CHAPTER V

CONCLUSIONS AND SUGGESTIONS

5.1 Conclusions

There is an issue about the social influence in this research. Furthermore, this research analyzes the social influence towards the main character in two short stories. In analyzing the social influence toward the main character, the writer finds the stimulus-response between the social environment and main character in these stories. There are two types of stimulus which the writer finds in analyzing the social influence in these short stories, such as unconditioned and conditioned stimulus. The stimulus that happens in these stories have resulted the reaction from the main character, and it can be called response. There are two types of response that emerges in these short stories such unconditioned and conditioned response. The main character's response can be identified by the phase of influence such as, compliance, internalization, and identification. Based on the analysis in the first short story "*Manhattan Dreaming*" the main character is identified as round character. It is because the main character changes her trait - at the first she is not interested with the offer then finally she is interested and takes the offer. However, the main character in second story "*You Can Change Your Life*" is identified as flat character because the main character does not change her trait and stand on her belief not to accept the influence and refuse it.

The social influence can be said when an individual's thought, belief, or behavior are affected by the social environment. According to the analysis the social influence towards the main character in two short stories, it can be concluded that the stimulus is not only from people, but movie and love are two kinds of the unconditioned stimulus also can influence someone. Then, when someone is in the middle of the crowd, she is easier to be influenced by the crowd, but it is difficult for crowd to influence someone if she has a partner who supports her to stand on her belief.

5.2 Suggestions

There are two suggestion of this research. First, for the readers who read these short stories, they should be more comprehensive in reading these short stories because it can improve the knowledge about social influence.

Second, the writer suggests to the next researchers who want to analyze this short stories, there are many aspects that could be analyzed and for readers who want to analyze social environment should have deep understanding on the behaviorism theory. In addition, the next researcher can use the psychoanalysis theory to find out how the main character processes the influence in his minds (id, ego, and superego).