

AN ANALYSIS OF SUGGESTIVE WORDS IN DERREN BROWN AND ROMY RAFAEL'S HYPNOSIS

Windy Citra Negara¹, Dwijani Ratnadewi², Armeria Wijaya³

English Department, Faculty of Teacher Training and Education,
Muhammadiyah University of Surabaya, windycitra91@gmail.com

ABSTRACT

This research is about an analysis of suggestive words that is used in Derren Brown and Romy Rafael's hypnosis. This study answers the problems related to the use of suggestive words in hypnosis. These problems are about the type of suggestive words used in hypnosis, the steps to use the suggestive words, the intended meaning of the suggestive words and the reason to use the suggestive words. This research applied descriptive qualitative method. Derren Brown and Romy Rafael used the suggestive words in the form of suggestion to imagine and suggestion to obey. The illocutionary acts proposed by Daniel Vanderveken is used as the main approach in determining the illocutionary acts, beside that Searle's approach of Speech acts is applied as the supporting theory. The result of the analysis is the suggestive words used by Derren Brown and Romy Rafael were in the form series of words. The series of words presented by Derren Brown and Romy Rafael as a hypnotist can be viewed from different angles depending on the mode of delivery used to change the context. By giving suggestion through a series of words, Derren Brown and Romy Rafael can make people do things that they consider unreasonable as driven by the subconscious mind.

Keywords: Suggestion, Act, Mind, Belief, Deception, Hypnosis, Pragmatics

Hypnosis is often found among our societies and the environment around us. Hypnosis which appears in today's society is used as entertainment as is done in some television programs and also by therapies available at the clinic of hypnotherapy. Hypnosis is an art of uttering messages to the people to make them easier to accept and continue it into an act as in messages uttered to them. So hypnosis itself focuses on the use of language that is used in the process of hypnosis as well as the use of language when giving suggestions in the hypnotic process to the listener.

The language used in hypnosis is suggestive language which is used to talk for giving input or opinions to the other person. *In hypnosis, suggestive language can be called as suggestion.* Suggestion can easily bring about an action, sensation or thought which is used to talk for giving input or opinion to the people. Here, suggestion is part of the manipulation art of speech that we can use to put our thought on. One of the ways to incorporate opinions is through suggestive words which is the form of series of words. Suggestive words is in the form of series of words that is used to make the utterance have a strength to drive people to do something. One of the forms to use suggestive words is shown in Derren Brown and Romy Rafael's hypnosis.

The researcher chooses to pick the suggestive word of Derren Brown and Romy Rafael because those two are known as popular hypnotist in their country, Indonesia and England. The researcher uses the suggestive words of Derren Brown and Romy Rafael not the others as the reference because both of them are public figure whose contribution and development in hypnosis was not for merely entertainment but also for daily life. Derren Brown dan Romy Rafael also took a part in introducing and teaching the application of suggestive words for some fields of society's life, such as in family and education. Finally, based on the background above, the researcher wants to give contribution to the analysis of suggestive words, especially in speech act theory and as far as his knowledge.

Review of Related Literature

Pragmatics is a part of the linguistic use in studying the ways to understand the intended meaning of an utterance. According to Yule (1996:3), pragmatics is concerned with the study of meaning that is conveyed by the speaker in communication to the hearer to be interpreted. Based on his statements, it uses to study the meaning of an utterance that utters by the speaker that use in conversation. Paltridge (2006: 53) states pragmatics as the study of meaning in relation to the social, situational and textual context in which a person is speaking or writing. From those statement the researcher concludes that pragmatics may be defined as the study of people's interaction by taking their social & cultural characteristic into consideration.

Types of utterances, Austin (1967:47) mentions two types of utterances in communication, performative and constative utterance. A constative utterance is an utterance which the verb is expressing something and the truth of the utterance can be proved. Performative utterance is not just an act of saying something but also an act of doing something. It used to form an action.

