CHAPTER IV

FINDINGS AND DISCUSSIONS

This research will discuss about the influence of social environment to the main characters behaviors. The main characters that will be analyzed are taken from two short stories. The two short stories are *"Manhattan Dreaming"* by Anita Heiss, and *"You Can Change Your Life"* by Toni Jordan.

4.1 Anita Heiss's short story *"Manhattan Dreaming"*

"*Manhattan Dreaming"* is a story about young curator, named; Lauren who gets a great chance from Emma to attend the fellowship in New York. This fellowship is a great chance especially for a young curator like Lauren. The fact can be shown on the quotation below:

> 'Interesting? Lauren, it's the chance of a lifetime for a young curator! I want to nominate you for it. I think you'd be perfect.' Emma smiled the hugest, widest grin, showing off her perfectly straight teeth. (*Manhattan Dreaming, 2009*: 200)

Emma offers the fellowship to Lauren as a young curator to attend it. Emma says "it's the chance of a lifetime for a young curator!" it is implied that this chance probably would not come again. So, as a young curator, Lauren is a lucky person because she gets that chance, but, Lauren chooses to consider about that offer.

Actually, Lauren has some reasons to consider the offer. The fellowship will be held in America, and she does not want to go there because that is so far from Australia. The distance's problem is one of the reasons from Lauren to consider it. 'Me? But it's in New York. That's in America. And America is so far away, from everything and everyone!' (*Manhattan Dreaming*, *2009*: 200)

Lauren does not think that moving to America is good for her because it is so far from everything and everyone that she loves. Also, she does not want to leave people that she knows. Lauren is worried about the new environment in America because there is no one that she knows. It explains that she actually prefers to stay in Australia than in America.

From the Laurent's statement above, Emma knows that Lauren is not interested with the offer. So, Emma tries to give Lauren more explanation about the offer as follow:

> 'I don't think you understand what 'm offering you,' Emma said. 'Seriously, this is a dream opportunity. You'd get the chance to network with other curators internationally and work with Native American artists from across the Americas. (*Manhattan Dreaming*, *2009*: 200)

Emma tells that the fellowship is giving the advantage to Lauren if she takes it. Emma would say that it is a chance for Lauren to make network with other curator and American artists. Besides, the other advantages that she will get if she takes the offer. The other advantages have been explained by Emma as follow:

> ‘This fellowship would look sensational on your CV, Lauren.’ Emma sat down again and eyeballed me across the desk. ‘You’ll be in a stronger position when you return to Australia having had this experience.’(*Manhattan Dreaming, 2009*: 201)

Regarding to the explanation above, Emma tries to give the other advantages of the fellowship so that Lauren would take the offer. Emma explains to Lauren if she attends the fellowship, she will get the new experience that can give her stronger position after she returns from the fellowship, in addition, it will be added into her CV. Generally, as workers, they want a stronger position in their carriers and they will take a chance that gives them stronger position.

Both of the statements from Emma above are the stimuli for Lauren to accept the offer. Although Lauren thinks that America is so far, Emma gives the explanation that America gives the advantages for Lauren that maybe she cannot get in Australia. The advantages which can be gained by going to America not only give her a chance to create network with other international curators and American artists, but also after she returns from America, the stronger position will be gained by her. The stimulus from Emma is a conditioned stimulus. According to Suwardi (2008: 57) conditioned stimulus is the stimulus which is created by a person to another and it will result a behavior.

Even Emma has explained the advantages of the offer, but, actually Lauren is still uninterested with it. Her response is illustrated in the following quotation:

> I knew Emma was right, and she knew I wanted to go as far as possible in the art world, that I had my sights set on being the director of the NAG one day. But I knew I had plenty of time to work my way up the ranks, because Emma wasn’t going anywhere for a while.

> I moved to the edge of my seat and leant forward. 'I know it's a fantastic opportunity-it's just that-well, it's America. I like it here, even with the miserable weather. It's my second home.' (*Manhattan Dreaming, 2009*: 201-202)

By saying "But I knew I had plenty of time to work my way up the ranks" means that Lauren has much time to get the stronger position or to make network with other curator and American artists though the fellowship is a great chance for curator like her. Also, it becomes a reason from Lauren why she is not interested in take the offer. Based on Kelman (1958: 53) there are three different process of social influence, Lauren is in the phase of compliance that is when an individual is influenced by another person or group but it is not change the belief, thought, and attitude. Basically, Lauren is in the compliance process; she gets the stimulus from Emma but she is still on her decision that she is not interested about the offer.

