

## **Chapter 3**

### **Research Methodology**

This chapter discusses the research methodology used in the study. It provides the description about the way the study is carried out and how the data are collected and analyzed. It covers research design, object of the study, source of the data, techniques of data collection and data analysis.

#### **3.1 Research Design**

Based on the two research questions which are mentioned in Chapter I, the study employs qualitative research design by using descriptive and identification method. Miles and Huberman (1984) maintain that the data in qualitative research design appears in the form of word rather than in number. So, there is only simple statistics result. The simple statistic result is contained in the table of cohesive device examples as t – unit frequency and the total of t – unit frequency. These simple statistic results do not play the main role in answering the research questions. It only supports the percentage of cohesive patterns used in the legal contract. This function exists, because the cohesive pattern used in the legal contract and the representation of the legal contract is not influenced by the statistic results. Moreover, qualitative research tends to be a research design describing the data in descriptive form that consists of utterance, written data, or human behavior (Bogdan and Taylor, 1992).

To support qualitative research design, the descriptive and identification method are employed in this study. The descriptive method attempts to describe and discover the data, in this case is cohesive devices. Sowell and Casey (2009) state that descriptive method is the method when the data are gathered from existing situation, then, the data interpreted without manipulating the data. The study uses the descriptive method because it describes and interprets the data in the form of descriptions.

Moreover, the use of identification method means that the study tries to identify the data or the items to the information sources or the theoretical foundation related to the study. Liles (1985) states that the identification method assists the researcher to identify which data or items fell into what categories based on the theoretical foundation.

### **3.2 The Sample of the Data**

Arikunto (2002:107) identifies that source of the data in a research is the subject where the data are achieved from. The source plays an important role that should be available because the study uses document analysis in conducting the data, the source of the data is the document itself, in this case is only one legal contract. The legal contract was obtained from private company in Bandung. It was made in June 20, 2010 and the title of the legal contract is procurement agreement. It contains of 103 pages which divided into 15 parts and 2495 lines. This legal contract describes the purchase by first party (client) of delivery,

supply, installation, testing, commissioning and integration of second party (private company) about the equipment and equipment related to service.

The study takes the sample which was analyzed using the patterns of cohesion by identifying each type of cohesion devices. The result of identification represents the legal contract itself.

By using the sample, the study needs to analyze all of the four primaries of cohesion categories because every element of these cohesive markers has their own characteristic. If the study only takes some of the cohesive devices, the analyzed sample can not achieve the patterns of cohesion.

The amount of four primary cohesion categories influences the representation of the legal contract. The higher number of cohesive markers, the better patterns of cohesion in achieving the unity of texture.

### **3.3 The Technique of Data Collection**

The study conducts the data using document analysis. The word data refers to the facts that any certain situations are afforded or given to an observer (Leedy, 1980). Data can be categorized into two types: 1) historical data, written documentations and report of the past happenings or events, 2) literary or critical data, literary production. The data are taken from written document. In line with it, the data in this study are literary or critical data which are taken from the written legal contract.

The legal contract which is in English has 15 parts, 103 pages and 2495 lines. The study provides some techniques in collecting the data:

- a. Read the entire transcript as a whole before identifying the cohesive devices.
- b. Read each T-unit/sentence separately as a complete unit
- c. Examine each T-unit/sentence in isolation from the transcript and assigned to one of the four categories of cohesive devices.
- d. Identify which T-units fell into what categories: references (homophoric, exophoric, and endohoric), lexical cohesion (reiteration and collocation), conjunction (additive, comparative, temporal and consequential), substitution and ellipsis
- e. Display the result in the form of table with each type of four primary cohesion categories and the amount of column depends on its subcategories.
- f. Analyze the legal contract by using the four categories of cohesive devices.

### **3.4 The Technique of Data Analysis**

This part is essential in doing the research. This part contains the way data are analyzed. The data itself (Hart, 2008) refers to important things to answer the research questions.