Context of situation is an important element in communication that occurs in conversation. According to Cutting's view as cited by Paltridge (2006:54), situational context is defined as the interpretation about information by knowing the situation at the time a communication occurs. From this statement, it can be concluded that the speaker and listener share their background information in understanding utterances in communication. According to Yule (2006:114) context is considered as a condition, at which background of the information occurred, that influences the interpretation of the expressions. Based on those statements, context can be concluded as something that can not be underestimated when people try to get the real meaning of the information.

Speech acts, a speech does not only have explicit meaning but also the implicit meaning. Implicit meaning can be seen from the actions taken by somebody when he speaks. According to Yule (1996: 47), Speech Acts are group of utterances with a single interactional function or it can be defined as an action performed via utterances like apology, complaint, promise, or request. Furthermore, Austin in Cutting (2002:15) states that the speech act is an act that appears when utter something. In general, speech acts are acts of communication that performed by saying something. Austin in Yule (1996: 48) mentions the types of speech act which is performed in a conversation, they are: locutionary, illocutionary, and perlocutionary act. : (1) Locutionary act is an act of how a person produces the utterance or to produce a meaningful linguistics expression actions. In the other words, locutionary act is the act of the speaker to produce an utterance. (2) Illocutionary acts is an utterance which has intended meaning when it utters, associated with anyone speak to whom, when, and where the speech acts performed. (3) Perlocutionary act is a speech acts that utters which intended to influence or cause the hearer to act or to do something.

Component to determine the illocutionary acts, according to Vanderveken (1990: 104), there are six components for determining an illocutionary act. First, illocutionary point used in understanding the presupposition in the utterance that utters to the hearer. In this speech uttered by the speaker and the content of speech is always connected with the fact. Then, mode of achievement is how speakers convey intent or purpose in his words. Next, the propositional content condition is the content of the speech uttered by the speaker. After that, preparation condition is a condition in which the speaker gave the presupposition that is expressed in his/her utterance. Then, sincerity condition is a condition that shows the mental state of the speaker in the propositional content. Lastly, degree of strength is used to know the mental state of the speaker in the sincerity condition has different levels of strength depending on the action that taken by the speaker. This can be interpreted if the level of force that generated by the speakers referred to as degree of strength.

Illocutionary acts, Yule (1996:48) states that illocutionary act is communicative purpose in the utterance that is performed in the communication. The illocutionary act in speech act itself has its classification. Basically, their classifications of illocutionary act in speech act are just the same. Declaration is a kind of illocutionary act which can change something by using utterance that is produced to design for a proposition that when the statement so that it is possible to be realized in different kind of situation. Then, representative is a state that binds the speaker to the truth of what is uttered. Next, expressive is a type of illocutionary act that states something that is felt by the speaker. Directive is a types of illocutionary acts that used by speakers to get someone else to do something. This type of speech act stating what the speaker desires. Lastly, commissive is an acts are understood by speakers to commit him/her utterance to the actions in the future.

Suggestive Mode. In providing suggestions on the subject during the process of hypnosis, there is a pattern of language that need to be considered in order to determine the success of the hypnotic process that occurs. Based on Wong & Hakim (2009:165), the hypnotic language patterns useful to conduct persuasive suggestions in an activity so that the goal can be achieved. The following are the principal of Suggestive Mode : (1) Client Language Preference when communicating with the subject, hypnotists must pay attention to the choice of words, language and phrases that will be accepted by the subject so that the subject is easy to accept and understand what is desired by the hypnotist. (2) The hypnotist must be able to establish an emotional nuances to make the process of hypnosis successful. (3) Repetition is done by using a combination of words which has the same meaning and repeated as necessary in order to reinforce the suggestions given in hypnosis proces. (4) At the time of forming a communication need to be given an indirect statement to make subject may receive suggestions given effectively at the moment by using words that relate to the present tense. (5) The use of the phrase or sentence addressed personally would be more easily accepted by the subject while guiding the hypnotized subject does something. As the use of the name of the greeting "subject name" and the word "you". (6) the use of utterance in progressive form when giving suggestion is necessary in order to help provide clarity suggestions given so easily understood by the subject. (7) Pacing-Leading is a technique to deliver an idea or suggestion that is reinforced by the fact. It is used to make the suggestion to be effective when used in persuasive communication as in hypnosis.

