

**A CRITICAL DISCOURSE ANALYSIS OF CRIMINAL DEFENSE
LAWYER'S UTTERANCES PORTRAYED IN *THE LINCOLN LAWYER*
NOVEL**

A THESIS

**Presented as Partial Fulfillment of the Requirements for the Attainment of
Sarjana Sastra Degree in English Language and Literature**



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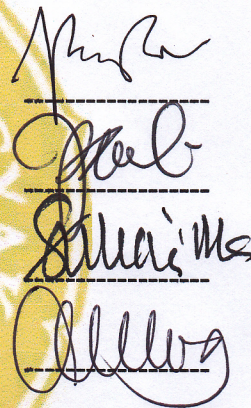
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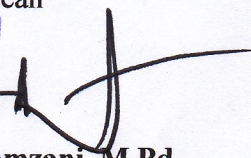
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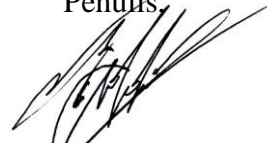
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menyatakan bahwa karya ilmiah ini adalah hasil pekerjaan saya sendiri dan sepanjang pengetahuan saya, karya ilmiah ini tidak berisi materi yang dipublikasikan/ditulis oleh orang lain atau telah digunakan sebagai persyaratan pada penyelesaian studi akhir di perguruan tinggi lain kecuali pada bagian-bagian tertentu yang saya ambil sebagai acuan dengan mengikuti tata cara dan etika penulisan karya ilmiah yang lazim.

Apabila terbukti bahwa pernyataan ini tidak benar, hal itu sepenuhnya menjadi tanggung jawab saya.

Yogyakarta, 19 Agustus 2014

Penulis,



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Yogyakarta, 19 August 2014



Muhamad Basir

Mottos

**Pray for the best, but prepare for the
worst**

(The Prisoner movie)

**Life is like riding a bicycle, to stay your
balance, you have to keep moving**

(Albert Einstein)

DEDICATIONS

I humbly dedicate this simple work to my beloved parents, *Bapak* H. Muhamad Subakir and *Ibu* Hj. Miftahur Roziqiah, who taught me how to be a good man.

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**A CRITICAL DISCOURSE ANALYSIS
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ABSTRACT

This study aims to analyze the language of Michael Haller as the criminal defense lawyer character in *The Lincoln Lawyer* novel. The objectives of the study are (1) to identify and to give descriptive knowledge of the topics which are emphasized in Haller's utterances in each cross and direct examination during the trial in the courtroom; (2) to explain what and how discursive strategies are employed by Haller in shattering and reversing the adversary claim, as well as legitimating his claims; and (3) to reveal the ideological purpose that underlies the discourse production.

The study applied the descriptive qualitative method with the researcher as the main instrument and the data sheets as the secondary instrument. The discussion was presented in a descriptive way. Meanwhile, tables were used to strengthen the findings and help the researcher to draw inferences. The data were utterances in the form of words, phrase, and sentence spoken by Haller during the trial. After being collected, the data were categorized and analyzed based on van Dijk's approach of CDA. To gain the trustworthiness of the data in this study, triangulations and inter-rater technique were applied.

This study reveals some findings: First, the defense lawyer attempts to influence the judge and jurors that his client is an innocent person. On the contrary, the victim is the real criminal and the prosecutor is the active agent who actually helps the real criminal to sue the defendant for money. It is done by asserting topics of positive self-representation and negative other-representation. Second, the strategies to shatter previous claim serves by the prosecutor as well as legitimating the defense lawyer's claim are done by the use of linguistic elements such as semantics, syntax, stylistics, and rhetoric. They are used as discursive strategies. The stylistic of lexicon is the most often element which is applied. On the other hand, the semantic of disclaimer is the rarest element which is applied. Moreover, the researcher does not find any metaphor/simile of rhetoric element as the discursive strategy. Last, the analysis of various topics and discursive strategies reveals that words, sentences, and discourse are chosen to represent the adversaries ideologically as the negative other which is consistently used to serve the ideology of exclusion.

Keywords: CDA, discursive strategies, stylistic of lexicon.

CHAPTER I INTRODUCTION

A. Background of the Problems

Basically, people do not simply produce an utterance when they are speaking, but they also produce an utterance as a means to share their thoughts. In order to deliver their thought, people use language to communicate with others. However, the use of language is not for communication only, but it is also used for other purposes. They include to inform, to stimulate, to convince the audience, or even to inculcate a certain ideology.

Moreover, some people use language to achieve and reach a certain intention. For example, politicians use language to influence people's opinion to create an agreement or to support their action or perhaps to control their power. On the other hand, criminal defense lawyers use language to shatter and to reverse the claim of the adversary. It also aims to challenge the authority of prosecutor and to persuade the judge and jury that what they assert about some evidences is true. These attempts are done by providing certain convincing reasons and also by providing certain strategies in order to make up the claims. Thus, the study of language is very important as a means to reach a certain purpose.

Since language has a very significant role in human life, some experts give more concerns on language. Subsequently, there is a particular subject

which studies language that is recognized as Linguistics. It is the scientific study of human language. More specifically, linguistics studies the way people communicate and share their thoughts via oral and written communication with the turn-taking interaction between two or more people. Linguists call this study as discourse studies or discourse analysis which deals with the study of discourse.

According to Nunan (1993: 6-7) discourse refers to the interpretation of the communicative event in the context. It involves the study of language in use, which deals with both the linguistic analysis of texts and the interpretation of those texts. Bloome and Clark in Nunan (1993: 8) state the concept of discourse-in-use focuses on attention simultaneously of how people interact with each other. It is also the tools that they use in those interactions, the social and historical contexts within which they interact, and what they concertedly create and accomplish through those interactions. Based on the explanation by three experts above, it can be concluded that the concept of discourse refers to written or spoken conversation/communication within all modalities and contexts.

Discourse analysis is one of the interdisciplinary linguistics. Renkema (2004: 1) states that discourse studies is the discipline devoted to the investigation of the relationship between form and function in verbal communication. Nunan (1993: 7) states that discourse analysis involves the study of language in use. Its aim is to show and to interpret the relationship

between the regularity, the meaning, and the purpose expressed through discourse.

Hikam in Eriyanto (2012: 3-7) divides discourse analysis into three paradigms of inquiry in human sciences. They are positivist discourse analysis, interpretive discourse analysis, and critical discourse analysis. Van Dijk (1993: 249-250) offers a critical approach in discourse analysis or well-known as critical discourse analysis (CDA). This approach critically analyzes the discourse practice where unequal power relations are reproduced and naturalized. More specific, CDA analyzes the discursive formation which is generated from other properties of text, talk, verbal interaction or communicative events which play a role in these modes of reproduction. Thus, CDA studies the role of discourse which is shaped and reproduced in social power by elites, institutions or groups that results in social inequality, including political, cultural, class, ethnic, racial and gender inequality.

In line with CDA concepts, several experts propose the definition of CDA. For instance, according to Fairclough in van Leeuwen (2008: 23) CDA deals with making connections between socio-cultural processes and structures and also properties of texts. His concern is on sociological and critical application of his CDA's categories before it is done in linguistic perspective. Van Dijk in Richardson (2007: 1) states that CDA focus on social problems and particularly the role of discourses in the production and reproduction of power abuse or domination. Here, dominance is defined as the practice of social power by elites, institutions or groups that results in social

inequality, including political, ethnic, class, ethnic, racial and gender inequality (van Dijk, 1993: 250). It seeks not merely to describe language, but also to offer critical linguistic resources to those wishing to resist various forms of power. More specifically, critical discourse analysis want to know what structures, strategies, or other properties of text, talk, verbal interaction or communicative events play a role in these modes of reproduction.

One of the versions of CDA which is more applicable and provides more complete version of discourse is discourse structures introduced by van Dijk. He declares that there is a complete version of discourse: Micro structure, macro structure, and super structure (van Dijk, 2004: 2). Macro structure is a general or global meaning of a particular text which is analyzed by focusing on issues of the text, super structure is a sequence of a text such as how elements and structures of discourse are arranged in a full body of text, and micro structure is concerned with the meanings of discourse by investigating and analyzing words, sentences, propositions, and phrases (van Dijk in Rosidi, 2007: 10).

The example of unequal power relation which is naturalized by discourse is the discourse of the defense lawyer in the courtroom trial. Courtroom interaction is generally controlled by the powerful (judges in all trials and jury in American trial). On the other hand, defense lawyer attempts to influence and to challenge the authority of the powerful during the trial. In such cases, the powerful seeks to reassert their control in various ways (Shi, 2008: 2). So the investigation of discourse of a criminal defense lawyer needs a special

approach in linguistics. In terms of investigating this phenomenon, CDA approach can be applied appropriately.

Here the researcher investigates the criminal defense lawyer's utterances by using van Dijk's approach of CDA in *The Lincoln Lawyer* novel. There are several reasons for analyzing the language of the defense lawyer in this novel. First, the criminal defense lawyer in this novel is very brilliant in shattering and reversing the claim of the adversary (the prosecutor, the witness, and the victim) by using certain strategies in order to get the jury and the judge's support or agreement. He rebuts the prosecutor's claims against his client then distorts the people's opinion about the facts or evidences by using those strategies in order to win the judge and jury's conviction and decision that his client is innocent. The goal is indeed to help his client to get his freedom, no matter the client is guilty or not. Moreover, he also struggle for a commutation for his client if the lawsuit cannot be won.

Second, even though the character of Michael Haller is fictitious and wholly of the author's imagination, this story has been written by observing the real criminal defense lawyer works and strategies in real trial. The author has already conducted research and he has made sure that the portrayal of criminal defense lawyer along with the situation and the trial system in this novel is depicted accurately as the reality (Connelly, 2005: 350). Thus, this novel is very suitable for the researcher to conduct a study of criminal defense lawyer dealing with the study of what and how strategy and the ideological

purpose behind the discourse produced by the defense lawyer character in this novel.

People may recognize that criminal defense lawyer uses language as a means to influence or persuade and to convince the judge and jury in the courtroom. However, what they know is not systematic. Therefore, this study attempts to analyze the discourse systematically based on CDA approach proposed by van Dijk.

B. Focus of the Study

In this novel, there are several cases faced by Haller as the criminal defense lawyer character. However, the researcher focuses his study only on the center of the story during defending Louis Roulet's case. The reason is that, the discourse in this part serves a complete and clear plot from beginning to the end of the trial. Therefore, it is suitable for the researcher to study the complete criminal defense lawyer's utterances because it contains discursive strategies as an attempt to persuade the judge and jury and to challenge the authority of the powerful prosecutor. This attempt is done in order to shatter and to reverse the claims from the adversaries.

In analyzing the main character's utterances, the researcher uses van Dijk's theory of CDA. The use of this version of CDA provides a more applicable and also provides more complete version of discourse. Van Dijk proposes three structural levels of discourse: micro structure, macro structure, and super structure. In order to know deeply about the defense lawyer's

discursive strategies in this study, the researcher focuses his investigation on the utterances of defense lawyer presented in the direct and cross examination during the trial. Then, it is analyzed by applying macrostructure level in order to reveal the topics or the most salient information being emphasized. Last, microstructure level is also applied. It aims to figure out how the defense lawyer shatters the claims from the adversaries. It is also used to figure out how he legitimates his claims as well as his allegation to reverse the claim from the adversaries.

In this study, the researcher does not apply super structure level because the analysis of superstructure is concerned with the sequence of the event which is served or presented. Thus, the analysis of the super structure level is not giving a significant benefit because it will be more applicable in analyzing a news in newspaper dealing with the purpose of the writers in sequencing the event in their story.

This model of CDA is considered fit to this phenomenon of language. The utterances of the criminal defense lawyer in *The Lincoln Lawyer* novel is certainly a political communication which purposes to persuade and to influence other people (judge and juries) in order to agree to his claims. Eventually, this study attempts to answer the questions about what are the topics of his utterance, what and how discursive strategies are employed, and what is the ideological purposes behind the discourse production of Michael Haller as the criminal defense lawyer character in the novel.

C. Formulation of the Problems

The following presents the problems explored in this study.

1. What are the topics which are emphasized in Haller's utterances during trial in the courtroom?
2. How are the discursive strategies employed by Haller in shattering, reversing the claims from the adversaries, and legitimating his claims?
3. What is the ideological purpose which underlies the discourse production?

D. Objectives of the Study

In relation to the formulation of the problem, the objectives of this study are stated as follow.

1. To identify and to give descriptive knowledge of the topics which are emphasized in Haller's utterances during each cross and direct examination of the courtroom trial;
2. To explain what and how discursive strategies are employed by Haller in shattering and reversing the claim from the adversaries, as well as legitimating his claims; and
3. To reveal the ideological purposes underlie the discourse production.

E. Significance of the Study

This study confers theoretical and practical contributions. Theoretically, this study is expected to give academic contributions, especially to make the theoretical foundations of the study of CDA. It deals with the role of

macrostructure and microstructure proposed by van Dijk as the discursive strategies used by the main character in political communication.

Practically, this study gives valuable knowledge to the researcher himself. This study allows the researcher to have a deeper understanding in interpreting CDA. It is particularly deals with how to analyze and to interpret the topics, strategies, and the ideological purpose concerned with social context background. Furthermore, this research finding shows how linguistic elements are applied as the discursive strategy in convincing and legitimating the claim and allegation. These attempts are done in order to shatter the adversary's claim and to achieve a certain ideological purpose.

In addition, the result of this study can be one of sources of information or a reference for future researchers. They can conduct further study in CDA with more complex discussion in different objects such as in press media, political speech, advertisement, and television programs.

CHAPTER II

LITERATURE REVIEW AND CONCEPTUAL FRAMEWORK

A. Discourse Analysis

Before describing the term of discourse analysis, it needs to define the term of discourse itself. According to Nunan (1993: 5) discourse is a stretch of language consisting of several sentences which are perceived as being related in some way. The sentences are related not only in terms of the ideas shared, but also in terms of their functions. Crystal in Nunan (1993: 25) says that discourse is a continuous stretch of language larger than a sentence, often constituting a coherent unit, such as a sermon, argument, joke or story. Discourse brings together language, the individuals producing the language, and the context within which the language is used.

Widdowson (2007: 12) defines discourse as an area of the language study which is concerned with how people make meaning and make out of meaning in texts and as a social practice. All texts, whether simple or complex, are the use of language which produces with the interest to refer to something for some purposes. The analysis of discourse is the analysis of language in use. That is the reason why discourse in this study refers broadly to the language used in relation to a particular topic.

Discourse analysis is committed to an investigation of what and how the language is used for (Brown and Yule, 1983: 1). It means that discourse analysis concerns with the language used for communication and how the

addressee worked on linguistic message in order to interpret them. Trudgill (1992: 97) states that discourse analysis is a branch of linguistic units at levels above the sentence, i.e. texts and conversation. Those branches of discourse analysis which come under the heading of language and society presuppose that the language is used in social interaction and thus deal with conversation.

Discourse analysis approach is divided based on paradigm of inquiry. According to Hikam in Eriyanto (2012: 3-7) it is divided into three paradigms of inquiry that are developing and competing in human sciences. They are positivist discourse analysis, interpretive discourse analysis, and critical discourse analysis.

1. Positivist/Empirics Discourse Analysis

In positivist paradigm, language refers to the bond between human and the object out of them. This approach is represented by positivist/empiricist. Human experiences can be directly expressed by the use of language without barrier and distortion as long as they are presented with logical expression and syntactical expressions related to empirical experience (Eriyanto, 2012: 4).