Relevant to research question above, the first thing to do is to examine the raw data. The patterns of cohesion used in legal contract are identified by the cohesive devices which were classified into four primary cohesion categories.

The study based on Halliday and Hassan's theory (1976): reference, lexical cohesion, conjunction, substitution and ellipsis.

Referring to the second question, the next step is to analyze each type of cohesive markers. The analysis focuses on the way how patterns of cohesion represent the legal contract based on Paltridge (2006).

To help the readers comprehend the findings, the data are presented using a table with each type of four primary cohesion categories (Liles, 1985). In findings, the data are categorized based on their functions, each data is displayed in the form of table. Each cohesive marker has their own table and the number of column is influenced by the subcategories as follows:

1. Reference
  - 1.1. Homophoric
  - 1.2. Exophoric
  - 1.3. Endophoric
    - 1.3.1. Anaphoric
    - 1.3.2. Cataphoric
2. Lexical cohesion
  - 2.1. Reiteration
    - 2.1.1. Repetition
    - 2.1.2. Synonymy
    - 2.1.3. Antonymy
    - 2.1.4. Hyponymy
    - 2.1.5. Meronymy
  - 2.2. Collocation
3. Conjunction

- 3.1. Additive
- 3.2. Comparative
- 3.3. Temporal
- 3.4. Consequential
- 4. Substitution and Ellipsis
  - 4.1. Substitution
  - 4.2. Ellipsis

The following is the sample analysis:

1. , a company duly organized and existing under the laws of the Republic of
2. Indonesia, having its principal office at ..., for the purpose of this
3. Agreement duly represented by, (hereinafter referred to as “**ABC**”); and
4. , a company duly organized and existing under the laws of the Republic of
5. Indonesia, having its principal office ..., for the purpose of this Agreement
6. duly represented by, (hereinafter referred to as “**the Contractor**”).

Liles (1985) defined cohesive devices as an element whose meaning cannot be adequately interpreted by the listener or reader and the listener or reader must search outside that sentence for the completed meaning. Thus, if an element referred to information that was located within the same sentence, this was not judged to be cohesive devices. The cohesive devices coded included four primary categories reference, lexical cohesion, conjunction, and substitution and ellipsis (Halliday & Hassan, 1976).

Procedures outlined in Liles served as the coding protocol. Liles procedures allowed for coders to read the entire transcript as a whole before identifying the cohesive devices. The coder then read each T-unit/sentence separately as a complete unit before identifying the element that marked cohesion

(i.e., reference [homophoric, exophoric and endophoric], lexical cohesion [reiteration and collocation], conjunction [additive, comparative, temporal and consequential] and substitution and ellipsis.

The coders who completed this task used the version of the transcript that numbered each T-unit automatically during printouts of the transcript. Once a coder was able to examine each T-unit in isolation from the transcript, cohesion devices were assigned to one of the four categories. An additional form was created to examine the four categories (See Table. 3.1):

Reference summary

Homophoric reference		
T – unit frequency	Line	Reference
2	1 and 4	The laws
2	1 and 4	The Republic of Indonesia
2	2 and 5	The purpose
1	6	The contractor
Total t – unit frequency		7

Exophoric reference		
T – unit frequency	Line	Reference
2	2 and 5	This (agreement)



Total t – unit frequency	2
--------------------------	---

Endophoric (anaphoric) reference		
T – unit frequency	Line	Reference
2	2 and 5	Its (a company)
Total t – unit frequency		2

Lexical cohesion summary

Reiteration (repetition) lexical cohesion		
T – unit frequency	Line	Repetition
2	1 and 4	Organize (organized)
2	1 and 4	Exist (existing)
2	3 and 6	Present (represented)
Total t – unit frequency		6

Reiteration (meronymy) lexical cohesion		
T – unit frequency	Line	Meronymy
1	3 - 6	ABC – The contractor (parties)
Total t – unit frequency		1



Conjunction summary

Additive conjunction		
T – unit frequency	Line	Conjunction
3	1, 3 and 4	And (addition)
Total t – unit frequency		3