Method

This research is naturally descriptive qualitative. Through qualitative research the researcher can identify the subject and feel what they experience in daily life. According to this definition of qualitative research produces descriptive data so that a detailed study of a phenomenon.

Descriptive qualitative is a procedure of the research that uses descriptive data in the form of words written or spoken of the people and actors that can be observed. Creswell (2009:1) defined qualitative approach as a process of inquiry to understand the social issues or human problem based on a interpretations of the data that formed in scientific background with a detail information.

The source of the data is the video of Derren Brown and Romy Rafael which is taken from youtube. The data of the research is word or utterance that contains suggestive words which have intended meaning that occurs in the process of hypnosis.

Analysis and Discussion

In hypnosis, Derren Brown and Romy Rafael use suggestive words to make the hearers imagine and obey all their suggestion which is delivered to the hearers. The suggestive words used by Derren Brown and Romy Rafael is used to make the suggestions have a power. In providing or submitting suggestions Derren Brown and Romy Rafael have their own way and steps of to ensure that the hearers can receive their suggestions well, so they can prepare the hearers to enter the hypnotic state in relax and comfortable condition. They use some techniques in delivering suggestion in their hypnosis such as suggestion to imagine that is used to make the hearers imagine something as suggestion given and suggestion to obey that is used to make the hearers obey all suggestion given. Here are the suggestive words that is used by Derren Brown and Romy Rafael which is used in their suggestion to imagine and suggestion to obey.

Suggestion to Imagine

DB2

- 1 I want to transmit you the identity of
- 2 this card..don't try to guess what it is..
- 3 just wait and you'll get it.. make the
- 4 color bright and vivid screen in your
- 5 mind. and in the screen there is a little
- 6 number.. low down on the corner, at
- 7 the bottom and up at the top like that
- 8 and the things down the middle the
- 9 bum bumbum down the centre, picture
- 10 it. and you got it.

The suggestive words in DB2 are “transmit”, “try”, “make”, “there is” and “picture”. It can be seen that the suggestive words are used as verb and statement in the utterance. As in DB2 line 1 “I want to transmit you the identity of this card” then the utterance in DB2 line 1 to 2 “don't try to guess what it is”, and the utterance in DB2 line 2 “make the color bright and vivid screen in your mind” and also the utterance in DB2 line 10 “picture it, and you got it”, it can be stated that the following utterances used the suggestive words as the verb. In the the utterance in DB2 line 5 to 6 “there is a little number”, this utterance are used as the adverb in an utterance of suggestive words.

The lexical choice of the performative utterance affects the speech act of ordering the hearers to do something when they got the information from the suggestion. The illocutionary point of suggestive words that was used by Derren Brown was in DB2 line 1 to 2 “I want to transmit you the identity of this card”.It means that he wants the hearers to do something that is given by listening and focusing to him. Suggestive words uttered by Derren Brown DB2 line 2 “don't try to guess what it is, just wait and you'll get it” are in commissive form which is used as “promising” in the utterance as stated by Mey in Cutting (2002:17). It can be seen in the words “you'll get it” illustrate that the speaker promises the hearers that they will get the information which conveyed in the suggestion.