2. Interpretive/Constructivist Discourse Analysis

This approach relates to phenomenological thought. The proponent of interpretive paradigm refuses the separation of human as subject with the object. Subject (language user) is the main factor in discourse practice with its social relation. Hikam in Eriyanto (2012: 4) says that subject has an ability to control the purposes in every discourse because every expression is action of meaning composition namely self-construction acts of the speaker. Language

can be understood by observing the subject. Human as a subject is convinced to be able to restrain certain aims in a discourse (Eriyanto, 2012: 5).

3. Critical Discourse Analysis

This approach not only conducts textual interrogation but also reveals the relationship of the interrogation product with the macro contextual behind the text. It is more specifically as a study on how the power is misused or how the domination and the inequality are put into the community. This is called critical view. Hikam in Eriyanto (2012: 6) states that the constructivism does not analyze the factors of inherent power relations in any discourse yet, which play a role in forming certain types and behaviors of the subjects. It gives rise to a critical paradigm. This view is not emphasized on the accuracy (right/wrong) of grammatical structure or the process of the interpretation as in the analysis of constructivist.

Discourse analysis in this paradigm emphasizes on the constellation of power occurred in the process of production and reproduction of meaning. Someone is not considered as a neutral subject that can be interpreted freely based on their mind, because they are related to and influenced by the social power in the society.

Here language is not understood as a neutral medium which is beyond the speaker or writer. In critical view, language is understood as a role of representation in shaping a particular subject, specific discourse themes, and strategies therein. Therefore, discourse analysis in this paradigm is used to unmask the power which is presented in every process of language: which

restrictions are allowed into discourse, which perspective should be used, and which topic is discussed.

In this view, discourse discerns that language is always involved in power relationships, especially in the formation of the subject and representation of actions presenting in the society. Since it uses a critical perspective, this category of discourse analysis is also called as critical discourse analysis or CDA (Fairclough and Wodak in Eriyanto, 2012: 6-7).

B. Critical Discourse Analysis

Previously, it is stated that discourse analysis concerns with the description and interpretation of language used for communication and how the addressee worked on linguistic message in order to interpret them. Critical discourse analysis (CDA) offers not only a description and interpretation of discourses in social context but also offers an explanation of why and how discourses work (Rogers, 2004: 2).

CDA is practically oriented form of discourse analysis aimed at addressing social problems. Critical is used in the special sense of aiming to show up connections which may be hidden from people such as the connections between language, power, strategies, and ideology (Fairclough, 1989: 5). It can perhaps best be understood as a form of applied linguistics (linguistics, applied to the remedying of imbalances of power and various forms of social injustice). In this view, since ideologies permeate society by

disguising themselves as common sense, the way to resist them is to unmask them (Davies and Elder, 2004: 158).

Van Dijk's, Wodak, and Fairclough in Eriyanto (2012: 8-13) state that the characteristic of critical discourse analysis are as follows. First, action concerns that discourse is observed as the matter which its goal is to influence, to persuade, and to react. Second, context confirms that discourse considers the context such as background, situation, event, condition and all of matters outside of the text and other factors which influence the meanings of discourse such as language participants and the situation when the text is produced. It means that discourse should be interpreted in a certain situation and condition. Third, history places discourse in a specific social context and cannot be understood without concerning the attached context. Fourth, power elaborates that discourse is not neutral and natural but it represents a form of power fight. Fifth, ideology focuses on the text and conversation are a form of ideological practice.

In an ideological discourse analysis, making explicit the meaning implied by a sentence or text fragment is a powerful instrument of critical study (van Dijk, 2004: 47). More specifically, CDA focuses on the ways discourse structures enact, confirm, legitimate, and reproduce certain ideology or challenge relations of power and dominance in society (van Dijk in Schiffrin, Tannen, and Hamilton: 2001: 353).

C. Discourse and Context

Context refers to the situation giving rise to the discourse and within which the discourse is embedded (Nunan, 1993: 7-8). There are two types of context: linguistic context and non-linguistic context. The linguistic context is the language that surrounds or accompanies the piece of discourse. The non-linguistic context is within which the discourse takes place. It includes the types of communicative event, the topic, the purpose of the event, the setting, the participants, and the background knowledge underlying the communicative event.

According to van Dijk (2008: 4) context is whenever we want to indicate that some phenomenon, event, action or discourse needs to be seen or studied in relationship to its situation, that is, its surrounding conditions and consequences. Thus, it describes and also explains the occurrence or properties of some focal phenomenon in terms of some aspects of its context.

Contextual assumptions affect how someone understand language, and that context of speech has to be better understood to develop realistic theories of language and of language learning (Ervin-Tripp, 1996: 21). Therefore, the researcher needs to consider the context of the situation in order to have a better understanding in analyzing the language used by the criminal defense lawyer character in the *Lincoln lawyer* novel.

D. Discourse Structure

Discourse structures always have the double function of enacting or executing underlying ideologies on the one hand and on the other hand, of acting as a more or less powerful means of persuasion, that is, as a strategic means to influence preferred mental models, and indirectly preferred attitudes and ideologies. It is in this latter way that the formation, change and challenge of ideologies are a function of discourse structure (van Dijk, 1996: 143).

The point of ideological discourse analysis is not merely to discover underlying ideologies, but it is also used to discover systematically link structures of discourse with structures of ideologies. One does not need to be a discourse analyst to conclude that a news report, textbook fragment or conversation is conservative, sexist or environmentalist. Our naive knowledge of language, discourse, society and ideologies usually allows us to make such inferences rather reliably (van Dijk, 2004: 5). A more analytically explicit study of discourse, however, need to spell out such intuitions, and to specify what expressions or the meanings of discourse give rise to what kind of inferences or other mental steps.

1. Macrostructure

In a theory of discourse the notion of macrostructure is used to account for the various notions of global meaning, such as topic, theme, or gist (van Dijk, 1980: 10). It means that Macrostructure focused on the global meaning which emphasizes more on the meaning or the topic of the discourse. It is described by van Dijk (2004: 100) as follows.

“Macro-structures are further required in order to make explicit the semantic relations between a discourse and its (possible) summaries. Thus, it is assumed that a summary is a verbal expression of a macro-structure of the discourse it summarizes”.

a. Topics

Ideological content is most directly expressed in discourse meaning. Then, someone shall pay special attention to the semantics of ideological discourse. Since the meaning of words, sentences and whole discourses are extraordinarily complex, the researcher have to make a selection of its most relevant aspects. However, the meaning of discourse is not limited to the meaning of its words and sentences. Discourse also has more global meanings, such as topics. Such topics represent the gist or most important information of a discourse, and tell us what a discourse is about.

Topics typically are the information that is best recalled of a discourse. Although the topics abstractly characterize the meaning of a whole discourse or of a larger fragment of discourse, they may also be concretely formulated in the text itself, for instance in summaries, abstracts, titles or headlines.

The ideological functions of topics directly follow the general principles mentioned above: if someone wants to emphasize self-good things or others-bad things, the first thing they do is topicalizing such information. Conversely, if someone wants to de-emphasize self-bad things and others-good things, then they need to de-topicalize such information. For instance, in much public discourse in multicultural society this means that topics associated with racism are much less topicalized than those related to the

alleged crimes, deviance or problems allegedly caused by minority groups (van Dijk, 2004: 45).

2. Microstructure

Microstructure points on the local meaning of the discourse, by observing the semantic, syntactic, stylistic and rhetorical aspects (van Dijk, 1993: 23). The application of words, proposition, and certain rhetoric in the media is understood by van Dijk as the part of the speaker's/writer's strategy. The use of certain words, sentences, and diction is not only viewed as the way of communication, but also viewed as a method of political communication to influence public opinion, to create support, to strengthen the legitimacy, and to eliminate the rivals or the adversaries.

Microstructure is the effective way to observe the next rhetorical and persuasive process when someone conveys the message. Certain words are chosen to clarify the choice and attitude, shaping political consciousness, and so on. Microstructure is defined into four aspects: Semantic aspects, syntactical aspects, stylistic aspects, and rhetorical aspects. Those aspects of microstructure will be explained as follows.

a. Semantic aspects

This aspect presents the meaning which tends to emphasize on the text, for example by giving detail on one side or making the explicit on another side. This attempt aims to draw certain purposes such as positive self-representation or negative other-representation. As what van Dijk (2003: 46), proposes as follows.

“Once a topic is being selected, language users have another option in the realization of their mental model (what they know about an event): To give many or few details about an event, or to describe it at a rather abstract, general level, or at the level of specifics. We may simply speak of 'police violence', that is, in rather general and abstract terms, or we may 'go down' to specifics and spell out what precisely the police did. And once we are down to these specifics, we may include many or fewer details”.

In semantic aspects, it divides into three elements; those are disclaimer, coherence and presupposition.

1) **Presupposition**

Discursive element of presupposition is a statement which is used to confirm the meaning of a text and it has an effort to confirm the ideas by giving premise which is believed to be true (van Dijk in Eriyanto: 2012: 249).

The example is given as follows.

Without presupposition	Brazilian national football team will challenge Indonesian football team in a friendly match.
Presupposition	Brazilian national football team will challenge Indonesian football team in a friendly match. If they really have a friendly match, Brazilian team will absolutely win the match.

The presupposition is a fact which the truth is not proven yet, but it makes reasonably to support certain ideas. The example above shows that Brazilian national foot ball team will challenge Indonesian football team in a friendly match. For those who propose Brazilian team as the outstanding football team would believe that Brazilian team will obviously win the match if they truly run the match. This statement is a presupposition since its reality is not happening yet. Instead, it is based on the opinion. If Brazilian football

team match against Indonesian football team, will the Brazilian truly win the match? There is no proof to back it up and expose the fact. Although it is an opinion, yet presupposition commonly is based on common sense. So presupposition is the event which is not happening yet, or something which is not regarded as the truth, but people commonly have received or believed it based on certain common sense.

2) Disclaimers

Disclaimers “we have nothing against blacks, but...” is an example of local semantic moves which combines such ideological strategies. It attempts to present in-group positively (as being tolerant) or by denying a negative attribute (not being racist), whereas the second but-part (usually the dominant part) expresses a negative attribute of the out-group (van Dijk in Schiffrin, Tannen, and Hamilton, 2001: 361). The positive first part may thus be interpreted as expressing a general socio-cultural value (apparent to be tolerance), but at the same time, it functions as the enactment of a strategy of face-keeping that allow for the expression of prejudice in a normative situation in which the expression of prejudices is officially forbidden.

Very typical of any type of prejudiced discourse is the semantic move of the disclaimer, of which the *apparent negation* is the best known: “I have nothing against X, but...”. It is called as *apparent negation* because it is only the first clause which denies adverse feelings or racism against another group, while the rest of the discourse may say very negative things about the others.

The negation in such a case primarily serves as a form of positive self-representation, of face keeping. Speakers want to avoid that the recipients have a negative opinion about them because of what they say about the adversaries.

3) Coherence

Coherence is an element of discourse to see how someone strategically produces discourse to convey an event or a fact from two different events (van Dijk in Eriyanto, 2012: 242-243). Whether these events are deemed as exclusive, relative, or even causative.

The strategy of coherence can be easily observed from the existing of conjunctions or even without any conjunction which is used to connect the two facts. Conjunctions used usually are as follows. *and, as a result, but, then, because, since, though* and so on. These conjunctions produce different meanings when the speaker wants to connect two different sentences. Coherence gives the audience the impression of how the two facts are connected. e.g. the case of mass looting. The use of conjunctions such as "since people had low education, they took a part in mass looting " this sentence gives the impression that the lack of education is the cause for them to conduct mass looting.

b. Syntax

Negative properties attributed to out-groups may be enhanced by focusing on their active sentences (van Dijk in Schiffrin, Tannen, and Hamilton, 2001: 24). Conversely, in-group members who engage in negative

actions, syntactically played down by the use of passive sentences, and their role may be wholly dissimulated by agent less passive or nominalizations, for instance, "The police arrested the demonstrators." The agency of the police in this example can be created less prominent by moving the expression 'the police' towards the back of the sentence, for instance by employing a passive construction: "The demonstrators were arrested by the police", or by using a cleft sentence that topicalize the demonstrators: "It was the demonstrators who the police arrested". Indeed, the agent may be completely left implicit, e.g. in such sentences as "The demonstrators were arrested", or using the normalization (verb turned into a noun): "The arrest of the demonstrators". In other words, by using different form of sentences, the order of the words may signal whether the meaning expressed by some words is more or less emphasized, and it needs little argument that such emphasis or lack of emphasis has ideological implications, as shown above.

c. Stylistic

Stylistic is proposed to analyze the diction used on text. Van Dijk (2006: 128) states:

“Selection of words falls in between *lexicalization* is largely automatic given underlying mental models and the *lexicon* as a basis, but often specific words are chosen deliberately, and depending on the genre and context quite well controlled, especially in writing, communication... There is no doubt that in an important political speech of a president or presidential candidate each word is chosen as a function of its ideologically and communicative presuppositions and implications. That is, when overall communicative control is strict, also an ideological discourse expression become more conscious”.

In stylistic aspects, the element being focused is lexicon. The ideological semantics underlying lexical selection follows a rather clear strategic pattern (van Dijk, 1996: 143). In general in-groups and their members, as well as friends, allies, or supporters, tend to be described in positive terms, whereas out-groups dealing with the adversaries are described in negative terms. This is a familiar finding in intergroup theory, theories of stereotyping and other social cognition research. African Americans in general, and young black males in particular, may thus be associated with the inner city, with drugs, riots or welfare in many ways that, for specific texts and contexts, are as many code words of the semantics of racist discourse.

Van Dijk (1995: 259) states “the major dimension of discourse meaning controlled by ideologies is the selection of word meaning through lexicalization”. Therefore, the diction is used to refer to a certain posture and ideology. The same event can be described by selecting the different words. The incident of Trisakti collegian who were killed by policemen during the demonstration can be described by applying some diction such as “violence”, “kill”, “murder”, or, even “slaughter”.

The police <i>violated</i> the Trisakti collegians when demonstration occurred.
The police <i>killed</i> the Trisakti collegians when demonstration occurred.
The police <i>murdered</i> the Trisakti collegians when demonstration occurred.
The police <i>slaughtered</i> the Trisakti collegians when demonstration occurred.

d. Rhetoric

Specific rhetorical structures of discourse such as metaphors, similes, expression, and rhetorical question may be a function of ideological control when information which is unfavorable to in-group is made less prominent whereas negative information about out-group is emphasized (van Dijk, 1995: 29). Thus, rhetorical study of ideological discourse generally focus on the figures of style which can be applied to emphasize self-good things and others-bad things, and vice versa for self-bad things and others-good things.

Here are rhetorical devices that involve stressing, association, and clarification of meaning.

1) Metaphors or similes

Extended metaphors and similes are terms that describe the varying ways in which language enables the comparison of two different objects, where in the similes, the speaker compares two things by using comparison words such as “like or as.” e.g. “She is as sweet as pie.” While in the metaphor the speaker compares two things without using comparison words in order to make the opponent exactly the same as the thing being compared. e.g. “Time is money, politics is a dirty thing”.

2) Rhetorical Question

Rhetorical questions are used to give certain effect, stressing or provocation, or for drawing a conclusion of the statement from the facts. It also enables one to explore the more subtle operations of argument and persuasion. e.g. “Is the Pope Catholic?”

3) Expressions

This element is a part of rhetorical aspect focused on the certain utterances by stressing on it which thought having important roles by the speakers. This expression can be formed in kinds of the intonation which is used by the speakers in order to influence the public's understanding of the expression, for example, anger, jokes, hatred, serious expression, dissatisfaction, even, vulgar expression, etc. (van Dijk in Amin, 2009: 46).