Frequencies for the four different types of cohesive devices and their subcategories were tabulated (See Table. 3.2)

Table. 3.2 The occurrence of cohesive devices

Cohesion devices	Occurrence	Percentages
Reference	11	52.38%
Lexical cohesion	7	33.33%
Conjunction	3	14.29%
Substitution & Ellipsis	0	0%
Total	21	100%

The following is the display of the occurrence of cohesive devices used by the author in the form of chart

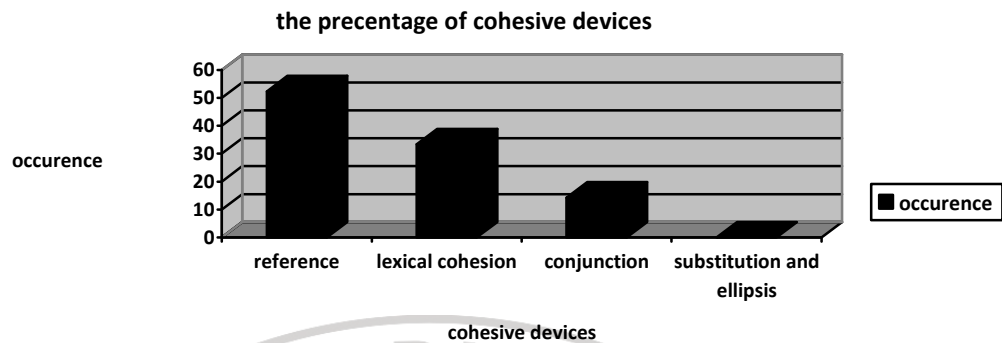


Figure 3.1.

Finally, the kind of patterns cohesion was used to represent the short story.

The representation:

In the sample analysis, there were three incidences different homophoric examples and seven incidences total of t – unit frequency. For example, in line 1 and 4, “the laws” is retrieved by the background knowledge of the readers. Also in line 1 and 4, the reference “the Republic of Indonesia”, the reader knows from their background knowledge ‘which’ republic of Indonesia is being referred to in the sample analysis. There were also an exophoric example and two incidences the total of t – unit frequency. In line 2 and 5, “this” refers outside the text, the reader clearly knows what agreement is being referred to in this sample analysis. There were only two incidences of different anaphoric examples and the total of t – unit frequency. In line 2 and 5, “its” refers back to a company used earlier in the sample text.

In the table 3.1, there were three incidences of different repetition example and six incidences of total t – unit frequency. In line 1 – 6, “organized”, “existing”

and “represented” exploit the readers’ understanding of the function of agreement in the sample text. There were also an example of meronymy and this relationship represented as the relationship between “ABC” and “The Contractor” in relation to the item “parties”, “ABC” and “the Contractor” are co – meronyms of the super ordinate item “parties”.

In the sample text, there were three frequencies of conjunction example. For example, in line 1, 3 and 4, “and” links back directly in order to draw o the notion of addition in a positive sense.

In table 3.2 and figure 3.1, there were only 14.29% incidences of conjunction examples used in the sample text. Though conjunction functions extremely well to create cohesion in text, it was not used very often in this sample text. There were also 33.33% incidences of lexical cohesion examples. Although the form of repetition is slightly different, it will be clear that such repetition is still referring to the same passage. Thus, the use of repetition exploits the readers’ understanding of the agreement function in the sample text. The relationship of meronymy is extremely complex and depends on a specialized knowledge of “ABC” and “the Contractor” is being discussed, without which it could be hard to make complete sense of the sample text this analysis is drawn from. In the figure above, it also shows that there were 52.38% incidences of reference examples. Once a company of the sample text has been mentioned, the reader will be able to work out in the use of “its” further on in the sample text. The reader also knows, from outside the sample text, what agreement is referring to. Overall, the widely employed homophoric in the sample text represents that the text is written

intentionally for reader who related directly to the sample text, this phenomenon existed because homophoric reference is only known and understood by people with certain background knowledge.