In DB2 line 2, the utterance “don't try to guess what it is” here is in the form of a negative suggestion. It is used by Derren Brown intentionally to make the hearers be more focus to his suggestion. This kind of suggestion is used by him intendto make the hearers guess what he wanted to do. The utterance in line 2is considered as the preparatory condition. The preparatory condition, as syated by Vanderveken (1990:104) is used as the way to deliver the presupposition to the hearer which is used to make the hearers prepare and listen all his suggestion. In the suggestive words in DB2 line 3 to 4, the utterance “make the color bright and vivid screen in your mind” is also used as a mode of achievement which is clarified the previous utterance in line 2. Mode of achievement can be obtained when the hearer clearly understand the utterance and expressed it into action, as stated by

Vanderveken (1990:104). In this suggestion mode of achievement is used to make all his suggestions can be accepted by the hearers easily.

The illocutionary acts of DB2 line 3 to 4 “make the color bright” is requesting the hearers in imagining something. It has the meaning that Derren Brown asked the hearers to imagine a card as clearly as possible and, indirectly, he wanted to the hearers to imagine something which has a bright color and eliminate every card which has a dark color. This utterance is proportional content condition as stated by Vanderveken (1990:104) because it is shown the content of the utterance which is used to make the hearers understand the suggestion. In line 4, the word “vivid screen” that was said by him while he made a shape like a diamond using his hands here has changed the context of situation. The situational context interpreted the meaning of the information in the utterance as stated by Paltridge (2006:54). This context affects the speech acts which are intended to make the hearers unconsciously imagined something that have a shape like a diamond. The utterances that are used by Derren Brown in his suggestion are in the form of present tense as stated by Wong & Hakim (2009:165). It could be seen in DB2 line 1 and line 2 “I want to transmit you the identity of this card..don't try to guess what it is” which is used to make the hearers receive suggestion effectively at the moment.

The illocutionary acts in DB2 line 5 to 6 the utterance “and in the screen there is a little number” is in the form of representative that means “claiming” as stated by Mey in Cutting (2002:17). This suggestive words claim the fact of the number of the card. The utterance “there is little number” illustrates the hearers mind that all the cards have little number. This utterance has an intended meaning that Derren Brown asked the hearer to think and imagine the identity of the card which has little number in it. From this, the context situation was changed because there is an interpretation about information by knowing the situation at the time a communication occurs as in Paltridge (2006:54). It could be seen that the context of the hearers mind was under Derren Brown’s suggestion. The situation that was experienced by the people was that they were asked to imagine a card but unconsciously they imagined a card as Derren Brown wanted.

The illocutionary acts in DB2 line 4 “low down on the corner, at the bottom and up at the top like that and the things down the middle” indirectly sent and show the number of the card to the hearers mind that indicated one at the bottom, one at the top and one in the middle. The degree of strength of sincerity condition, as stated by Vanderveken (1990:104), shown the strong desire to make the utterance more understandable. It is shown in line 3 to 4 “make the color bright and vivid screen in your mind.” In this utterance, the speaker’s requests the hearers to imagine the card. In making this suggestive words have a high strength, the speaker gave a clarity in every suggestive words. The clarity in the suggestive words is clarified by the words in line 9 “the bum bum bum down the centre”. The word “bum” is used to illustrate the number of the card. This word was said three times which shown the number of the card is “three”. Based on DB2 line 5 to 10, It was considered that the utterances were used to support the previous utterance which is shown the sincerity condition, as stated by Vanderveken (1990:104), because Derren Brown made sure the hearer by giving clarity in his suggestion to make sure that the hearers receive the message as he delivers.

4.2 Suggestion to obey

RR2

- 1 *lihat disekeliling anda pemandangan*
- 2 *yang indah sekali, nikmati pemandangan*
- 3 *itu selama anda ada di kereta ini.. lihat*
- 4 *orang-orang yang ada di gerbong di*
- 5 *kereta anda dan tanpa alasan yang jelas,*
- 6 *tiket kereta anda hilang dari saku anda.*
- 7 *rasakan perasaan panik anda karena*
- 8 *sesaat lagi kondektur akan memeriksa*
- 9 *tiket anda. anda periksa, anda cari tiket*
- 10 *anda di saku anda, saku celana anda,*
- 11 *tiketnya hilang dari situ.*
- 12

(Look the beautiful scenery around you, enjoy the scenery while you are on this train.. Look the people in the carriage of your train and for no apparent reason, your train ticket is lost from your pocket. Feel a sense of your panic because shortly conductor will check your ticket. Check, you are search your ticket in your pocket, your pants pocket, the ticket is lost from there.)