E. CDA as Ideological Analysis

According to Widdowson in Zare and Abbaspour (2012: 736), critical discourse analysis uncovers the implicit ideologies in the text. It unveils the underlying ideological prejudice. The definition of ideology itself varies vast. Here, van Dijk ignores a vast discussion of ideologies and simply define ideologies as systems which play as the basis of group cognitions. Furthermore, he gives a broader explanation of ideologies as the basis of the social representations which was shared by social groups van Dijk (1996: 138).

As systems of ideas of social groups and movements, ideologies not only make sense in order to understand the world but also as a basis for the social practices of group members. Thus, sexist or racist ideologies may be on the basis of discrimination, pacifist ideologies may be used to protest against nuclear weapons, and ecological ideologies guide actions against pollution. Often, ideologies emerge from group conflict and struggle, and they thus

typically pitch *Us* (in-group) against *Them* (out-group). However the analysis of ideology needs not be detailed in complex systems, such as those of socialism, liberalism, communism, or feminism, among others. They may very well be limited to a few basic principles. Moreover, not all members of a group have the same detailed of ideological system. (Converse, 1964: 206-262).

Ideologies can be expressed indirectly in text and talk and discourse has similar functions to persuasively help construct new and confirm already present ideologies. Discourse plays a prominent role as the preferential site for the explicit, verbal formulation and the persuasive communication of ideological propositions (van Dijk, 1995: 33). Since ideologies seldom express themselves directly in text and talk, and they do so only by general ideological propositions, which, nevertheless, may be less efficient in persuasion.

More subtle and indirect ideological control and reproduction are affected by general attitudes and specific personal models, which form the basis of discourse production. They are also the result of discourse comprehension. It means that there may be discourse structures which are particularly relevant for an efficient expression or persuasive communication of ideological meanings. Thus, the adequate ideological analysis should always take into account these various steps or interfaces between discourse structures and ideological structures.

Discourse is very complex, featuring many levels of structures, with their own categories and elements. Ideologies may be expressed explicitly, so they are easy to detect, but this may also happen very indirectly, implicitly, because they are concealed or in less obvious structures of discourse, such as an intonation, a hesitation or a pronoun. Then, the discourse structures that typically exhibit underlying ideologies are need to be explored. People have a reason to believe that ideology may exhibit virtually all structures of text or talk, but on the other hand it can be more typical for some structure than for other structures. Basically, the overall strategy of most ideological discourse is a very general one:

1. To emphasize the positive things about Us;
2. To emphasize negative things about Them;
3. To de-emphasize negative things about Us;
4. To de-emphasize positive things about Them.

This four of possibilities form conceptual strategies can be applied to the analysis of all levels of discourse structures. As to their content, they may apply to semantic and lexical analysis, but the use of the opposing pairs emphasizes and deemphasize allows for many forms of structural variation: one may talk at length or briefly about self-good or others-bad things, prominently or not, explicitly or implicitly, with big or small headlines in the newspaper, and so on. In other words, discourse has many ways to emphasize or de-emphasize meanings. As soon as it has an ideological basis, one is able

to analyze the expression of ideology on many levels of discourse (van Dijk, 2004: 42-44).

F. The Lincoln Lawyer Novel Summary

The Lincoln Lawyer is a novel written by American crime writer Michael Connelly published in 2005. This novel tells about a Los Angeles criminal defense lawyer named Michael Haller. He dealt with his clients who were drug dealer, murderer, and gangster. However, the story centered on an unusual case of a wealthy Los Angeles realtor named Louis Roulet who had been charged with raping and murdering attempt toward a prostitute named Regina Campo. At first, Haller convinced that he could easily settle the case by plea bargain without went to a trial since Roulet appeared to be an innocent man. It seemed as if Roulet was the real victim of set up attempted by the supposed victim because Roulet was a wealthy man while the supposed victim was a cheap prostitute. So, Haller prepared all evidences, including the video from the Morgan's bar where Campo worked recently. This video showed that Campo deliberately approached and invited Roulet to her apartment to have sex for 400 dollars. It was also showed that Campo counterfeited her testimony that she did not know who Roulet was. Moreover, she said that she never met him before. All this evidence convinced Haller that this entire case would be ended up by plea bargain.

On the next day, Haller went to the DA office to see the prosecutor named Ted Minton, he was a fresh prosecutor who filled the charge on his client. Here, Haller conducted a plea bargain with him. Then, he showed all

evidence he got which proved that Regina Campo was a prostitute who had fabricated her testimony to the police dealing with her testimony that she did not recognize who Roulet was. Furthermore, this video showed that she was the one who deliberately invited Roulet to her apartment to have sex. In that moment, Haller alleged Campo as a liar prostitute who fabricated her testimony and attempt to set his client up, so she could take the advantages by suing him for money. Haller concluded his statement by urging the prosecutor to discharge the entire charges against his client. Unfortunately, the prosecutor had already had Roulet's real knife as a key evident which he and the state concealed it from Haller. It was called as a "marked deck". The goal was to trick the defense lawyer to make him lost the trial and this trick worked successfully. The real knife of Roulet made Haller's entire evidences meaningless.

To make the matter worse, all charges against his client were standing still. Resulting prosecutor would charge his client for assaulting with the deadly weapon followed by raping attempt. It would make him imprisoned for seven years. Here, the prosecutor reversed the situation and offered Roulet to confess his crime. As the exchange, the prosecutor would reduce the demand of arresting period from ten years into four years. This final result of plea bargain made the case seemed to be impossible to be won by Haller. Therefore, it forced him to consider the prosecutor's offer.

On the same day, Haller angrily delivered this offer to Roulet but Roulet rejected it and he insisted that he was an innocent person, so he would not

plead guilty for something he never do. Afterward, Haller relearned this case and found out that there was something that Roulet hide from him. Finally Haller knew the fact that Roulet was really a criminal. He admitted that he previously killed another prostitute named Dona Renteria. These whole evidences recalled Haller's memory to his previous client named Jesus Martinez. He was falsely charged for murdering Dona Rentaria but the entire evidences supported it. Eventually, the prosecutor won the lawsuit and he demanded the judge to give him a death sentence. At that time Haller persuaded Martinez to plead guilty in order to build a strategy. By doing this, they could avoid the death sentence since there was no way they would win the case. In the end, Martinez perforced to plead guilty in the trial and Haller could convince the judge and the juries, so Martinez got commutation. Luckily he was just imprisoned for 15 years instead of death sentence.

Knowing these facts, Haller tried to make this thing right by freeing Martinez out of the prison. Unfortunately, he absolutely could not do this action because he was still in chain to Roulet for the current case. Knowing this incapability, Haller found out that this was the reason why Roulet chose Haller as his defense lawyer since he already anticipate Haller for being turn to sue against him. Besides, he was already known that Haller would never be able to sue his own client nor simply resigned from defending his client, since it would make him lose his lawyer license.

Haller's dilemma began when his investigator and best friend of him, Raul Levin got killed along with his dog in his own house. Haller soon found

the clue that the murderer was Roulet himself. Since previously he got Roulet broke into his house and stole his gun, which then he used to kill Levin. One side Haller had to defend Roulet in his case, on the other side, he really wanted to put Roulet in jail for murdering Levin and also Renteria.

Since Haller could not resign from the trial, he had no other choice but performed to defense Roulet in the trial against the prosecutor, police, and the entire prosecutor's witness including a Jailhouse snitch. Yet he did it under compulsory duty since he could lose his defense lawyer license if he simply resigned from defending his client. Having no other choice, Haller eventually prepared his strategy to face the trial. At the same time he wanted to take a revenge to the fresh prosecutor who previously humiliated him at the previous plea bargain in the DA office. Haller would give the prosecutor a lesson that he could destroy his career for the fraudulence that he had done to him.

When the trial began, Haller shattered all the charges and claim by the prosecutor and the victim against Roulet from the start until the end of the trial. This was done by highlighting positive self-representation and negative other representation in order to deliver allegation. This strategy successfully reversed the entire claims, making the adversary party, such as the victim, the prosecutor, and prosecutor's witness looked like the real criminal who attempted to imprison an innocent man.

At the end of the trial, Haller convinced the judge and jury of the courtroom that the victim, along with the prosecutor, had fabricated their testimony to set Roulet up. Moreover, Haller showed that the prosecutor as a

cunning person who conducted a dirty game in order to win the state case. Louis Roulet was finally given a not guilty verdict by the judge and all charges against him were all drop. On the other hand, the prosecutor, Ted Minton was eventually fired from the DA office. The Jailhouse snitch was blacklisted by the judge and the victim lost her right in the trial.

Soon after the victory was accomplished from trial, Haller took revenge of his friend's death by bringing Roulet back to the jail for murdering Raul Levin and Dona Renteria. At first, Haller and the police did not have enough evidence to imprison him, so Roulet could free to go. In the end, Haller got enough evidence to imprison Roulet and set his previous client, Martinez free. At last, the murderer of Raul Levin was finally known. It was Roulet's mother herself. This fact was admitted by Roulet's mother herself when she broke into Haller's house. She tried to kill Haller for imprisoning her son. After she admitted that she was the one who killed Levin, she shot Haller on his stomach with Haller's own gun. It was the same gun she used to kill Levin. Luckily, Haller brought his driver's gun, so he could shoot her back and she died eventually.

G. Previous Studies

There are several previous studies having CDA as the topic of investigation. One of the studies was conducted by Musthafa Amin as undergraduate thesis in The State Islamic University Maulana Malik Ibrahim of Malang, in 2009 entitle "A Critical Discourse Analysis of Gender Stereotyping in *It's A Boy Girl Thing* Movie" he adopts van Dijk theory on

three structural level, macro structure, super structure, and micro structure to analyzed and described discourse formation of gender stereotyping and strategies to normalize and eliminate the common discourse of gender role. These processes are verified to analyze critically its negative effects to the women in social life.

His study reveals that those discourses of gender stereotyping found are classified into ninth kinds of discourse formation. Nine of them present an unequal stereotyping on women. While, after generating the discourse formation, the research analyzes its strategies to normalize and eliminate the common discourse of gender role. These processes are verified to analyze critically its negative effects to the women in social life.

The second is Septia Dwi Jayanti as undergraduate thesis in The State Islamic University Maulana Malik Ibrahim of Malang, in 2011 entitles “A Critical Discourse Analysis of Social Actor’s Representation on Mahmoud Ahmadinejad’s Speech at The United Nations”. She adopts van Leeuwen’s CDA framework of social actor’s representation through exclusion and inclusion strategy leading to ideological manipulation based on domination and hegemony in the texts.

Her study reveals that Ahmadinejad uses the inclusion to strengthen Moslem’s society as the colonized people and their ideologies as well and to downgrade the power and authority of Israel and some Western states showing the intention of the colonized people to dominate and marginalize *US* and its Allies. In the strategy of exclusion, he uses the strategies of

passivation, nominalization, and the use of clause. In the strategy of inclusion he uses differentiation, objectivation-abstraction, identification, determination, assimilation, and association-disassociation.

Those two previous studies about CDA are similar to this study since they analyzed CDA. Whereas, the study of “A Critical Discourse Analysis of Criminal Defense Lawyer’s Utterances Portrayed In *The Lincoln Lawyer* Novel” definitely has several distinctions from the previous studies. What makes this study different from those studies is concerned with the object, theory, and the focus of study. The first previous studies uses movie as the object and van Dijk’s theory of CDA on three structure level. It aims to reveal the strategies used by the main character to normalize and to eliminate the common discourse of gender role. However, this study does not specifically reveal the ideological purpose of the main character. Also, this study does not applied syntax element in analyzing the microstructure level. The second previous study uses the political speech as the object and it uses van Leeuwen’s theory of CDA to reveal the strategies and ideological purpose of the speaker.

However, this study is different with the previous studies above. This study used a novel as the object and employed van Dijk’s theory of CDA only on macro and micro structure level to reveal the topics, discursive strategies, and the ideological purpose of the main character in the novel. The researcher describes how the linguistic elements are used as the discursive strategies to assert and to legitimate the criminal defense lawyer’s claims. It aims to shape

jury's and judge's thought and decision to set his client free with a not guilty verdict and to get rid of the adversary from the trial (the victim). Furthermore, it also aims to get rid of the adversaries from his job (the prosecutor and the jailhouse snitch).

H. Conceptual Framework

Language can appear right before reality is formed. Even, it can refer not to any reality at all. However, language in fact can create its own reality or fact. For example, a person, a group, an opinion or even an idea is described as it should not be, but poorly describes by presenting some facts which are beneficial to the speaker and conceals the other facts which is harmed for the speaker in order to accomplish their goal and marginalize the opponent or the adversary. Therefore, discourse analysis is an important field to study this phenomenon.

A branch of discourse analysis is critical discourse analysis (CDA). The study of CDA is an important topic in linguistics, since it deals on critically analyze of discourse practice where ideological purposes are reproduced and naturalized. Therefore, by studying CDA someone can recognize the strategies used by people who have a certain power in society trying to influence others to get support and agreement of others and also to get rid his/her opponent. One example of this phenomenon is discursive strategy used by criminal defense Lawyer in order to protect his/her clients against the charges.

By Investigating CDA, the researcher examines how the criminal defense lawyer present and strengthen some evidences which are beneficial to his client, and conceals other evidence which is harmful to him in order to marginalize the victim, witness and also the prosecutor in order to get the jury's and the judge's support. By using this strategy, the defense lawyer successfully shatters the prosecutor's claim and eventually turns his guilty client apparent to be an innocent man.

This research aims to investigate the discursive strategy of criminal defense lawyer (the main character) portrayed in *The Lincoln Lawyer* Novel. The researcher applies van Dijk's theory in order to identify and to give descriptive knowledge of van Dijk's discursive structures dealing with the phenomena of language used by the main character as a discursive strategy; and also to explain how the discursive strategies used by the main character to create and to emphasize positive self-representation and negative other-representation.

From CDA, what is worth being discussed is the description of what and how strategies are used and naturalized to legitimate claims and allegation. In this study, types of CDA are things related to language analyzed by the discursive structure of macro and micro structure. Macrostructure deals with a topic or issue of discourse which is discussed by observing the most salient information which is emphasized by the speaker. While the microstructure points on the local meaning of the discourse, by observing the linguistic elements such as semantics, syntax, stylistics and rhetorical aspects.

Next, the researcher also investigated how the discursive strategy used by the main character in the novel to influence and to inculcate certain ideological purpose in order to get support from the judge, and jury in the courtroom trial in order to set his client free from the charges. From macrostructure, it leads to a certain topic, by this topic the speaker influence the hearer that what the speaker assert is the legitimate one. Microstructure analysis points on the local meaning of the discourse, by observing the semantic, syntactic, stylistic and rhetorical aspects. The using of words, a proposition, and certain rhetoric in the media is understood by van Dijk as the part of the writer's or speaker's strategy.

The phenomenon of discursive strategy of a criminal defense lawyer is portrayed very well in *The Lincoln Lawyer* novel. The novel tells about the story of a prominent defense lawyer named Michael Haller. He is very adept in defending his client in the courtroom trial. His competency in defending his client is best to be investigated by using CDA. Moreover, this novel is written by observing the work of a criminal defense lawyer. Therefore, the description of the story in this novel is depicted accurately as the reality. For this reason, this novel is brought up as the data source of this research. Then, the researcher formulates his way of thinking for this study into an analytical construct as follows.