Lauren does not want to move because she feels comfortable in Australia and it is like her second home, as shown in the quotation bellow:

> 'To be honest, I like what's here. I'm not unhappy living in Canberra.' I had always felt I belonged in the ACT because my mob was all around me – in Canberra, Goulburn, Queanbeyan and just down the road in Wagga Wagga.
> (*Manhattan Dreaming, 2009* : 202)

The quotation shows that Lauren really feels comfortable in Canberra and does not want to move to America. Because, all her friends stay in Australia, so she prefers to still live in Australia.

Besides getting the stimulus from Emma, Lauren gets the other stimulus from her friends. Basically, they support Lauren to take the offer. At the first, Lauren worries that there are too many people that will be disappointed by her if she goes to America. As a friend, Libby gives her explanation that Lauren is not disappointing anyone if she takes the offer; it is shown in the following quotation:

> Libby plonked herself on the corner of my desk. 'You won't be letting anyone down-unless you don't go, and then you'll be letting us all down, including yourself.' (*Manhattan Dreaming, 2009*: 204)

Libby tells that Lauren's perception is wrong. Lauren thinks that she will let people down, whereas, Libby thinks that Lauren will let people down if she does not take the offer. Libby tries to open up Lauren's mind up about the offer. Libby does not believe why Lauren could think like that. Libby knows that all of Lauren's friends will support her to take the offer because they know there are many advantages that will be gained by Lauren.

In the other side, Libby also gives Lauren the stimulus which explains that New York is an exciting place.

> 'I don't get it,' Libby went on. 'Don't you want to go to New York? Are you mad? Didn't you watch *Sex and the City?* The place is crawling with men and bars and goof fun.'
> (*Manhattan Dreaming, 2009*: 205)

Libby does not understand why Lauren does not want to go to New York and why she is so stubborn to stay in Australia. Also, Libby says "Didn't you watch *Sex and the City?* "It means that Libby tries to influence Lauren with the movie which is set in New York.

Sex and the city is a movie which tells about love story of four women, and also this movie shows up the social issues about sexually transmitted diseases, safe sex, and promiscuity. This movie sets in New York City and the movie usually takes the exciting places for example: Central Park which is the most beautiful park and romantic place, and also the 5th avenue, which becomes the best shopping center in the world. Libby hopes that the exciting places it is in the movie can influence Lauren to go to New York and maybe she can hang out and have fun there, maybe Lauren can make a date with a man there. Libby expects that Lauren would take the offer. But, Lauren is not interested to make a date with a man because she still loves her ex-boyfriend.

> I didn't look up. 'I'm not interested in men right now, and you know it. Adam Fuller is the only man I have ever loves, and that's not going to change overnight just because we've broken up.' (*Manhattan Dreaming, 2009*: 205)

Based on the explanation above, we can conclude that there is unconditioned stimulus which holds Lauren in taking the offer, that is Adam. According to Suwardi (2008: 57) unconditioned stimulus is a stimulus that emerges naturally. The unconditioned stimulus which stimulates Lauren is love. Actually, Adam does not give the stimulus to Lauren directly; he becomes stimulus for Lauren because he is the first one who is ever loved by Lauren. Lauren responds that it is hard to replace Adam in the short time because actually Lauren still loves him and this stimulus makes her does not want to take the offer.

Lauren also gets another stimulus from Denise as her friend who wants her to attend the fellowship.

> ‘You know, Lauren,’ Denise said in between sniffles, ‘New Yorkmight be the best thing for you right now, not only on professionallevel, but personally as well.
> (*Manhattan Dreaming, 2009*: 206)

It is same as Libby; Denise also supports Lauren to go to New York. Denise shows how the fellowship is good for her. Besides, the fellowship will raise her carrier, as well as her personal life. Lauren feels confusing because of the two stimuli from Libby and Denise. Then, she looks for opinion from her parents about the offer.