The suggestive words in RR2 are “*lihat*” (look), “*nikmati*” (enjoy), “*alasan*” (reason), “*rasakan*” (feel), “*periksa*” (check) and “*cari*” (search) act as the use of verb and noun in the utterance of suggestive words. The words in RR2 line 1 “*lihat disekeliling anda pemandangan yang indah sekali*” (Look the beautiful scenery around you), in RR2 line 2 to 3 “*nikmati pemandangan itu selama anda ada di kereta ini*” (enjoy the scenery while you are on this train), in RR2 line 7 “*rasakan perasaan panik anda*” (Feel a sense of your panic), in RR2 line 10 “*anda*

periksa, anda cari tiket anda di saku anda” (check, you are search your ticket in your pocket) are used as the verb in the utterance. Next, the words in RR2 line 6 “*dan tanpa alasan yang jelas*” (and for no apparent reason) are used as the adverb in an utterance of Romy’s suggestive words.

In line 1 Romy states “*lihat disekeliling anda*” (Look the around you). His suggestion is in the form of performative utterance. This kind of performative utterance is used to get the hearers to represent the utterance into action. The lexical choice of the performative utterance affects the speech act of ordering to obey the suggestion. The illocutionary point that is used in RR2 line 1 to 2 is in directive form. It is used to give command to the hearers and it can be seen in RR2 line 1 the word “*lihat*” (look) in utterance “*lihat disekeliling anda pemandangan yang indah sekali*” (Look the beautiful scenery around you) and in utterance in RR2 line 4 to 5 “*lihat orang-orang yang ada di gerbong di kereta anda*” (Look the people in the carriage of your train). This utterance means that Romy asked the hearer to do something and obey all his suggestion to make the hypnosis run well. The utterance that is used in RR2 line 1 and 2 was considered as a preparatory condition as in Vanderveken (1990:104), that is used to give the presupposition that is shown in the utterance. The illocutionary acts of these utterance has intended meaning to the hearer to obey the suggestion by looking the beautiful scenery around them and enjoy it. To achieve that purpose, the speech act is given to command the hearer to do something. The utterance that is used by Romy in his suggestion is using repetition. As stated by Wong & Hakim (2009:165) repetition is used to make the utterance clearer and understandable to achieve by the hearer. The repetition of the word “*lihat*” (look) in line 1 and 2 illustrates that the speaker gives command to the hearer to obey by looking to something. In line 1 and 2 the utterance “*lihat disekeliling anda*” (Look at around you) and “*lihat orang-orang yang ada di gerbong*” (Look the people in the carriage) was acted as the mode of achievement, as stated by Vanderveken (1990:104), because it is used as the conditions on the way the speech acts are satisfied to achieve the propositional content condition in making the hearers obey his command.