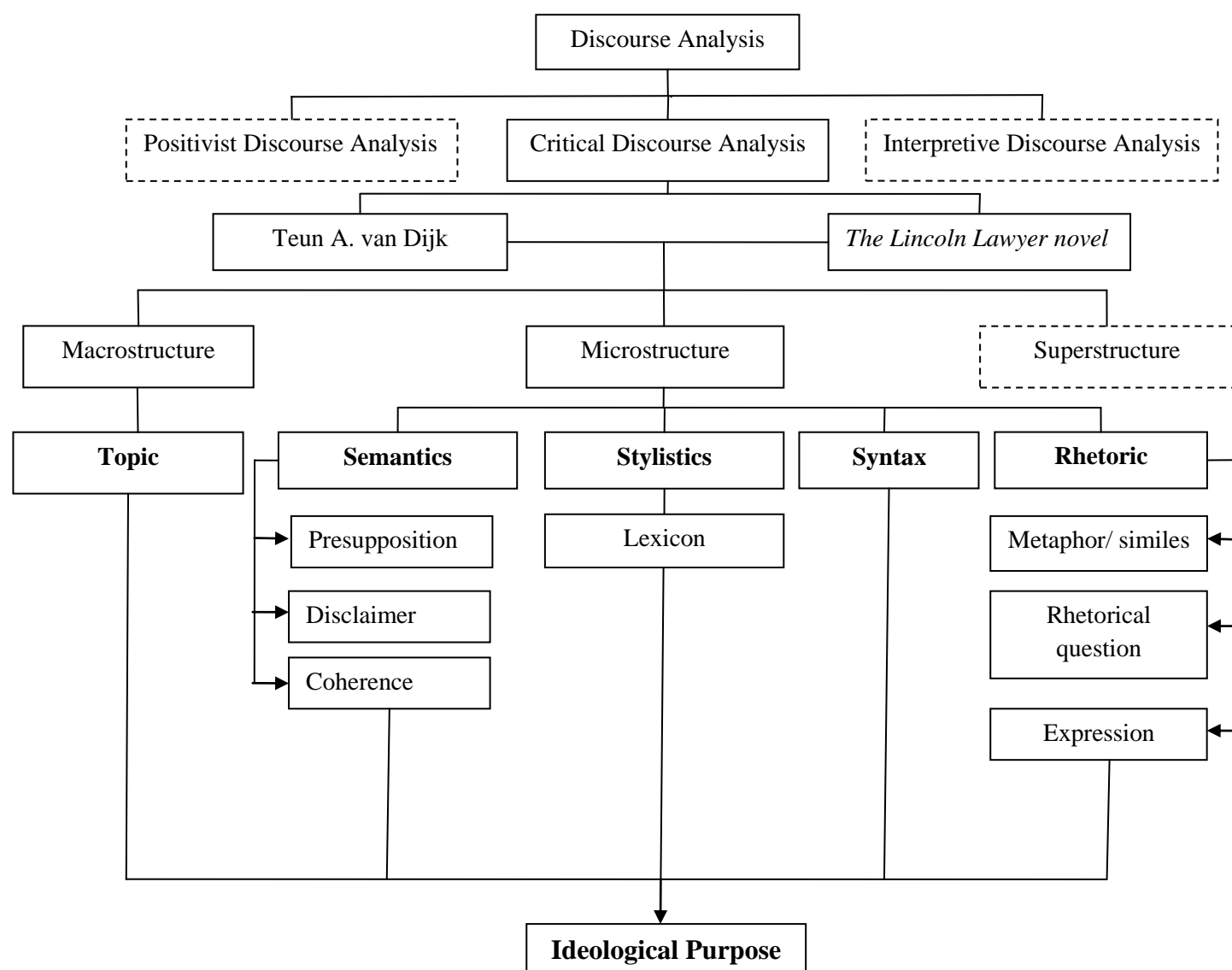


Figure 1: Analytical Construct

CHAPTER III RESEARCH METHOD

A. Types of the Research

According to Vanderstoep and Jhonston (2009: 167), the purpose of qualitative research is more descriptive than predictive. A depth understanding of the researcher's viewpoint is the goal of this research. This approach is typically less concerned with generalization, since it claims only to represent the phenomena studied. The description is necessary for understanding because it explicates the process of data interpretation. This type of research seeks to describe or explain why the phenomenon happens, so it does not merely speculate about causality which may arise among the data being studied.

Based on the purpose of the research, this study is classified as descriptive qualitative. It is called descriptive because this research aims to explore and to describe sentence structure, analyze based on critical discourse analysis approach. In this case, van Dijk's model of analysis is used because it indicates the use of language as a strategy to legitimate the speaker's claim and also to deliver the ideological purpose which underlies its discursive production. This, study is also classified as qualitative because it aims to understand and to interpret how the discursive strategy of a criminal defense lawyer is used to legitimate the validity of his claim to reach his certain goals as portrayed in *The Lincoln Lawyer* novel. In addition, this research uses data

in the form of words, not numbers, found in the spoken text. This is in line with what Moleong (2011: 120) states that qualitative research is research which produces descriptive data consisting of written and spoken words and behavior.

B. Form and Source of Data

The object of this research is a novel entitled *The Lincoln Lawyer*. The data are in the form of linguistic features such as utterances in the form of word, phrase, sentence, and discourse spoken by Michael Haller as the criminal defense lawyer character in the novel. This is in line with what Bungin (2007: 28) mentions that qualitative data are in the forms of sentences, utterances, even short stories. In this study, the researcher investigates the utterances produced by Michael Haller from the first to the last chapter which contain certain topics, and discursive strategy. The source of the data of this study is *The Lincoln Lawyer* novel accessed from <http://www.onread.com/fbreader/1435088/>.

C. Instruments of the Research

According to Moleong (2011: 121), in qualitative research the researcher plays the role as the designer, the data collector, the analyst, the data interpreter, and eventually the reporter of the research findings. Therefore, the researcher is the primary instrument for collecting the data. The researcher used data sheets as the secondary instruments for helping him to analyze the data. The format of the data sheet is illustrated in the following table.

Table 1: Data Sheet of Topics and Discursive Strategies of Haller's Utterances.

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
1.	CDA/Pg 217/1	<p>Haller : "The prosecutor, Mr. Minton, seemed to spend his time this morning telling you about what he thinks all the evidence means and who Mr. Roulet really is. I would advise you to simply sit back, listen to the evidence and let your common sense tell you what it all means and who Mr. Roulet is."</p> <p>Note Taker : (keep moving her pencil across the page of her notebook.)</p> <p>Haller : "I think that what you are going to find here this week is that this whole case will come down to the actions and motivations of one person. A prostitute who saw a man with outward signs of wealth and chose to target him. The evidence will show this clearly and it will be shown by the prosecution's own witnesses."</p>		.					

Note:

CDA : Critical Discourse Analysis

Pg 217 : page 217 of the novel

1 : Data number 1

Rhe : Rhetoric

Syn : Syntax

Sty : Stylistics

Sem : Semantics

A. Techniques of Data Collection

This research employed *simak dan catat* technique (*reading and note taking technique*) to collect the data from *The Lincoln Lawyer* novel. According to Sudaryanto (1993: 133-135), this is a technique for providing data through reading carefully and note taking. This technique of collecting data is a non interactive technique since it does not involve the researcher to interact with subjects who are being studied. To gather the data, the novel of *The Lincoln Lawyer* was accessed from the internet (<http://www.onread.com/fbreader/1435088/>). The full content of the novel was obtained, copied, and pasted into files in Microsoft Word format because it could not be downloaded directly.

The procedures of collecting the data include the following steps.

- 1) Retrieving the full novel transcript of *The Lincoln Lawyer* from <http://www.onread.com/fbreader/1435088/>;
- 2) Reading *The Lincoln Lawyer* novel to collect the data;
- 3) Identifying the utterances or discourses in the novel;
- 4) Classifying and transferring the selected discourses or utterances which are in accordance to the objectives of this study into data sheets as the raw data.

B. Method of Data Analysis

In observing the phenomenon of the study, content analysis was applied. This type of analysis was used to reveal the content of a book or text that explores the condition of the author or the society when it was written.

Wiersma (1995: 216) states that data analysis in qualitative research is a process of successive approximation towards an accurate description and interpretation of phenomena. Therefore, this research aimed to present an accurate description and interpretation of the phenomenon by revealing the condition of the society when it was written.

Meanwhile, according to Moleong (2011: 125), data analysis is a process of organizing and classifying data into a certain pattern, category, and basic unit of analysis, so the theme can be found and working hypothesis suggested by the data can be formulated. That is why the data in this research were analyzed by using some steps.

1. Categorizing

After getting the raw data in the form of the utterances of Michael Haller which contain discursive strategies, the researcher made a categorization system which was drawn to a table shown in the appendice. The table was used for categorizing topics, types of discursive strategy and also how these strategies were used.

2. Classifying

The next step to do after the categorization system was done was putting the selected discourse or utterances containing certain discursive strategies as raw data in this research into the provided table. This classification step was the hardest step to do as this required a good and deep understanding of the theories employed, especially the CDA theory of van Dijk.

3. Analyzing

When the classification was finished, the researcher started to analyze the data. In this study, the data analysis was also employed quantitative method since it involved numbers to get the percentage of each linguistic element in the table in order to draw one of inferences.

4. Discussing

After analyzing and getting the data finding, the researcher red those findings in a scientific way. It means that the researcher not only red related findings to some employed theories, but he also explained and elaborated why and how the findings could be so. It was done by answering certain unwritten questions. One of the examples is, why a certain strategy could have the most often of existence while other type could be the rarest one. In addition, this kind of discussion was conducted to the whole findings of each table as well as to the second question (in the form of explanation and elaboration).

Above all, the analysis and discussion started with an analysis of topics or semantic macrostructures which van Dijk in Wodak and Meyer (2001: 102-103) give a first, overall, idea of what a discourse of texts is all about, and controls many other aspects of discourse and its analysis. Next, the researcher focused on the analysis of local meaning or micro structures such as the meaning of words, the structures of propositions, coherence and other relations between propositions. Then, both analysis at the level of global and local meaning, he recognized an overall strategy of positive

self-representation and negative other-representation, in which self-good things and others-bad things were emphasized, and self-bad things and others-good things were de-emphasized. At the end, the researcher also revealed the ideology which underlies its discursive reproduction.

5. Reporting

The last step was reporting the findings and the discussions of the findings. In writing the report of the research, the researcher added some points of conclusion and some points of suggestion.

C. Trustworthiness of the Data

The trustworthiness of the data can be gained by conforming four criteria, namely, credibility, dependability, conformability, and transferability (Moleong, 2011:173). This research principally applied credibility and conformability. Credibility refers to the richness of the gathered information and on the analytical abilities of the researcher. The findings and the interpretation of the data should accurately describe reality by doing tests. Conformability, in turn, aims to measure how far the researcher demonstrates the neutrality of the research interpretations. The findings and the interpretations of the data should be truly based on the data. In achieving credibility and conformability, there were two techniques employed by the researcher. The techniques were triangulation and inter-rater technique.

1. Triangulation

It is a technique for checking the trustworthiness of data by utilizing something outside the data to verify the data or to compare them (Moleong, 2011: 178). To achieve the credibility of the data, the researcher consulted the findings to his supervisors, Dr. Margana, M. Hum., M.A. and Paulus Kurnianta, M. Hum. Both are the right persons to discuss the data with. The reason is that, they are experts in linguistics.

2. Inter-rater technique

It was also used to gain conformability of the research findings. The data were discussed with two colleague researchers at English Language and Literature study program, especially those who is majoring in linguistics. This study is triangulated by Atika Krusdian Sari and Shinta Purnama Sari, since both are students of English Language and Literature study program from Yogyakarta State University.

CHAPTER IV FINDINGS AND DISCUSSION

This chapter is divided into two main parts: the data findings and the discussion of the data analysis. The first part consists of the findings of three formulations of the research: the topics which are emphasized in Haller's utterances during direct and cross examination in the courtroom trial, the discursive strategies which are employed in the realization of the strategies of positive self-representation and negative other-representation, and the ideological purpose which underlies its discursive representation and how it shatters claims of the prosecutor. The second part consists of the discussion on those all findings.

A. Findings

1. Semantic Macrostructure or Topics which are Emphasized in Criminal Defense Lawyer's Utterances during the Courtroom Trial

A topic represents the gist or the most important information of a discourse. It tells us what a discourse is about. To examine the topics, the researcher looks up critically on what is topicalized and de-topicalized in Haller's utterances. In this study, the topicalization is done by emphasizing self-good things and de-emphasizing bad thing in self-representation and vice versa in the other-representation. The utterances of Haller as a criminal defense lawyer in this novel creates a certain global meaning which draws positive self-representation and negative other-representation in each cross and direct examination of courtroom discourse.

2. The Discursive Strategies Employed by Haller in the Realization of the Strategies of Positive Self-Representation and Negative Other-Representation

The study shows that the defense lawyer character (Haller) uses linguistic elements such as semantics, syntax, stylistics, and rhetoric. They are used as discursive strategies in order to shatter previous claims served by the prosecutor and to win the lawsuit. By using those elements, Haller draws the same event of the case in different ways. This is done by serving only the information which is beneficial for the communicator. On the contrary, the information which is harmful is concealed. The main purpose is that the judge and juries are only given the information which is beneficial for the communicators.

Moreover, the researcher finds that the defense lawyer character in this novel applies mostly lexicon element in defending his client. On the other hand, he hardly applies disclaimer element and he does not apply metaphor/simile element as a discursive strategy to legitimate his claim. The following table is the percentages of the use of those linguistic elements employed by Haller as the discursive strategies.

Table 2. The Discursive Strategies Used by Haller as the Criminal Defense Lawyer in *The Lincoln Lawyer* Novel

No.	Strategies	Frequency	Percentage
1.	Lexicon	18	33.33 %
2.	Coherence	6	11.11 %
3.	Disclaimer	1	1.85 %
4.	Presupposition	8	14.81 %
5.	Metaphor/ Simile	0	0 %
6.	Rhetorical Question	12	22.22 %
7.	Expression	2	3.70 %
8.	Syntax	7	12.96 %
Total		54	100 %

3. The Ideological Purpose which Underlies the Discourse Production

The analysis of various topics and discursive strategies reveals the ideology of exclusion. This ideology underlies the discourse production of the defense lawyer (Haller) because he intends to influence the judge to put the victim, the prosecutor's witness and the prosecutor on blacklist from the trial in this case. This is done by attaching negative attributes to them such as a liar, the real predator, and cunning person.

A closer examination of the topics and discursive strategies indicate that the words and sentences chosen are consistently used to denote a concept which serves an ideological purpose of blacklisting the adversary. Haller depicts the victim, prosecutor's witnesses, police and the prosecutor as the party who conducted skulduggery during the judicial process. By this reason, they need to be blacklisted or excluded from the trial.

B. Discussion

1. Semantic macrostructure or Topics which are emphasized in Haller's utterances during the courtroom trial.

This step is concerned with a careful examination on the utterances of the main character. The examination aims to identify the topics, or macro structures. It defines the speaker's intention as the most important information or opinions. It deals with the representation of self and other. Therefore, the focus of analysis is on what is presented as the most salient in his utterances during direct and cross examination. It is done in order to reveal the topic

which is delivered by Haller about the representation of his client and the adversaries.

The lead words and sentences in the dialogue between Haller and his adversaries during the trial are examined. This examination aims to discern what issues/topics which are emphasized by the defense lawyer, what ideological implications are there from those topics, and what discursive strategies are employed to construct ideological representations of events in relation to the adversaries (state along with the police, DA, opposing witness, and the prosecutor).

The topics of the selected utterances of defense lawyers' character which emerged in the analysis are presented below.

a. Topics of the adversaries representation.

1) The police, District Attorney (DA), and the Prosecutor

The topics of other-representation dealing with representation of the adversaries, such as police, DA, and the prosecutor as the party who break the system of justice appear explicit by the examination of the leading words and sentences of the following dialogue. The examination is given below with wordings in bold.

a) The Police justify the action of the victim who has counterfeited her testimony.

