

ABSTRACT

NEGOTIATION OF MEANING BY SECOND YEAR STUDENTS WITH EXTROVERT AND INTROVERT PERSONALITIES AT SMA AL KAUTSAR BANDAR LAMPUNG

By

Desi Rahayu

There are some factors that influence the way people negotiate the meaning, such as group arrangement, kinds of task, language proficiency, and personality. This study aimed to find out how the students with extrovert personality differ from the students with introvert personality in terms of C-Unit production and negotiating the meaning. The writer conducted the research in class XI Science 1 of SMA Al Kautsar Bandar Lampung. A set of questionnaire was used to classify the students into extrovert and introvert groups. Based on the questionnaire result, 6 students with the most extrovert personality and 6 students with the most introvert personality were taken as the subjects of this research. The data of this research were the recording of the students' conversations while accomplishing information gap tasks in dyads arrangement.

The result showed that the extrovert students talked more often than those of the introverts. The extroverts also spent longer time in speaking and accomplished the task better than those of the introverts. In this case, the extroverts were not shy to ask for a help from others, they tended to talk to their partner when they were facing a problem in their communication through clarifying their understanding or asking for more information. On the other hand, the introvert students tended to solve the communication problems by themselves and they barely asked for help. Thus, the introverts produced a less number of C-Units than those of the extroverts.

Since the extroverts solved the communication problem by asking question to their partner, they produced a lot of signals in a communication with negotiation of meaning. Those signals produced by the extroverts, of course, were followed by a number of responses from their partner. However, in this case the extroverts produced more number of signals than the number of reponse. It was caused by their characteristics in which they not only were bad listener but also liked to ask questions. Meanwhile, the introverts mostly produced hesitation sounds when they were not sure about what they heard. But, their introvert partners could sense this hesitation as a signal of lack of understanding so the partners produced additional responses to help other introverts understand. Thus, introverts produced a bigger number of responses than the number of signal. In the other words, personality factors influence the way people communicate.