Lauren’s parents also give stimulus for her to take the offer. Her mother instantly supports Lauren to take the offer. It is shown when her mother says as in the following quotation:

> And here you are having someone else want to fly you there and give you a great job with the American Indians. How wonderful. Isn’t it wonderful, Gray? Max? (*Manhattan Dreaming, 2009*: 207)

Her mother sees that the fellowship is great opportunity for Lauren’s job. The stimulus from her mother could influence Lauren to take the offer.

However, her father seems to disagree if Lauren takes the offer. He explains that America is not safe for her daughter as the explanation bellow:

> He turned to me. ‘Don’t you watch the news? They shoot each other in the street in America. They fly planes into buildings in New York. They never run the lights off in that city. Waste of bloody electricity, if you ask me.’ (*Manhattan Dreaming, 2009*: 207)

Her father worries if Lauren goes there. As he knows, America is not a safe place for her. He gets the information about America from the News. The situation

that happens in America is so radical where the crime happens in the street. Here, Lauren sees that her father opinion is unacceptable in logical thinking. It is shown from Lauren statement as in the following quotation:

> "I had to chuckle at Dad being so seriously irrational. As I was Dad's favorite I usually took his side, but this time he was just too outrageous." (*Manhattan Dreaming, 2009*: 208)

Regarding to the quotation above, it is implied that actually her father's opinion is not really influencing Lauren to take the offer and Lauren sees that her father's opinion is too excessive.

Stimulus which is gained by Lauren is not only that. Here, Libby and Denise give Lauren the stimulus. They try the other way to influence her to take the offer. They try to influence Lauren with the movies that set in New York.

> 'Libby and I thought that some fabulous film about New York mighthelp you make up your mind about accepting the offer.''And we're not stupid, Lauren, we both now Adam's holding up your decision to go, but we promised each other we wouldn't say anything to you.' Libby sounded annoyed and didn't lift her head from the paper as she spoke. (*Manhattan Dreaming, 2009*: 211)

Libby and Denise actually want to influence Lauren to take the offer. They give some fabulous film as stimulus for Lauren. In the other side, actually, they know a thing that holds Lauren to make a decision about the offer and it is Adam. They know, Lauren has not forgotten him and also she still love him though both of them have broke up. But, they do not care about Adam. They just care about Lauren and they want the best thing for Lauren, as friends, they know the fellowship is the great chance for Lauren to reach the stronger position when she returns to Australia.

After Lauren has watched some fabulous films that set in New York, she started to think that New York is an exciting place.

> The movies definitely pricked my interest in the city of New York. If nothing else, it looked like a fun and exciting place. Slowly I was starting to believe that perhaps it was a good idea, that me moving to New York was just the reality check that Adam needed. Or maybe just the threat of me going was what he needed. (*Manhattan Dreaming, 2009*: 219)

In this situation, Lauren is interested in New York. Lauren gets the stimulus from the movies which are given by Libby and Denise then finally she knows that New York is fun and exciting place though there is no one whom she knows. Regarding to Kelman (1958: 53) identification can be said when an individual influenced by another or group and he changes his belief because he sees the influence is useful for him and it congenial to his need. Here, Lauren is in the identification phase where she starts to believe that what Emma, Libby, Denise and her mother say is probably right that the offer is giving the advantages for her, not only for her carrier, but also she can has fun there. But, there is one thing that make Lauren has not fully decided to take the offer and that is Adam. 'I went to tell Adam I was going to New York, even though I hadn't really made up my mind. I needed to see his reaction, how he would feel about me moving to the other side of the world'. (*Manhattan Dreaming, 2009*: 219)

Though Lauren has been broken up with Adam, she feels that she has to tell Adam because she knows it is hard decision for her to leave the man whom she really loves. She expects that Adam also still needs her or at least Adam is jealous if Lauren goes there because in America there are a lot of men. The reaction from Adam is maybe being determinant for her to go to America or not. It shows that Adam is very important for her and it is the biggest reason for her to consider about the offer.

Finally, Lauren meets Adam. Adam gives his opinion about the offer. 'Do I mind? Why would I mind? It's great opportunity for you. You should go and have a good time. I would if it was me.'(*Manhattan Dreaming, 2009*: 222)

Adam does not care if Lauren goes to New York. Also, Adam statements implies that He will take the offer if he gets an opportunity to go to New York without thinking and asking the people even his ex-girlfriend opinions then it also imply that actually Adam does not has any feeling again to Lauren. 'At that very moment, I hated Adam. And I hated myself for being so stupid'. (*Manhattan Dreaming, 2009*: 222)

Lauren feels so stupid because she has made Adam as the biggest reason to consider about the offer. However, Adam does not care about it. Thus, she decided to take the offer for her own benefit.