The topics or the most important ideas proposed by the defense lawyer to the juries and the judge are revealed from the cross examination addressed to detective Booker. The topic/the important idea can be seen as follows.

Context:

The dialogue below is a cross-examination of detective Booker after he gave his testimony for the prosecutor dealing with Roulet's knife as the key evidence. Here, Haller was not trying to deny the detective testimony but focused on the police reaction which seemed to justify Campo's action in counterfeiting her testimony.

Haller : **Detective Booker, did Regina Campo explain why she lied to the police?**

Det. Booker : She didn't lie to me.

Haller : Maybe not to you but she told the first officers on the scene, Maxwell and Santos, that she did not know why the suspect had come to her apartment, didn't she?

Det. Booker : I wasn't present when they spoke to her so I can't testify to that. **I do know that she was scared, that she had just been beaten and threatened with rape and death at the time of the first interview.**

Haller : **So you are saying that under those circumstances it is acceptable to lie to the police?**

Det. Booker : No, I did not say that.

Data: CDA/pg 252-253/ 7

Topic from the discourse above:

The Police justify the action of the victim who counterfeits her testimony.

The defense lawyer (Haller) attempts to shatter previous claim proposed by the police who performed as the state witness for the victim. By influencing the judge and the juries, Haller asserts that the police justify the action of victim who has counterfeited her testimony.

- b) The prosecutor and DA phony up the evidence file in order to win the lawsuit.

The involvement of DA and the prosecutor in fabricating the key evidence in order to draw this topic is identified from the discussion of the dialogue as follows.

Context of situation:

This dialogue took place in the Judge's room, after prosecutor's Jailhouse snitch who acted as his rebuttal witness was evidently a liar witness. The witness had previously been convicted of perjury in order to get a reward from the previous prosecutors who used his service. After knowing this, Judge Fullbright got angry because the prosecutor deliberately brought someone who tarnished her trial. At this situation, the prosecutor Ted Minton stated that he did not know anything bad about Corliss background. However, Haller proved that the prosecutor, Ted lied about this. Yet, the prosecutor kept denying it and he swore to god that he really did not know it. At this time, Haller drew another Ted's negative representation.

Judge Fullbright looked from Minton to me and then back at Minton.

Judge Fullbright : What knife? She asked.

Minton : (Minton said nothing.)

Haller : Tell her, I said.

Minton : (Minton shook his head.) I don't know what he's talking about, he said.

Judge Fullbright : Then you tell me, the judge said to me.

Haller : Judge, if you wait on **discovery from the DA, you might as well hang it up at the start**, I said. **Witnesses disappear, stories change, you can lose a case just sitting around waiting.**

Judge Fullbright : All right, so what about the knife.

Haller : I needed to move on this case. So I had my investigator go through the back door and get reports. **It's fair game. But they were waiting** for him and **they phoned up a report on the knife** so I wouldn't know about the initials. I didn't know until I got the formal discovery packet.

Judge Fullbright : The judge formed a hard line with her lips.

Minton : That was the police, not the DA's office, Minton said quickly.

Judge Fullbright : Thirty seconds ago you said you didn't know what he was talking about, Fullbright said. Now suddenly you do. I don't care who did it. Are you telling me that this did in fact occur.

Data: CDA/pg 309-310/ 44

Topic from the discourse above:

The prosecutor and DA phony up the evidence file in order to win the lawsuit.

- c) The prosecutor, Ted Minton deliberately uses a liar snitch in the trial in order to win the lawsuit.

The idea and the fact that the prosecutor deliberately uses the service of a liar snitch in the trial in order to win the lawsuit are highlighted by the following dialogue.

Context of situation:

This dialogue took place in the Judge's room, where Corliss as a prosecutor rebuttal witness was evidently a liar witness. He had previously been convicted of perjury in order to get a reward from the previous prosecutors who used his service. After knowing this, Judge Fullbright got angry, since the prosecutor purposely brought someone who tarnished her trial. At this situation, the prosecutor Ted Minton stated that he did not know anything bad about Corliss' background.

Judge Fullbright	: How many times had he been used in this county before today?
Minton	: Only one previous time in court. But he had given information on three other cases I could find. Nothing about Arizona came up.
Judge Fullbright	: Nobody thought to check to see if this guy had been anywhere else or used variations of his name.
Minton	: I guess not. He was passed on to me by the original prosecutor on the case. I just assumed she had checked him out.
Haller	: Bullshit, I said.

The judge turned her eyes to me. I could have sat back and watched Minton go down, but I wasn't going to let him try to take Maggie McPherson with him.

Haller	: The original prosecutor was Maggie McPherson, I said. She had the case all of about three hours. She's my ex-wife and she knew as soon as she saw me at first apps that she was gone. And you got the case that same day, Minton. Where in there was she supposed to background your witnesses, especially this guy who didn't come out from under his rock until after first appearance? She passed him on and that was it.
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Minton opened his mouth to say something, but the judge cut him off.

Judge Fullbright : It doesn't matter who should have done it. It wasn't done properly and, either way, putting that man on the stand in my opinion was gross prosecutorial misconduct.

Data: CDA/ pg 308/ 42

Topic from the discourse above:

The prosecutor, Ted Minton deliberately uses a liar snitch in the trial in order to win the lawsuit.

d) Detective Booker testifies with no evidence.

The topic of allegation toward Detective Booker who testifies with no evident is highlighted with sentences in bold by the following dialogue.

Context of situation:

Previously, detective Booker testified that Roulet was the suspect who punched Campo in the face so badly by using his left hand.

Det. Booker	: He had wrapped a cloth around his fist to protect it. There were no injuries on his hands that I could see.
Haller	: Did you document this lack of injury?
Det. Booker	: No, he said.
Haller	: So you had Ms. Campo's injuries documented by photographs but you didn't see the need to document Mr. Roulet's lack of injuries, correct?
Det. Booker	: It didn't seem to me to be necessary to photograph something that wasn't there.
Haller	: Did you find this cloth he supposedly wrapped his hand in?
Det. Booker	: Yes, it was in the apartment. It was a napkin, like from a restaurant. It had her blood on it.
Haller	: Did it have Mr. Roulet's blood on it?
Det. Booker	: No.
Haller	: Was there anything that identified it as belonging to the defendant?
Det. Booker	: No.

Data: CDA/pg 254-255/ 14

Topic from the discourse above:

Detective Booker testifies with no evidence.

The cross examination above attempts to emphasize that the detective acts unprofessionally. The reason Haller gives this negative attribute to the detective is that the detective only checks on the victim without checking and finding alternative evidences which matched to the defendant to ensure the validity of the victim testimony.

Those topics are related to the description of the adversaries such as the police and the prosecutor. Thus, it clearly depicts them as the agent of negative actions and also the agent who tarnishes American trial. By attaching this negative attribute, Haller attempts to influence the judge and juries that charges against his client are all false. Therefore, the charges are needed to be excluded along with the supposed victim from the trial. Moreover, the exclusion of the prosecutor is needed to be done because the prosecutor is the main agent who facilitated all these falsity.

2) Prosecutor's witnesses

a) Corliss conducts a perjury by fabricating his testimony.

The topic/issue which is emphasized by Haller dealing with the representation of Corliss, who evidently lied under the oath during the trial, appears to be explicit by the following dialogue. The leading words and sentences of the dialogue are given below in bold.

Context of situation:

After the video of Roulet's first appearance played, it proved that all Corliss's testimony was just a fabrication. Then, Haller intended to make Corliss admitted his own lie dealing with his testimony in front of the judge and the juries.

Haller : **Yet, you testified under oath and penalty of perjury that he confessed crimes to you while you were both in the courtroom, didn't you?**

Corliss : I know I said that but I must have been mistaken. He must have told me everything when we were in the holding cell.

Haller : **You lied to the jury, didn't you?**

Corliss : I didn't mean to. That was the way I remembered it but I guess I was wrong. I was coming off a high that morning. Things got confused.

Data: CDA/ pg 303-304/ 38

Topic from the discourse above:

Corliss conducts a perjury by fabricating his testimony.

Haller claims that Corliss has fabricated his testimony. This claim is asserted by Haller by the use of rhetorical question as follows. "You lied to the jury, didn't you?" This question is not merely a yes/no question. However, it is a rhetorical question which emphasizes Corliss' negative action. This attempt aims to make Corliss admit that he lied under the oath.

- b) Corliss is never charged with perjury since he is deliberately sent by the police.

The topic/issue which is emphasized by defense lawyer dealing with the representation of Corliss appears to be explicit by the following dialogue. The table below provides the data and the explanation of this topic found in the cross examination against Corliss.

Context of situation:

In previous conversations, the public know that Corliss lied over his testimony about Roulet. Haller also showed the juries and judge that he had repeatedly conducted perjury by lying over his testimony dealing with innocent people. Yet, he was never charged with perjury.

Haller : **Were you ever charged with perjury in the Bentley case? I asked**

him.

Corliss : No, I wasn't, he said forcefully, as if that fact exonerated him of wrong doing.

Haller : **Was that because the police were complicit with you in setting up Mr. Bentley?**

Minton objected, saying, I am sure Mr. Corliss would have no idea what went into the decision of whether or not to charge him with perjury.

Judge Fullbright sustained it but I didn't care. I was so far ahead on this witness that there was no catching up. I just moved on to the next question.

Data: CDA/ pg 306/ 40

Topic from the discourse above:

Corliss is never charged with perjury because he is deliberately sent by the police.

Here, Haller shows the judge and juries that the police and the prosecutor are conspired in using the service of state regular snitch, Corliss in order to win the lawsuit handled by the state. Therefore, although the evidence shows that Corliss has lied in his testimony, he is never been charged with perjury.

3) Victim

- a) Regina Campo completely lies to the police for her report about who the suspect (Roulet) is.

This topic/issue is emphasized by defense lawyer dealing with the representation of Campo and allegation upon her that she lied to police for her report about who the suspect was. The explanation of the data is presented as follows.

Context of situation:

This dialogue took place in the courtroom. The dialogue called as cross examination after the direct examination by the prosecutor was done. In this direct examination, the officer, Vivian Maxwell testified that Campo disheveled, hurt and frightened. The officer said that Campo kept asking about if she was safe and if the intruder had been caught. Even after she was assured

on both questions, she remained scared and upset. Here, Maxwell tried to hide that the victim's lie to the police that she did not know who Roulet was.

Maxwell : That's how she said it. She was upset and hurt at the time.

Haller : I understand. **Did she tell you who the man was?**

Maxwell : **No, she said she didn't know the man.**

Haller : You specifically asked if she knew the man?

Maxwell : **Yes. She said no.**

Haller : **So she just opened her door at ten o'clock at night to a stranger?**

Maxwell : She didn't say it that way.

Haller : But you said she told you she didn't know him, right?

Maxwell : That is correct. That is how she said it. She said, I don't know who he is.

Data: CDA/ pg 221/5

Topic from the discourse above:

Regina Campo completely lies to the police for her report about who the suspect is.

By the question "So she just opened her door at ten o'clock at night to a stranger?" the judge and juries are influenced by Haller to contradict the testimony of the victim who asserts that she does not know who Roulet is. Eventually, it comes to an issue that the victim, Campo completely lies to police for her report about who the suspect is.

b) Regina Campo counterfeits her testimony in front of the judge and juries.

The topic/issue above is emphasized by defense lawyer dealing with the allegation upon her. This issue appears to be explicit by the explanation of the dialogue as follows.

Context of situation:

In this cross examination, Haller succeeds to manage a trap on Campo in order to depict her as a liar. To make the matter worse, this lie was witnessed

by the judge herself along with the juries in the courtroom at that time. She testified that she never saw Roulet driving, but then in a moment later she said that she saw Roulet drove away from his car with another prostitute.

Haller : Had you ever seen him drive up or away from one of these places in a Porsche or a Range Rover?

Campo : **No, I never saw him driving.**

Haller : But you had seen him before in Morgan's and other places like it?

Campo : Yes.

Haller : But never spoke to him?

Campo : Correct.

Haller : Then, what made you approach him?

Campo : I knew he was in the life, that's all.

Haller : What do you mean by in the life?

Campo : I mean that the other times I had seen him I could tell he was a player. I'd seen him leave with girls that do what I do.

Haller : You saw him leave with other prostitutes?

Campo : Yes.

Haller : Leave to where?

Campo : I don't know, leave the premises. Go to a hotel or the girls' apartment. I don't know that part.

Haller : **Well, how do you know they even left the premises? Maybe they went outside for a smoke?**

Campo : I saw them get into his car and drive away.

Haller : **Ms. Campo, you testified a minute ago that you never saw Mr. Roulet's cars. Now you are saying that you saw him get into his car with a woman who is a prostitute like yourself. Which is it?**

She realized her misstep and froze for a moment until an answer came to her. I saw him get into a car but I didn't know what kind it was.

Data: CDA/pg 262/ 8

Topic from the discourse above:

Regina Campo counterfeits her testimony in front of the judge and juries.

In the dialogue above, Haller connects two Campo's different statement to draw a topic of negative other-representation. He shows the public of the courtroom that Campo counterfeits her testimony in front of the judge and juries by herself. As a result, it successfully ruins her entire testimony in front of the juries.

b. Topics of Self-Representation

- 1) All charges against Roulet are false and illogical.

This topic/issue is emphasized by Haller dealing with the claims against Roulet by Campo. It aims to influence judge and juries thought that claims against Roulet are false and illogical. This topic appears to be explicit by the explanation of the dialogue as follows.

<p>Context of situation:</p> <p>This dialogue is called the lawyers' direct examination. The dialogue is conducted between Haller (defense lawyer) and his own client. In this case, Campo sued Roulet for rape and murder attempts. The visum report said that she got strikes and violence marks or bruises on her face. These bruises were caused by hard blows from the left hand.</p>
<p>Haller : Are you left-handed? Roulet : No, I'am not.. Haller : You didn't strike Ms. Campo with your left fist? Roulet : No, I did not. Haller : Did you threaten to rape her? Roulet : No, I did not. Haller : Did you tell her you were going to kill her if she didn't cooperate with you? Roulet : No, I did not.</p> <p style="text-align: right;">Data: CDA/pg 278-279/ 9</p>
<p style="text-align: center;">Topic from the discourse above: All charges against Roulet are false and illogical.</p>

Haller uses a negative word such as "rape" in delivering question to Roulet. The use of this word is intended to turn the charges upon Roulet seems illogical. It is illogical because anyone would think that it makes no sense for a wealthy realtor to rape a cheap prostitute. The application of this word influences people to use their logic and to think that Roulet would never do such thing because he can easily afford to have sex with any prostitute

without has to rape them. As the conclusion, this dialogue emphasizes that the entire charges against Roulet are false and illogical.

2) There is no prostitute who reports bad thing about Roulet.

The topic/issue which is emphasized by defense lawyer dealing with the claim that there is no prostitute who reports a bad thing about him appears explicit by the examination of the dialogue as follows.

Context of situation:

This dialogue is a continuation of cross-examination against Campo as the main witness as well as the victim in this case. Here, the positive self-representation is conducted by asking the victim herself to justify the entire information asserted by the defense lawyer about his client. The goal is to strengthen the validity of the defense lawyer's claim.

Haller : You testified that on prior occasions you had seen Mr. Roulet with other women who practice the same profession as yourself?

Campo : Yes.

Haller : They're **prostitutes**.

Campo : Yes.

Haller : Do you know them?

Campo : We're acquaintances.

Haller : **And do you extend professional courtesy to these women in terms of alerting them to customers who might be dangerous or unwilling to pay?**

Campo : Sometimes.

Haller : And they extend the same professional courtesy to you, right?

Campo : Yes.

Haller : **How many of them warned you about Louis Roulet?**

Campo : Well, nobody did, or I wouldn't have gone with him.