The utterance in RR2 line 6 “*dan tanpa alasan yang jelas, tiket kereta anda hilang dari saku anda*” (and for no apparent reason, your train ticket is lost from your pocket) was in the form of commissive illocutionary acts, as stated by Mey in Cutting (2002:17), because it is used by Romy to commit his utterance into the action that is performed by the hearers in the future and affect the context of situation in the utterance. The illocutionary acts in the utterance in line 6 “*dan tanpa alasan yang jelas*” (and for no apparent reason) has intended meaning to the hearer that there is no reason to deny his suggestion and they will believe and obey whatever Romy said to them as a real in their condition. In his suggestion it can be considered as the context of situation, as stated by Yule (2006:114), because in this utterance the hearers got the real meaning from the interpretation of the information. This context makes the hearers believe if they have a train ticket and now their ticket was not in their pocket. The utterance in RR2 line 7 to 8 “*rasakan perasaan panik anda karena sesaat lagi kondektur akan memeriksa tiket anda*” (Feel a sense of your panic because shortly conductor will check your ticket) is considered as expressive illocutionary act. It can be seen after Romy made the hearers express the statements that are used to make the hearers believe that their ticket has lost from their pocket and he stated that the conductor will come and check the ticket. The word “*rasakan*” (feel) illustrates that the speaker requests to the hearer to feel and express something. The utterance in line 7 to 8 was acted as sincerity condition, as stated by Vanderveken (1990:104), because it shown the mental state of the speaker to utter his utterance to make the hearers presume the utterance was real. It could be seen that later he asked the hearers to express the sense of feeling panic and said the conductor will check it so it changed the feeling of the hearers from normal to panic.

At this point of view, the suggestion that is given by Romy here had a high strength because the sincerity condition of speech acts is used to show degree of strength, as stated by Vanderveken (1990:104), because it has strong desire in requesting the hearers to obey his suggestion. The degree of strength that is used by Romy in his suggestive words was able to be seen when Romy used repetition. The use of repetition as stated by Wong & Hakim (2009:165) is used to make the suggestion can be received by the hearers effectively. It could be seen that the word “*lihat*” (look) gives stress in the utterance and makes sure that the hearers obey his suggestion. The suggestive words in RR2 line 10 to 11 “*anda periksa, anda cari tiket anda di saku anda, saku celana anda, tiketnya hilang dari situ.*” (check it, you search your ticket in your pocket, your pants pocket, the ticket is lost from there) here was used to strengthen the suggestion that is given previously. The words are used to make the hearers really feel more panic and really feel that the hearers lost their train ticket. The words “*periksa*” (check) and “*cari*” (search) illustrate that the speaker gives a command to the hearers to obey his suggestion. As stated by Wong & Hakim (2009:165), to make the suggestion is received by the hearer effectively at the time the suggestion uttered, Romy is used his suggestion in the form of present tense.

Discussion

The analysis of suggestive words that is used by Derren Brown dan Romy Rafael through hypnosis, suggestive words have many benefits which is related to communication. Suggestive words can be used to give direction and even hope to the listeners so that the listeners are willing to follow and obey what the speaker wants with pleasure. The use of suggestive words has usage in the daily life and can be applied in various fields of job.

By using suggestive words, it is able to make the listeners feel not being ordered to do what the suggestion says. Indirectly, it also gives direction to the hearers to follow what is being suggested. As the result of those factors, it can be stated that suggestive words should exist and able to be applied in communication so that the speaker's wish in delivering what is needed is understandable easily.

Conclusion

Based on the foregoing analysis, the suggestive words that are used by Derren Brown and Romy Rafael were in the form series of words. These series of words presented by Derren Brown and Romy Rafael as hypnotist are used to make people do things that they consider unreasonable to be driven by the subconscious mind. can be viewed from different angles depending. In giving suggestion they intent to get the hearer obey by giving command or request to the hearer. Based on the mode of delivery which is used to change the context, they uttered some suggestions to make the hearers imagine and obey something as suggestion given by the speaker. It can be concluded that the suggestive words have a power to drive the hearers to follow all suggestion given. In making the suggestive words to have power, Derren Brown and Romy Rafael used repetition and pacing leading technique in their hypnosis at the time they delivered the suggestion to make the utterance clearly and understandable by inserting idea to clarify their suggestion. In delivering the suggestion, the utterance are in the form of present tense and progressive by conveying suggestion step by step that is used to make the hearer easier to receive and obey the suggestion effectively. Derren Brown and Romy Rafael use suggestive words in hypnosis that is used for sending a message and obey commands or request that is conveyed when giving suggestion.

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