modern researchers which has published a lot of research journal and books since 1989 that related to linguistic and psychology. One of his famous book is the *The Language of Deception: a Discourse Analytic Study* which published on 2000 by *Thousand Oak: Sage* publisher. This study chose his book, *The Language of Deception: a Discourse Analytic Study,* as the base of its research. Theories in this book focus on discourse and linguistic analysis which is fit perfectly with the focus and corpus of this study.

The use of psychology, in this case, a deception theory, can also be used in literature, especially in a story which the main drive is to solve the unknown thing, and that is Mystery genre and its sub-genre, Detective novel. By solving

the unknown, its mean gathering clue, assumption, information, etc. Both from other people or from their circumstances and condition. Lots of mystery genre, especially detective genre, involve scene about people (or circumstances) give them wrong information, or even deliberately deceive them to hide the truth. So, the purpose of the story is about to find the truth which is hidden behind the mystery.

Mystery and its sub-genre, Detective genre are famous for their psychological game or mind game. However, both of their aim, world, even the way of narrating the story is different from each other. Mystery's fictional world tends to be excluded from the entire world, with its own rule and role, while Detective's fictional world tends to be more realistic and have a trait which is can affect or being affected by the real world.

Detective stories structures show that the reader will always be shown by a lot of possible outcomes and solutions since the beginning of the case. The reader would be forced on to situation where they need to find clue, lead, information, etc. This is one of the main rules and structure for detective novel. Then through the story, the author must reveal the conclusion that shows whether the tempting solution which shown at first are true or false. These uncertainties element in the structure or in the development in the stories action that heighten the "secret plot" or "plot twist" of the story. It is as if Detective novel is kind of giant puzzle in the form of fiction.

As the mentioned on paragraph above, detective genre more focus on psychological and mind games, which means it's mainly focus on relationship between each character. Because of it, detective genre more often focus on *Whodunit* (who done it A.K.A the culprit) and also take from more realistic approach. The greatest Detective novel often deals with moral accounting of "Hero" for his entire life or provides new perspective of value of battle between human and society.

The corpus which this study use is one of the famous detective novels written by Agatha Christie with the name is *The Murder of the Orient Express* which written in 1934. The novel has been published by different publisher from 1934 until now and has been awarded with many awards. This study chose this novel compare to another, because this novel specifically focus on deception act between characters. A lot of deceptions act from characters with different personalities and background make this novel a good choice to observe how deception act happen.

The novel tells a story about the famous detective, Detective Poirot, on his travel to Istanbul by train with the name "The Orient Express." But on the train, he found himself on another murder case with twelve passengers as suspect. The murder happened on a train with no way out, so the culprit must be one of them. On the entire novel, there is so little clues compare to normal case mystery, so Poirot have no other options except asking all the passenger one by one, which makes dialogues is the only way to find the truth.

By the time the mystery solved, it shows that among the thirteen passengers, everyone is a collaborator and twelve of them is the murderer. All passengers tried to help each other and everything are already planned, even most of the clues that Poirot found were intentionally put there to deceive him. But at the end of the story, when Poirot uncover the truth behind this incident, however, he decided to close the case and lies to protect the culprit.

The novel has been researched by various researchers under different studies and research questions. Some of them focus on character's behavior and their emotional state. In journal article "Revenge in Agatha Christie's Murder on the Orient Express" by Nur'Aisya Montoh, the researcher focuses on the emotional state of anger and revenge on each character in the novel. In journal article "Joseph Campbell's Monomyth in Agatha Christie's Novel Murder on the Orient Express" by Sri Rahmi Wahyuni (2018), the researcher focuses on how the characters "journey" in pursuit their goal affect their lives with the theory of Monomyth. In journal article "Murder on the Orient Express: The Mystery of Underperformance" by Charles D. Ellis (2012), CFA, the researcher made analysis about finance and data management with base of novel Murder of The Orient Express. In journal article "Murder on the Orient Express, A Literary and train journey from Istanbul to Europe" by Anna Madoeuf (2016), the researcher analyze the setting and time and how it affect the story and its symbolism, while the theory have been studied on *Everybody Lies: A discourse Analysis of Deceptions in TV Drama* House M.D. by Locky

LAW (2017). This paper tried to demonstrate the application of Dariusz Galasinsk's typology of deceptive strategies on TV drama, *House.M.D.*

Based on these previous studies, this study will focus on the gap which haven't studied before in the studies of the same corpus, and that is the act of deception. It will focus on the narrative and dialogue which indicates the act of deceive and being deceived.

1.2 Research Question

From the background that explained above, this study is trying to analyze and find the problem of the explanation as follow:

1. How does deception portray in The Murder of the Orient Express

1.3 Purpose of the study

The purpose of this study is to find and analyze deception act that portrayed in novel *The Murder of the Orient Express* based on Galasinski's theory of deceptions.

1.4 Significance of the study

The significance of the study is for people to learn about how deception happen, the reason, how much influence it have toward other people, and how people reacted to it. The writer also hope that this study would be useful for future related research.