Data: CDA/ pg 264/ 19

Topic from the discourse above:

There is no prostitute who reports bad things about Roulet.

The sentences and words in bold above construct a positive self-representation about Haller's client. It depicts a serious portrayal of Roulet as a good costumer of other prostitutes. The goal is clearly to create a paradox

over Campo's testimony which makes it doubtful. Then, it leads people to think that Roulet would not do that criminal action as what is charged upon him.

3) Louis Roulet is the real victim of the set-up case by Regina Campo.

This topic/issue is emphasized by Haller dealing with the representation of his client as the real victim in this case appears to be explicit by the examination of the dialogue as follows.

Context of situation:	
<p>This statement took place in the courtroom. It is called as opening statement in the first day of prosecution trial. Previously, the prosecutor Ted Minton described Regina Campo as a woman who was "selling sex to the men" instead of using word "prostitute" in order to refine her occupation. Then he emphasized his argument by saying that anyone, no matter what someone does for a living, the law does not allow for them to be beaten, to be threatened at knifepoint or to be put in fear of their lives. Then, Haller tried to shatter this claim by the discourse as follows.</p>	
Haller	: The prosecutor, Mr. Minton, seemed to spend his time this morning telling you about what he thinks all the evidence means and who Mr. Roulet really is. I would advise you to simply sit back, listen to the evidence and let your common sense tell you what it all means and who Mr. Roulet is.
Note Taker	: (keep moving her pencil across the page of her notebook.)
Haller	: I think that what you are going to find here this week is that this whole case will come down to the actions and motivations of one person. A prostitute who saw a man with outward signs of wealth and chose to target him . The evidence will show this clearly and it will be shown by the prosecution's own witnesses.
Data: CDA/Pg 217/1	
<p style="text-align: center;">Topic of the discourse above: Louis Roulet is the real victim of set-up case by Regina Campo.</p>	

The dialogue above is an attempt to shatter the previous claim of the prosecutor. Previously, the prosecutor stated that Campo is the victim of crime

conducted by Roulet. Yet, by using some words and sentences above, Haller shatters and reverses the allegation. In the end, he emphasizes the idea that his client is actually the real victim of the set-up case of an admit prostitute, Regina Campo.

2. The Discursive Strategies Employed in the Realization of the Strategies of Positive Self-Representation and Negative Other-Representation

The previous discussion discusses about the topics concerning the description of the adversaries which are emphasized by Haller. Those topics clearly show the negative other-representation over the prosecutor, the victim and the witness. On the other hand, Haller only asserts the good or the beneficial information in describing his client. The goal is certainly to construct self-positive representation. Legitimizing these topics, the various discursive elements are used as discursive strategies.

In this study, there are four linguistic elements employed by Haller as discursive strategies. The discursive strategies aim to legitimize the strategies of positive self-representation and negative other-representation. Those linguistic elements are semantics, syntax, stylistics, and rhetoric. The semantics aspect is divided into three elements; they are presupposition, coherence, and disclaimer. The syntax aspect is concerned with active and passive sentences. It aims to show negative properties attributed to out-groups which is enhanced by the use of active sentence. Conversely, in-group member who engages in negative actions will be syntactically played down by the use of passive sentences. Therefore, their negative action is wholly

dissimulated by the speaker. The stylistics aspect is concerned with the diction or phraseology which covers up in lexicon element. The last is rhetoric aspect. It is divided into three elements; metaphor or similes, expression, and also rhetorical questions. Below are the detail explanations of each category.

a. Lexicon

A lexical element is used to give negative attribute to the adversaries. It is done by selecting phraseology in order to create negative portrayals about the adversaries. Here, the phraseology or diction is used by Haller as the defense lawyer character in describing the negative action of the prosecutor, state witness, and the victim herself. On the other hand, it also has a significant role in describing positive self-interpretation about his client, Roulet.

Haller applies the lexicon element as the discursive strategy because he intends to make Haller's assertion dealing with constructing positive self-representation and negative other-representation to be more explicit. Moreover, the strategy of phraseology also serves his assertion and allegation to the adversaries to be more convincing. The purpose is certainly as an attempt to influence both the judge and the juries' assessment and verdict.

The following dialogue is the example of the use of lexicon element by Haller to legitimate his claim.

- 1) The real predator is the supposed victim, Regina Campo.

Context of situation:

This statement took place in the courtroom. It is called as the opening statement in the first day of prosecution trial. Previously, the prosecutor

Minton described the defendant, Louis Roulet as the predator who was stalking his prey, Regina Campo when she was at her apartment. He claimed that Roulet intended to rape and kill her. Therefore, Haller attempted to shatter this claim by the following statement.

Haller : Ladies and gentlemen, in essence, what you will be deciding here is who the **real predator** was in this case. Mr. Roulet, **a successful businessman with a spotless record**, or **an admitted prostitute with a successful business in taking money from men** in exchange for sex. You will hear testimony that the **alleged victim** in this case was engaged in an act of prostitution with another man just moments before this **supposed attack** occurred. And you will hear testimony that within days of this **supposedly life-threatening assault**, she was back in business once again, trading sex for money.

Minton : (He had his eyes downcast on the table in front of him and he was slowly shaking his head)

Data: CDA/pg 218 - 219 /2

The strategies of positive self-representation and negative other-representation are emphasized in this statement as a counter discourse to shatters the prosecutor's claim. Haller emphasizes negative attribute to the victim; and, on the other hand, he describes the positive attribute to the defendant in front of the juries by applying lexicon element. He highlights positive diction such as "a successful businessman" and "a spotless record" to emphasize the positive aspects of the defendant and also to dissimulate negative sides of him. On the other hand, he highlights negative diction such as "an admit prostitute", "allege victim", "supposed attack", "supposedly life-threatening assault", "a successful business in taking money from men", and "back in business once again". These entire words choice are Haller's strategy to emphasize the negative information of the victim without stating any good information of her.

By applying certain diction, Haller influences the juries to think that the real predator is the prostitute, Regina Campo.

2) All charges against Roulet are false and illogical.

Context of situation:

This dialogue is called the lawyers' direct examination. The dialogue is conducted between Haller (defense lawyer) and his own client. In this case, Campo sued Roulet for rape and homicide attempts. The visum report showed that she got strikes and violence marks or bruises on her face. However, these bruises were caused by a hard blow from the left hand. Here, Haller intended to influence the judge and juries to believe that his client is not a left-handed, rapist and a freak as well.

Haller : **Are you left-handed?**

Roulet : No, I'am not..

Haller : **You didn't strike Ms. Campo** with your left fist?

Roulet : No, I did not.

Haller : Did you **threaten to rape her?**

Roulet : No, I did not.

Haller : Did you tell her you were **going to kill** her if she didn't cooperate with you?

Roulet : No, I did not.

Data: CDA/pg 278-279/ 9

In the dialogue of direct examination above, Haller attempts to show the judge and juries that his client has never perpetrated the entire prosecutor's accusation. Furthermore, he asserts that the entire charges against his client are illogical. The strategy used to legitimate this topic covers the entire prosecutor's accusation by applying diction "left-handed". The use of this phrase is based on the evidence which shows that Campo got punch so badly by the left hand. As a matter of fact, Roulet is not a left-handed. Therefore, the use of this diction shows that this evidence does not match to Roulet. The next diction is the word "strike". This word means to attack vigorously with a great

force. It is stronger than the other words such as “punch, attack, and violate” so it gives an impression that the charges upon Roulet is exaggerated by the prosecutor. Furthermore, it emphasized that Roulet is unable to do such action because he is not a left-handed.

Moreover, Haller uses the phrase “threaten to rape” in delivering questions to Roulet. The use of this phrase is intended to make the charges upon Roulet illogical because Roulet as a wealthy realtor man logically does not has to rape a prostitute if he only wants to have sex. As the result, the use of these diction influences people especially the judge and juries to use their logic that Roulet would never do such thing because he certainly could easily afford to have sex with any prostitute as he want without trying to rape them.

b. Syntax

In this study, the researcher finds that the syntax element is used to provide a negative representation of the adversaries by the use of active sentence to label the adversary as the active agent in conducting negative action dealing with the case.

The examples of the application of syntax element by Haller are presented as follows.

- 1) The Prosecutor and police cooperate in fabricating the evidence.

Context of situation:

The dialogue below discusses about Corliss as a prosecutor's rebuttal witness. He was evidently a liar witness who previously convicted of perjury since he made up his testimony in order to get a reward from the previous prosecutors who use his service. After knowing this fact, Judge Fullbright got furious toward the prosecutor because the prosecutor deliberately brought a

liar who tarnished her trial. In this situation, the prosecutor Ted Minton claimed that he did not know anything bad about Corliss' background. However, the defense lawyer, Haller proved that Ted lied about this. However, Ted kept denying it. Moreover, he swore to god that he really did not know it. At this time, Haller drew another Ted's negative representation.

Minton : I didn't know Corliss's background! Minton said forcefully. I swear to God I didn't know. The intensity of his words brought a momentary silence to the chambers. But soon I slipped into the void.

Haller : **Just like you didn't know about the knife, Ted?**

Judge Fullbright : (Fullbright looked from Minton to me and then back at Minton.) What knife? She asked.

Minton said nothing.

Haller : Tell her, I said.

Minton : Minton shook his head. I don't know what he's talking about, he said.

Judge Fullbright : Then you tell me, the judge said to me.

Haller : Judge, if you wait on discovery from the DA, you might as well hang it up at the start, I said. Witnesses disappear, stories change, you can lose a case just sitting around waiting.

Judge Fullbright : All right, so what about the knife.

Haller : I needed to move on this case. So I had my investigator go through the back door and get reports. It's fair game. But they **were waiting for him and they phoned up a report on the knife so I wouldn't know about the initials. I didn't know until I got the formal discovery packet.**

Judge Fullbright : (she formed a hard line with her lips.)

Minton : That was the police, not the DA's office, Minton said quickly.

Judge Fullbright : Thirty seconds ago you said you didn't know what he was talking about, Fullbright said. Now suddenly you do. I don't care who did it. Are you telling me that this did in fact occur.

Minton : (Minton reluctantly nodded.) Yes, Your Honor. But I swear, I didn't...

Judge Fullbright : You know what this tells me? The judge said, cutting him off. It tells me that from start to finish the state has not played fair in this case. It doesn't matter who did what or that Mr. Haller's investigator may have been acting improperly. The state must be above that. And as evidenced today in my courtroom it has been anything but that.

When the prosecutor told the judge that he really did not know anything bad about the background of his liar snitch, Haller shatters this claim by asserting that the prosecutor and the DA has conducted a crime called “marked deck”. It is totally an illegal action which is done by fabricating the key evidence. In this novel, the “marked deck” is done by the DA and the prosecutor by replacing the picture of Roulet’s knife with another knife which is not belong to Roulet. Therefore, it leads Haller to play a losing game in the trial. The assertion of this topic is done by using syntactic element of active sentence which asserts that the DA and the prosecutor is the active agent in this fraud. The assertion of this topic can be seen in Haller’s utterance as follows “Just like you didn’t know about the knife, Ted?” and “...”they were waiting for him and they phoned up a report on the knife so I wouldn’t know about the initials”.

The researcher also finds that the use of syntactic element is also an attempt to shatter the charges by the prosecutor upon his client. It is done by creating a positive self-representation by the use of active or passive sentence. The example is shown in the direct examination as follows.

- 2) It is a normal habit of Louis Roulet to carry his knife everyday to wherever he goes.

Context of situation:

This dialogue took place in the courtroom. It is called direct examination where the defense lawyer brought this own witness in order to defense the

defendant (his client). This direct examination is an attempt to prove that his client was innocent. At this time, Haller brought Roulet's own mother, Marry Windsor.

Haller : Mrs. Windsor, do you recognize this knife?
 Mrs. Windsor : She picked up the evidence bag and attempted to smooth the plastic over the blade so she could look for and read the initials. Yes, I do, she finally said. It's my son's knife.
 Haller : **And how is it that you would recognize a knife owned by your son?**
 Mrs. Windsor : Because he showed it to me on more than one occasion. I knew **he always carried it** and sometimes it came in handy at the office when our brochures came in and we needed to cut the packing straps. It was very sharp.
 Haller : **How long did he have the knife?**
 Mrs. Windsor : **Four years.**
 Haller : You seem pretty exact about that.
 Mrs. Windsor : I'am
 Haller : How can you be so sure?
 Mrs. Windsor : Because he got it for protection four years ago. Almost exactly.

Data: CDA/ pg 271/ 31

In this direct examination, Roulet's mother becomes one of the key witnesses in order to prove that Roulet is innocent. The questions which are asked by the defense lawyer to Roulet's mother highlight the normal behavior of Roulet who always brought his knife to wherever he goes. This issue is legitimated by the use of syntactic element.

First, Haller leads the examination of Roulet's mother by using passive sentence dealing with Roulet's possession of knife. This is done in order to focus the conversation only about the knife without the involvement of Roulet. As the result, it blurs Roulet's action dealing with the crime he has done with this knife. It can be seen in question proposed by Haller as follows.
 "And how is it that you would recognize a knife owned by your son?"

After the conversation focusing on the knife is finished, Haller continues the examination focusing only on the period of the knife is possessed by him. This explanation can be seen on Haller's question as follows. "How long did he have the knife?" Here, the focus of the conversation is only on the period of the knife possessed by Roulet. Thus, the entire topic of the discussion is only about the knife and also the period it is possessed by Roulet. As the result, it asserts the judge and juries that the knife indeed belongs to Roulet, yet he has already have it for several years and it has already become his habit to bring it to wherever he goes as his normal behavior. Moreover, Roulet uses the knife is only for his protection. This topicalization certainly denies the accusation of the prosecutor and also shatters the allegation upon Roulet which states that Roulet used the knife to kill Regina Campo. Therefore, this topic is logical and it successfully shatters the prosecutor's claim because it is actually a normal behavior of Roulet for carrying his knife everyday to wherever he goes.

c. Expression

The element of expression is used by Haller as one element to support another discursive element in legitimating the claim. This attempt is one of the discursive strategies aimed to influence the perspective of juries and the judge as well as their decision in deciding a not guilty verdict for his client.

The following dialogue is the example of the use of expression element by Haller to legitimate his own/ client's claim.

- 1) Roulet is an innocent person who suffered by a set up case.

Context of situation:

The dialogue below is a direct examination of the defense lawyer to his own client, Roulet. He role as a witness who testified for his own. Here, Haller intended to make Roulet showed his anger for becoming an innocent person who was accused for attacking a prostitute. At this moment, Haller attempted to make his client express his anger as if he is a real innocent person who was imprisoned for something he never did.

I was hoping for some of the fire I had seen on that first day in C. C. Dobbs s office but Roulet was calm and controlled. I decided that before I finished with him on direct I needed to push things a little to get some of that anger back. I had told him at lunch I wanted to see it and wasn't sure what he was doing or where it had gone.

Haller : Are you angry about being charged with attacking Ms. Campo?

Roulet : Of course I am.

Haller : **Why?**

Roulet : **He opened his mouth but didn't speak. He seemed outraged that I would ask such a question. Finally, he responded. What do you mean, why? Have you ever been accused of something you didn't do and there's nothing you can do about it but wait? Just wait for weeks and months until you finally get a chance to go to court and say you've been set up. But then you have to wait even longer while the prosecutor puts on a bunch of liars and you have to listen to their lies and just wait your chance. Of course it makes you angry. I am innocent! I did not do this!**

It was perfect. To the point and playing to anybody who had ever been falsely accused of anything. There was more I could ask but I reminded myself of the rule: get in and get out. Less is always more. I sat down. If I decided there was anything I had missed I would clean it up on redirect.

Haller : I looked at the judge. Nothing further, Your Honor.