Based on the explanation above, we can conclude that Lauren is characterized as round character. According to Klarer (1999:17) round character usually more complex or differential of trait. At first, Lauren is not interested with the offer. But,

slowly she has been stimulated by people who give her the stimulus and finally she takes the offer. Here, Lauren is characterized as round character. Lauren change her trait when at the first she is not interested with the offer then finally she is interested and take the offer. It also concludes that actually Lauren is in the identification phase. That is she has been already influenced by another or group and changes her belief because he sees the influence is useful for her and it congenial to her need. In Lauren case, she gains the identification phase where Lauren is influenced by people who are around her like Emma, Libby, Denise, her mother, Adam and also from the movies. The entire stimulus has been influenced Lauren to believe that the offer is useful for her either professionally or personally.

The analysis above shows that the social environment has an effect to influence a person. The influences or stimulus are not only from people who are around the person, but the other thing such as movies also can influence a person's decision

4.2 Toni Jordan's short story *"You Can Change Your Life"*

This short story tells about a woman named Kylie as the main character who attends a seminar. Actually, she does not want to attend the seminar, but she attends it because her brother cannot come. This seminar is about improving the life in a very short time. As shown in the conversation between Ralph and Kylie.

> He extends his hands at the wrists and winces. I must look puzzled, because Ralph explains. 'One weekend to change your life.'
> I laugh, then instantly regret it. Ralph looks at me with a pained expression and raises his eyebrows. They nestle in the fringe of his toupee like floating hairy caterpillars. (*You Can Change Your Life, 2009*: 226)

The quotation above explains that Kylie does not believe that the seminar can change her life. This is shown when she laugh at what Ralph has said. However, she wants to maintain good relationship with the guy who sits next to her, Ralph. Thus, she corrected her attitude by saying 'Ahem. Sorry. I just meant …it must take longer, don't you think? Longer than two days?'(*You Can Change Your Life, 2009*: 226)

The explanation above shows that, even though Kylie holds on her believe, she wants to give good impression to Ralph who has different point of view with her. However, basically she does not want to be influenced by all of the people in seminar. As shown below:

> 'I'm a champion!' he yells. 'I am!'
> Clearly I've got to get out of here. This could be contagious.
> I don't care if there's another one and a half days of this seminar to go. I don't care if ticket was very expensive, and I especially
> at it was a present from my brother. *Try to take it seriously, Kylie. You seem to think life is one big joke.* Well, this is no joke: if I
> don't get out of here I'm going to give up my commitment to non-

> violence and smack one of these psycho-cultist champions, possibly Ralph, in the head. (*You Can Change Your Life, 2009*: 228)

Kylie does not want to be influenced by the yelling from people in the seminar. Actually, Kylie is in the compliance phase. According to Kelman (1958: 53) compliance can be said when an individual influenced by another person or group but does not change the belief, thought, and attitude. Even the yells could influence Kylie, but basically she does not want to accept the influences and decides to stand on her decision that she does not want to change her life.

Kylie wants to escape from the seminar, but the guru as a speaker in the seminar holds her and gives her stimulus to stay in the seminar.

> 'Kylie, can I tell you a little secret? People often say they suddenly can't attend our seminars, Kylie, when what they really want is another person, a person they care about, to come on our journey. I think your brother, Allan, really cares about you very much. That's why he sent you along today. So you can change your life, Kylie.''Change your life, Kylie,' hums the crowd. (*You Can Change Your Life, 2009*: 232)

The guru uses Allan's name as the stimulus to open Kylie's minds that there is a person who cares about her. But, Kylie is still on her belief that she does want to be influenced to change her life. Kylie gives a response that she is the only person who knows her life, and not the other one. 'My life is just fine, thank you very much,' I hiss back at them. Stupid crowd. What do they know? (*You Can Change Your Life, 2009*: 232)

