

REFERENCES

- Anugerah, Dhea. (2017). *Politeness as Persuasive Tactics in Therapeutic Communication by Health Care Professional in Extreme Movie of 2016*. Unpublished Thesis. Jenderal Soedirman University: Indonesia.
- Arikunto, S. (2009). *Prosedur Penelitian Sastra Pendekatan Praktik (edisi revisi)*. Jakarta: Rineka Cipta.
- Austin, J. L. (1962). *How to Do Things with Words*. Oxford: Oxford University Press
- Creswell, John W. (2007). *Qualitative Inquiry and research design, second edition*. California: Sage Publication.
- Halliday, MAK., & Hasan, Ruqaiya. (1992). *Bahasa, Konteks, dan Text: Aspek Bahasa dalam Pandangan Semiotik Social*. Yogyakarta: Gadjah Mada University Press.
- Khalida, Meghaouri. (2013). *The Use of Personification in George Orwell's Novel Animal Farm*. Unpublished Thesis, Kasdi Marbah University: Ouargla.
- Leech, Geoffrey. (1983). *Principles of Pragmatics*. London: Longman.
- Lambert, Vickie A., & Lambert, Clinton E. (2012). *Qualitative Descriptive Research: An Acceptable Design*. Pacific Rim International Journal of Nursing Research, Vol.16 no.4.
- Mey, Jacob. L. (1994). *Pragmatics: an Introduction*. London: Basil Blackwell.
- Orwell, George. (1993). *Animal Farm*. London: David Campbell Publishers.
- Rank, Huge. (1991). *The Pitch*. Bloomington: Indiana.
- Simons, Herbert W. (1976). *Persuasion*. New York: Newberry Award Records.
- Stalnaker, R. C. (1999). *Context and Content: (1st Edition)*. Oxford: Oxford University Press.
- Sugiyono. (2009). *Metode Penelitian Kuantitatif, Kualitatif dan R & D*. Bandung: Alfabeta.
- Syarif, Syukri. (2012). *An Analysis of Metaphor in The Novel Animal Farm*. Unpublished Thesis. Andalas University: Indonesia.
- Wiersma, W. (1995). *Research Method in Education: An introduction: (6th Edition)*. Boston: Allyn and Bacon.

Yule, Goerge. (1996). *Pragmatics*. Oxford: Oxford University.

Internet Sources

“George Orwell (1903 -1950)” retrieved from

http://www.bbc.co.uk/history/historic_figures/orwell_george.shtml, July 15, 2017,

“George Orwell, Journalist, Author (1903 -1950)” retrieved from

<https://www.biography.com/people/george-orwell-9429833>, October 20, 2017.