CDA/pg 279-280/ 10

In this direct examination toward his client (Roulet), Haller attempts to influence the juries to feel what Roulet feel as an innocent man who is charged for the crime he never did. The strategy of positive self-representation is done by making Roulet to express his anger for being imprisoned and charged by someone who set him up for money. The element which bolsters

Haller to use expression element as a discursive strategy is rhetorical question element. The question delivered to Roulet is presented as follows.

“Are you angry about being charged with attacking Ms. Campo?”

“Of course I am.”

“Why?”

The first rhetorical question attempts to highlight Roulet’s feeling as well as a code to make him express his anger. However, this time Roulet simply answered it coldly. Therefore, Haller asserts his second rhetorical question “why?” This question is considered as a rhetorical question since it is not merely a question to ask the reason why Roulet should angry with the charges against him. This question is also an inducement to make Roulet expresses his sorrow in an expressive way. Therefore, he looks like a truly innocent man who suffers and waits weeks and month only to get his chance for justice. However, this chance is hampered by the prosecutor who put a bunch of liars who help the real criminal to sue him. Worse, he has to listen to them who humiliate him talking about his sex life in front of public.

The strategy of expression disclosure aims to get the juries’ sympathy and also as an attempt to make them feel what Roulet felt as an innocent person who sets up by the real criminal who is considered as the victim. The goal of this attempt is to influence the juries’ assessment in making a decision of a not guilty verdict to Roulet.

2) Snitching for a prosecutor is Corliss' occupation.

Context of situation:

In this situation, Haller attempts to emphasize negative attribute to Corliss dealing with the intensity he has been used by the state prosecutor as a Jailhouse informant or a snitch.

Haller : How many times have you snitched on another inmate?

Corliss : I don't know. A few times.

Haller : How many times have you testified in a court proceeding for the prosecution?

Corliss : Would that include my own cases?

Haller : No, Mr. Corliss. For the prosecution. How many times have you testified against a fellow inmate for the prosecution?

Corliss : I think this is my fourth time.

Haller : **I looked surprised and aghast**, although I was neither. So you are a **pro**, aren't you? You could almost say your occupation is **drug-addicted Jailhouse snitch**.

Corliss : I just tell the truth. If people tell me things that are bad, then I feel obligated to report it.

CDA/ pg 298/ 35

In this continuing cross examination of Corliss, Haller emphasizes Corliss' intensity for he has been becoming a Jailhouse snitch for prosecutors. After Haller delivers a question dealing with Corliss' intensity of being a snitch for prosecutors, he asserts expression of surprise or aghast as a sign as if he does not expect that he is facing a regular Jailhouse snitch who has given his testimonies and his services to prosecutors for many times. This expression intends to bolster the negative other-representation of Corliss by applying lexicon element in Haller's allegation. He delivers his allegation by applying rhetorical question containing lexical choice in order to draw a negative portrayal of Corliss. It can be examined in Haller's question as

follows. “So you are a pro, aren’t you? You could almost say your occupation is drug-addicted jailhouse snitch.”

The word “a pro” implies that Corliss is a professional snitch who discerns an activity of snitching his fellow inmate as a chance to get commutation or other rewards from the prosecutor who uses his service. Furthermore, Haller describes Corliss by using diction such as “drug-addicted Jailhouse snitch” in order to highlight negative impression of Corliss to the judge and juries. The use of this diction asserts that a drug addict is an untruthful informant. Moreover, he repeats the diction “Jailhouse snitch”, where the word snitch is associated with a double face, opportunist, betrayer, and also someone who trades lie for freedom. Therefore, by emphasizing this diction, Haller conveys that Corliss would certainly fabricate his testimony for the sake of his own profit.

d. Rhetorical question

This element is used as one of the tools intended to shatter the previous claims proposed by the adversaries. Haller uses Rhetorical question to draw a conclusion from his preceding utterances which is already presented in order to assert and to marginalize the adversaries. Moreover, Haller uses it to assert positive self-representation of his client. By applying this element, the adversaries (witness and prosecutor) appear to be the antagonist who performs negative actions. On the other hand his client appears to be the innocent man.

The following dialogue is the example of the use of rhetorical question element by Haller to legitimate his claim.

- 1) Regina Campo completely lies to the police for her report about who the suspect is.

Context of situation:

This dialogue took place in the courtroom. The dialogue of this discourse is called cross examination after the direct examination conducted by the prosecutor. On direct examination, the officer woman, Vivian Maxwell testified that Campo disheveled, hurt and frightened. She said that Campo kept asking if she was safe and kept asking whether the intruder had been caught. Even after she was assured on both questions, Campo remained scared and upset, at one point telling the officer to unholster her weapon and have it ready in case the attacker broke free. Here, Maxwell tried to hide the victim's lie to the cops that she did not know who Roulet was.

Officer Maxwell : That's how she said it. She was upset and hurt at the time.

Haller : I understand. **Did she tell you who the man was?**

Officer Maxwell : No, she said she didn't know the man.

Haller : You specifically asked if she knew the man?

Officer Maxwell : Yes. She said no.

Haller : **So she just opened her door at ten o'clock at night to a stranger?**

Officer Maxwell : She didn't say it that way.

Haller : But you said she told you she didn't know him, right?

Officer Maxwell : That is correct. That is how she said it. She said, I don't know who he is.

Data: CDA/ pg 221/5

The officer, Maxwell only told the juries about the condition of the victim during the defendant got arrested. However, Haller already knows that the victim counterfeits her testimony which said that she did not know who Roulet was.

Haller's strategy is to give negative other-representation to the officer Maxwell. First, he provides a preceded question to the Maxwell whether or not the victim know who the man was. Then the officer testifies that the victim did not know who the man was. Finally, Haller applies the element rhetorical question as a strategy to create a paradox over her statement by

saying “So she just opened her door at ten o’clock at night to a stranger?”

Using this strategy, he influences the judge to think that Regina Campo has lied, because anyone normally would never open their door to a stranger at ten o’clock at night. Furthermore, by using this strategy, Haller leads the audience to think that the officer supports and protects the liar victim.

2) Corliss conducts perjury by fabricating his testimony.

Context of situation:

Previously Corliss testified that Roulet confessed his crime to him for they were in cell together. Then, Haller showed the public a video which proved that Corliss fabricated his testimony during the first appearance in the trial. After a video showed that Corliss fabricated his testimony. Haller intended to make Corliss to admit his own perjury in front of the judge and juries. Therefore, he used rhetorical question to assert and to emphasize Corliss negative action. This strategy is conducted by emphasizing Corliss’ action dealing with his fabrication of testimony which he already done.

Haller : **Yet, you testified under oath and penalty of perjury that he confessed crimes to you while you were both in the courtroom, didn’t you?**

Corliss : I know I said that but I must have been mistaken. He must have told me everything when we were in the holding cell.

Haller : **You lied to the jury, didn’t you?**

Corliss : I didn’t mean to. That was the way I remembered it but I guess I was wrong. I was coming off a high that morning. Things got confused.

Data: CDA/ pg 303-304/ 38

In the dialogue above, Haller delivers his rhetorical questions based on video tape which shows Corliss’ lie. Then, he ‘attacks’ Corliss with the first rhetorical question “Yet, you testified under oath and penalty of perjury that he confessed crimes to you while you were both in the courtroom, didn’t you?” This rhetorical question not only asserts that Corliss testimony contradicts to the truth, but it also reminds the judge that Corliss has already

conducted a perjury with a penalty. Therefore, he has to be punished in this time.

Moreover, Haller asserts his claim that Corliss has fabricated his testimony. The assertion can be examined by applying a rhetorical question as follows. “You lied to the jury, didn’t you?” This question is not merely a yes/no question, yet it is a rhetorical question which emphasized negative action of Corliss. Moreover, this strategy makes him concede his lie.

e. Presupposition

Presupposition element is a statement which is used to support the meaning of a text. It has an effort to support the ideas by giving premise which is believed to be true. It is done by giving certain questions to the adversaries, then Haller draws certain conclusion which conveys an assertion or a question delivered to the adversaries. It aims to create paradox which makes the claims from the adversaries become doubtful.

The following dialogue presents the example of presupposition strategy used by Haller to legitimate his claim.

- 1) Regina Campo chooses to target Louis Roulet as a ticket for leaving her profession as a prostitute.

Context of situation:

In this dialog, Haller emphasizes a fact about Campo who planned to leave her job as a prostitute. Then he uses this fact to draw a negative presupposition of Campo.

Haller : You thought **he was safe**.

Campo : I guess so. I don’t know. **I needed the money** and I made a mistake

with him.

Haller : Did you think he was rich and could solve your need for money?

Campo : No, nothing like that. I saw him as a potential customer who wasn't new to the game. Somebody who knew what he was doing.

Haller : **Okay, I said. Then, isn't it true, Ms. Campo, that you have told several of your clients that your hope is to leave the business?**

Campo : Yes, that's true. She answered without hesitation for the first time in many questions.

Haller : **Isn't it also true that you see the potential financial aspects of this case as a means of getting out of the business?**

Campo : No, that's not true, she said forcefully and without hesitation. That man attacked me. He was going to kill me! That's what this is about!

Data: CDA/pg 265/ 27

By applying the element of presupposition, Haller shows the public that from the beginning, Regina Campo has chosen to target Louis Roulet as a ticket for leaving her profession as a prostitute. In order to legitimize this issue, the tricky questions are provided as the initial premise. These tricky questions can be examined by the following question. "Okay, I said. Then, isn't it true, Ms. Campo, that you have told several of your clients that your hope is to leave the business? " Here, Campo without hesitation justifies this question by answering: " Yes, that's true."

Then, Haller goes on his allegation by stating questions containing presupposition related to the previous premise "Isn't it also true that you see the potential financial aspects of this case as a means of getting out of the business?"

The question "Okay, I said. Then, isn't it true, Ms. Campo, that you have told several of your clients that your hope is to leave the business?" indicates that Campo has planned to leave her profession as a prostitute. People believe

that if someone really wants to leave their job, she/he must have another new job or she/he already has enough money to leave his/her job and get retired. However, in this cross examination it is known that Campo does not have another job. Furthermore, she previously justified Haller's claim that Roulet is a safe guy. Moreover she previously also said that she needed money. It can be examined in her statement as follows: "I guess so (justifying Haller's question "You thought he was safe"). I don't know. I needed the money and I made a mistake with him."

By stating this premise, Haller draws a conclusion containing presupposition as it can be seen in his question as follows. "Isn't it also true that you see the potential financial aspects of this case as a means of getting out of the business?" This question contains allegation which leads the juries to think that from beginning, Regina Campo has chosen to target Louis Roulet as a ticket for leaving her profession as a prostitute. This allegation seems legitimate for the fact that Roulet is a rich man. Therefore, Campo can sue him for money from this lawsuit.

- 2) Corliss is never charged with perjury since he deliberately sent by the police.

<p>Context of situation:</p> <p>In previous conversations, Corliss evidently lied over his testimony about Roulet. Haller also showed the juries and judge that he repeatedly conducted perjury by fabricating testimony about innocent defendant who confessed to him dealing with the crime they have done. Strangely, he had never been charged with perjury ever since.</p>
<p>Haller : Were you ever charged with perjury in the Bentley case? I asked</p>

him.

Corliss : No, I wasn't, he said forcefully, as if that fact exonerated him of wrong doing.

Haller : **Was that because the police were complicit with you in setting up Mr. Bentley?**

Minton objected, saying, I am sure Mr. Corliss would have no idea what went into the decision of whether or not to charge him with perjury.

Fullbright sustained it but I didn't care. I was so far ahead on this witness that there was no catching up. I just moved on to the next question.

Data: CDA/ pg 306/ 40

In previous examination, Corliss evidently lies over his testimony about Roulet. Haller also shows the juries and the judge that Corliss repeatedly conducts perjury by fabricating his testimony about innocent defendant who confessed to him dealing with the crime they have done. Strangely, he has never been charged with perjury ever since. In the examination above, Haller shows the judge and juries that the DA, police, and the prosecutor are conspired in using the service of a regular snitch, Corliss. They do this action as an attempt in order to win the lawsuit. Therefore, even though the evidence proves that Corliss lied in his testimony, he would not be charged with perjury.

Presupposition strategy is done by providing a tricky question to Corliss as the initial premise in the preceded, right before Haller asserts his question. This attempt is done to emphasize negative other-representation. The premise is created by a question as follows: "Were you ever charged with perjury in the Bentley case? I asked him. No, I was not, he said forcefully." Then Haller continues his question containing presupposition to give negative

representation about Corliss and the police by a question as follows. “Was that because the police were complicit with you in setting up Mr. Bentley?”

The question above indicates that Corliss is not charged with perjury, because the police deliberately sent him. The researcher considers this question as a presupposition since the juries and the judge have already known some background information about Corliss. First, Corliss has repeatedly used by the previous prosecutors as a Jailhouse informant to help them to win the lawsuit by giving his false testimony. As the result, the innocent defendant such as Bentley was wrongly convicted and imprisoned. Second, his perjury has clearly known and exposed by media, but strangely he is never charged with perjury. These two premises categorize this discourse as a presupposition strategy which legitimizes the topic/issue that Corliss is never charged with perjury since he deliberately sent by the police.

f. Coherence

The element of coherence is used to contradict the claim filled by the adversaries. The contradiction-making is done by combining two or more different facts which are unrelated but presents to be interconnected. This attempt is done to create a paradox or irony over the testimony or information from the adversaries. As the result, it makes the entire claims, testimonies, and also evidences against his client become doubtful.

The following dialogue is the example of coherence element used by Haller to legitimate his claim.

- 1) Regina Campo counterfeits her testimony in front of the judge and juries by herself.

Context of situation:

In this dialogue, Haller as the defense lawyer succeeded to set up a trap on Campo (victim) in order to depict her as a liar. To make matter worse, her lie was witnessed by the judge herself, along with the juries in the courtroom at that time. She testified that she never saw Roulet driving but in a moment later she said that she saw Roulet drove away with another prostitute by his car.

Haller : Had you ever seen him drive up or away from one of these places in a Porsche or a Range Rover?

Campo : **No, I never saw him driving.**

Haller : But you had seen him before in Morgan's and other places like it?

Campo : Yes.

Haller : But never spoke to him?

Campo : Correct.

Haller : Then, what made you approach him?

Campo : I knew he was in the life, that's all.

Haller : What do you mean by in the life?

Campo : I mean that the other times I had seen him I could tell he was a player. I'd seen him leave with girls that do what I do.

Haller : You saw him leave with other prostitutes?

Campo : Yes.

Haller : Leave to where?

Campo : I don't know, leave the premises. Go to a hotel or the girls' apartment. I don't know that part.

Haller : Well, how do you know they even left the premises? Maybe they went outside for a smoke?

Campo : **I saw them get into his car and drive away.**

Haller : **Ms. Campo, you testified a minute ago that you never saw Mr. Roulet's cars. Now you are saying that you saw him get into his car with a woman who is a prostitute like yourself. Which is it?**

Campo : She realized her misstep and froze for a moment until an answer came to her. I saw him get into a car but I didn't know what kind it was.

Haller actually intends to ask Campo regarding what motif she has planned in approaching Roulet. It can be seen in Haller's utterances as follows. "Had you ever seen him drive up or away from one of these places in a Porsche or a Range Rover?" However, Campo denies it and she testifies that she never saw Roulet drive his car. This testimony can be seen in Campo's statement as follows: "No, I never saw him driving."

After several times, Haller wheedles Campo to answer Haller's question regarding the motif of approaching Roulet without doing freak test in advance (a test conducted by prostitute to make sure that their candidate clients are safe and they will not bring any harm to them) just like what she did to her other clients. Then, Campo finally answers Haller's question. She said that she saw Roulet drove away with another prostitute several times before with her. This statement can be seen in her utterances as follows. "I saw them get into his car and drive away."