Here, Kylie is still on the compliance process, the quotation is quietly clear that even the guru use her brother as the stimulus to persuade Kylie to change her life, but she does not want to change it though just because her brother wants her to be a better person. The guru tries to still give Kylie the stimulus:

> ‘But you mustn’t be a very happy person, or Allan wouldn’t be so worried about you, would he? Kylie, you know that you’re in a loving and supportive environment right now, don’t you?
> ‘Loving and supportive’ oozes the crowded.
> ‘Kylie, I want you to come up on stage,’ says the guru.
> ‘Come on. Don’t be intimidated. I’m human, you know. I don’t live on Mount Olympus. Come and stand right here next to me.’
> The crowd erupts in cheers and clapping. ‘Go Kylie, go Kylie’, they yell, making little circles with their fists.
> (*You Can Change Your Life, 2009*: 232)

The quotation shows that environment can influence someone. Although Kylie does not want to stay, she has been influenced by the guru and the crowd. ‘I feel sick. I should just run for the doors and flatten the Matrix guys, but it’s like I’m hypnotized. My legs start to move toward the stage of their own accord. Bloody legs. Traitors’. (*You Can Change Your Life, 2009*: 233).

Regarding to the quotation, Kylie is in the internalization phase. Kelman (1958: 53) says Internalization can be said when an individual influenced by another or group and he changes his belief because he wants to establish a satisfying self-defining relationship to another person or group. Kylie has been influenced by the crowd, and the guru and she does not want to disappoint them, so she satisfies them with still in the seminar. The guru keeps influencing Kylie as the following quotation:

> ‘Kylie, I think Allan is worried that you’re getting older. He’s worried about those lines that are starting to form around your eyes. Your body

> is showing its years. You're not twenty-one any more, Kylie. You're not getting younger. Your biological clock is tickling. It's now or never. Allan is worried you'll never be a mother. He's worried you'll be alone for the rest of your life.' (*You Can Change Your Life, 2009*: 234-235)

Based on the quotation above, Guru stimulates Kylie that she has to be a better person, because she is starting to get older and not younger anymore. The stimulus which is given by guru includes in the conditioned stimulus. Regarding to Suwardi (2008: 57) conditioned stimulus is the stimulus which is created by a person to another and it will result a behavior. The stimulus which is given by guru is he tries to persuade Kylie by saying will become a better person after she returns from the seminar.

Kylie starts to be influenced by the stimulus from guru, but suddenly there is a man who confesses as Kylie's boyfriend, named, Jarrod. Here, Jarrod becomes a stimulus for Kylie to escape from this seminar. Kylie is back to her belief that she actually does not want to be influenced by guru and the crowd, because she gets a support from Jarrod, she dare to escape from the seminar starts to show up again in the Kylie's mind. Both of Kylie and Jarrod think that they can get out from the seminar. 'I think we're dismissed. Jarrod and I move to the front of the stage, and he takes my hand down the stairs'. (*You Can Change Your Life, 2009*: 241).

Regarding to the explanation above, it can be concluded that Kylie sees that a life can be changed only in one weekend is irrational. It becomes her bases to refuse another influence that persuade her to change her life. At first, Kylie is characterized as flat character. According to Klarer (1999:17) flat character is generally dominated

by specific trait. The specific trait that Kylie has is she has only one trait where she does not want to change the life and refuses the influence from guru and crowd. Besides, Kylie is in the phase of compliance where she is still on her decision where she does not want to change the life and refuses the influence from the guru. But, when the crowd and the guru influence her to stay in the seminar and to change her life, she is influenced by them because she is a minority in the seminar then she gets the internalization process where she changes her decision to still stay in the seminar and accept the influence because she does not want to disappoint the crowd and the guru.

It differs with the first when she does not want to change the life and refuse the influence from the guru then she accept the influence from guru and crowd and would stay in the seminar. But, when there is a support for what she believes in, she is back to what she belief and refuses the influence of guru and the crowd. Here, it can be concluded that Kylie is characterized as flat character where she does not change her trait and stand on her trait not to accept the influence and refuse it. As explained by Klarer (1999:17), flat character generally dominated by specific trait.

Thus, Toni Jordan's short story shows that when someone is in the middle of crowd, generally he will be easier to be influenced by the crowd to change her belief. But, when she gets a partner that supports her to stand on her belief, it is difficult to be influenced.