After stating the statement above, Haller directly connects and compares previous Campo's statement with the recent statement. This is called the use of coherent element. In the previous statement, Campo said that she never saw Roulet drove a car, while her recent statement states that she saw Roulet drive his car with another prostitute.

By connecting these two Campo's different statement, it asserts that Campo counterfeits her testimony in front of the judge and juries by herself. As the result, the use of this element turns her entire testimony to be doubtful.

2) Detective Booker testifies with no evidence.

Context of situation:

Previously, Detective Booker gave his testimony to the prosecutor that Roulet wrapped his fist with a napkin when he punched Campo. In this cross examination, Haller tried to shatters the detective's testimony by showing the judge that Roulet had no injury on his hand. Moreover, the detective did not have any prove for what he already said.

Det. Booker : He had wrapped a cloth around his fist to protect it. There were no injuries on his hands that I could see.

Haller : Did you document this lack of injury?

Det. Booker : **No, he said.**

Haller : **So you had Ms. Campo's injuries documented by photographs but you didn't see the need to document Mr. Roulet's lack of injuries, correct?**

Det. Booker : It didn't seem to me to be necessary to photograph something that wasn't there.

Haller : Did you find this cloth he supposedly wrapped his hand in?

Det. Booker : Yes, it was in the apartment. It was a napkin, like from a restaurant. It had her blood on it.

Haller : **Did it have Mr. Roulet's blood on it?**

Det. Booker : No.

Haller : **Was there anything that identified it as belonging to the defendant?**

Det. Booker : No.

Data: CDA/pg 254-255/ 14

The examination above is an attempt to shatter the previous claim by detective Booker who testifies that Roulet wrapped his fist with a napkin at the time he punched Campo. Thus, according to the detective, Roulet did not have any injuries on his hand. However, he does not have any evidence which bolster his testimony.

Here, Haller intends to emphasize the unprofessionalism of detective Booker as one of the key witness who testifies with no valid evidence. In this

examination, Booker is 'attacked' by Haller's questions which indicate that the detective Booker does not have any valid evidence to bolster his testimony about Roulet.

Then, Haller presents two interconnected facts as the coherence strategy. The first fact states that the detective only collected evidence of violence on the victim and also collected testimonies dealing with the case only from the victim as well. The second is, Haller presents questions indicating the fact that the detective did not examine Roulet's left hand and also did not document it as the evidence. Moreover, the detective never interrogates Roulet to get any information as a consideration about the incident where he is alleged.

As the result, the use of coherence strategy creates a paradox over the detective's claims that he has acted unprofessionally. If he has acted professionally, he certainly collects the information from both the victim and the defendant neutrally. However, Detective Booker simply collects the information about the defendant subjectively because the information which Booker gets is only gathered from interrogating the victim without checking and considering other alternative evidence which match to the defendant. Here, Haller emphasizes that examining the evidence from both sources is really important in order to ensure the validity of the victim's testimony and also the fact about the case. Therefore, the application of coherence strategy legitimize the issue that detective Booker testifies with no evidence.

g. Disclaimer

Semantics of disclaimer element is used to negate self-negative actions to make the in-group appear not to do any negative action. On the contrary, it is precisely used to legitimize the negative other-representation toward the adversaries.

In this novel, Haller hardly applies this element as the strategy in legitimating his claim because he does not want repeatedly to blur the unwanted reference of his own negative action. The reason he hardly applies this element is that he avoids the juries to find his self-negative action because asserting negative other-representation by disclaimer element is also stating self-negative action. If he keeps telling the juries and the judge about the negative other-representation by disclaimer element, they would find that Haller himself has conducted a negative action as well. Therefore, he only applies this element for one time during face to face dialogue in the judge's room between the prosecutor, the judge, and he himself. The use of disclaimer element intends to assert the ideological purpose as well as his leverage that the adversaries especially the prosecutor is corrupt. Therefore, the state have to fire him.

The examination of the dialogue below is the example of the use of disclaimer element used by Haller to legitimate his claim.

- 1) The prosecutor and DA phony up the evident file in order to win the lawsuit.

Context of situation:

This dialogue took place in the Judge's room, where Corliss as a prosecutor rebuttal witness was evidently a liar witness who previously he had been convicted of perjury in order to get a reward from the previous prosecutors who use his service. After knowing this, Judge Fullbright got angry because the prosecutor (Minton) purposely brought someone who tarnished her trial. At this situation, Haller told the judge that the prosecutor had conducted a fraudulent to him in order to get a victory on this trial.

Haller : Just like you didn't know about the knife, Ted?

Judge Fullbright : Fullbright looked from Minton to me and then back at Minton. What knife? she asked.

Prosecutor Minton : (Minton said nothing.)

Haller : Tell her, I said.

Prosecutor Minton : Minton shook his head. I don't know what he's talking about, he said.

Judge Fullbright : Then you tell me, (the judge said to me.)

Haller : Judge, if you wait on **discovery from the DA, you might as well hang it up at the start**, I said. **Witnesses disappear, stories change, you can lose a case just sitting around waiting.**

Judge Fullbright : All right, so what about the knife.

Haller : I needed to move on this case. So I had my investigator go through the back door and get reports. **It's fair game. But they were waiting** for him and **they phoned up a report on the knife** so I wouldn't know about the initials. I didn't know until I got the formal discovery packet.

The judge formed a hard line with her lips.

Prosecutor Minton : That was the police, not the DA's office, Minton said quickly.

Judge Fullbright : Thirty seconds ago you said you didn't know what he was talking about, (Fullbright said.) Now suddenly you do. I don't care who did it. Are you telling me that this did in fact occur.

Data: CDA/pg 309-310/ 44

Haller uses disclaimer element in order to emphasize the negative other-representation and to negate the negative self-representation. Haller delivers

his claim by applying the element of disclaimer. The application of disclaimer element can be seen in Haller's utterances as follows. "It's fair game, but they were waiting for him and they phoned up a report on the knife." Here, Haller intends to blur, or to defocus unwanted references. For example, Haller breaks the prosecuting rule for he played backdoor and bribed the DA officer to get the evidence file he needed. Disclaimer strategy is used by Haller to assert positive self-presentation (as being fair). Whereas, the second but-part emphasizes negative attribute to the prosecutor as the agent who phony up the report on the major evidence.

As conclusion, judge and the juries in American trial will consider and will choose the better story and the better argument during direct and cross examination from the two groups. That is why both the prosecutor and the defense lawyer have to present their best persuasive communication containing an ideological purpose and leverage in delivering their story to win the lawsuit in the trial. Persuasive communication can be achieved by applying certain strategy. Here, Haller as the criminal defense lawyer uses various linguistics elements as discursive strategies in influencing judge and juries. Therefore, judge and juries prefer to agree on Haller's utterances than the prosecutor's in presenting his story and argument dealing with the case. In the end, the uses of these strategies eventually lead him to win the lawsuit.

3. Ideological Purpose Which Underlies the Discourse Production

The analysis of various topics and discursive strategies reveals the ideology of exclusion or blacklisting the adversary. The reason why this

ideology is regarded to underlie the discourse production is that the victim along with the prosecutor's witness and the prosecutor are depicted as a liar, real predator, and cunning. Therefore, the action to drop all charges against his client and blacklisting the liar victim and witness and firing the corrupt prosecutor are needed to be done.

Ideological exclusion happens whenever someone classifies his/her adversary into negative categories and these categories lead other people to act and to think negatively toward the adversary. Furthermore, the discursive strategies consistently support and legitimize an ideological purpose to eliminate the adversaries. Therefore, the researcher concludes that ideological exclusion underlies the discourse production of the defense lawyer in this novel.

The initial analysis suggests that topics and discursive strategies are involved in this ideological purpose based on the description of self and other-representation. Topics which indicate this ideological exclusion can be examined as follows.

a. Topics of negative other-representation

The following table is topics of negative other representation during the trial occurred.

Table 3: Topics of negative other-representation

No	Topics	Discursive Strategies used
1.	The Police justified the action of Campo who counterfeits her testimony	Rhetorical question

2.	The prosecutor, Ted Minton deliberately uses a liar snitch in the trial in order to win the lawsuit.	Rhetorical question
3.	Corliss is an opportunist snitch who already knew the prosecutorial system and he surely trade a lie for freedom .	Rhetorical Question
4.	Corliss conducts perjury by fabricating his testimony.	Rhetorical question
5.	Corliss has never talked to Roulet .	Rhetorical question
6.	It makes no sense for Roulet to tell the crime action to a total stranger in the prison.	Rhetorical question and Syntax
7.	Corliss cooperates with police in imprisoning innocent defendants in the previous case.	Syntax
8.	The Prosecutor and the police cooperate in phoning the evidence .	Syntax
9.	Campo has already targeted Roulet as her victim .	Syntax and Lexicon
10.	Talbot is the one who punched Regina Campo with his left hand by her request.	Lexicon
11.	Detective Booker testifies only by his thought .	Lexicon
12.	The real predator is the supposed victim, Regina Campo.	Lexicon
13.	Det. Booker completely believes in Campo's words without investigating the accuracy of her testimonies.	Lexicon
14.	Detective Booker is lying and he never conducts an objective investigation about the case.	Lexicon
15.	Campo lies for not mentioning her price of her service on the napkin.	Lexicon
16.	Regina campo cooperates with Charles Talbot to set Roulet up .	Lexicon
17.	Regina campo deliberately invites Louis Roulet to her apartment to set him up .	Rhetorical question and lexicon
18.	All Jailhouse snitches are liars .	Presupposition and lexicon
19.	Regina Campo has already talked to a lawyer to sue Louis Roulet for money .	Presupposition and syntax
20.	Detective Booker cooperates with Campo to get rid	Presupposition

	of the evidences which would give disadvantage to her.	
21.	It is both Police and the prosecutor who ask Corliss as a Jailhouse informant to make a testimony that Roulet confided in him.	Presupposition
22.	Campo fabricates her testimony that she has over powered and broke free of Roulet when he attacked her.	Presupposition
23.	Regina Campo chooses to target Louis Roulet as a ticket for leaving her profession as a prostitute.	Presupposition
24.	Corliss is never charged with perjury since he deliberately sent by the police.	Presupposition
25.	The prosecutor and DA phony up the evident file in order to win the case.	Coherence and Disclaimer
26.	Detective Booker never really conducts an objective investigation dealing with the case.	Coherence
27.	Detective Booker testifies with no evidence.	Coherence
28.	Regina Campo counterfeits her testimony in front of the judge and juries by herself.	Coherence
29.	Snitching for a prosecutor is Corliss' occupation.	Expression, Rhetorical question and Lexicon
30.	Regina Campo completely lies to police for her report about who the suspect is.	Rhetorical question and lexicon

b. Topics of positive self-representation

The following table is topics of negative other-representation during the trial occurred.

Table 4: Topics of positive self-representation

No	Topics	Discursive Strategies used
1.	All charges upon Louis Roulet are false.	Lexicon

2.	All charges against Roulet are false and illogical.	Lexicon
3.	All of the testimony of the state's witnesses and all evidences support Roulet's innocence .	Lexicon
4.	There is no prostitute who got killed after "had a date" with Roulet.	Lexicon
5.	There is no prostitute who reports bad thing about Roulet.	Lexicon
6.	Louis Roulet is the real victim of set up case by Regina Campo	Lexicon
7.	Roulet is an innocent person who suffered by set up case.	Rhetorical Question and Expression
8.	Roulet never hold the knife when the supposed attack occurred.	Rhetorical question
9.	There is no prostitute who gets injured or got beaten after dating Roulet.	Syntax
10.	It is a normal habit of Louis Roulet to carry his knife everyday to wherever he goes.	Syntax
11.	Marry Winsor is not lying about her testimony that she got attacked and raped.	Coherence

The topics above clearly show the attempt of giving negative representation to the adversary. The goal is certainly to influence the judge, juries and the public in the courtroom that out-group or the adversaries (prosecutor, victim, victim's witness and the police) are the agent who defamed the trial by doing fraudulent and forgery against Haller. They are also depicted negatively by emphasizing issues/topics that they have given false testimony, done perjury, worked unprofessionally, and used a liar snitch as a witness who helped the prosecutor to imprison an innocent man in the previous case. By asserting this negative labelling, the judge is eventually influenced by Haller to sentence his client free. As the result, the judge drops

all charges upon him as well as blacklists the corrupt prosecutor and the liar victim from the prosecutorial trial.

On the other hand, in describing in-group (Haller and his client), Haller describes his client in positive terms in order to lead people to think that his client is the real victim of a set up case in this trial. Moreover, negative other-representation and positive self-representation are intended to create an idea that Haller, as a defense lawyer is altruist. It is done by asserting issue that the prosecutor is a threat for innocent people and he has tarnished American trial. The reason is that the prosecutor provokes the police and the DA to fake the evidence file in order to win the lawsuit. Therefore, by firing the prosecutor, it would take advantage for other innocent defendants, because there will be no more corrupt prosecutor who attempts to imprison innocent people. Furthermore, the discourse elements as the discursive strategies have a great role in legitimizing the ideology of exclusion in order to eliminate the adversaries (prosecutor and the victim).

From the topics above, the negative representation of prosecutor, police, and the DA are legitimated by the use of discursive strategies such as rhetorical question, syntax, expression, coherence, disclaimer, and lexicon. The discussion of the discourse element which consistently supports and indicates this ideological exclusion is shown as follows.

1) Stylistics of Lexicon Element

This element is used to serve the information which is only beneficial to the in-group and then to create a negative description of out-group. Lexicon

element is used to give a negative labelling to the adversaries by applying diction or words choices in order to create negative portrayal against them. The application of certain diction is used by Haller in describing the negative action of the prosecutor. It can be seen in following utterances. "Prosecutor and DA had phoned up the evident file in order to win the lawsuit." Here, the phrase "phoned up" is used by Haller to legitimize this topic.

Lexicalization also has a significant role in describing positive self-representation about Roulet. Haller uses diction such as "the man" as it can be examined in his question to police who act as witnesses for the victim as follows. "Did she tell you who the man was?" and "You specifically asked if she knew the man?" Haller uses the diction "the man" instead of using the diction such as "the attacker" in order to refer Roulet. By applying this lexicon strategy, the defendant appears as if he did not do anything bad during the crime happened.

2) Syntax

The syntax element is used to provide a negative representation of the adversaries by the use of active or negative sentence. It is used to portray the victim, witness, and the prosecutor as the active agent in conducting the negative action dealing with the case. The examples of topics and the application of syntactic element can be seen as follows. "Corliss is never charged with perjury since he deliberately sent by the police" this topic is legitimized by the use of the active sentence as follows.

Haller : **"They phoned up the evidence file";**

Haller : **“The police were complicit with you in setting up Mr. Bentley?”**;and

Haller : **“The police put you in that holding cell because they knew you were willing to snitch, even if you had to make it up, didn’t they?”**

These examples clearly show an attempt to legitimize bad labelling to the out-group or the adversaries.

Active sentences are also used to depict the victim as the active agent in performing negative actions. For example, she is portrayed as the active agent who has planned to make a lawsuit against Roulet. This evidence is proved by asserting that Campo has consulted a lawyer intended to sue Roulet for money. Then, she is also depicted as the active agent who cooperates with Talbot to set Roulet up. Furthermore, this negative representation is also addressed to legitimize Haller’s allegation toward the victim in order to create a paradox which contradicts her testimony. Eventually it leads the judge to think that Campo is the real criminal in this case. As the conclusion, the use of syntax element emphasizes the negative actions of the adversaries in order to assert negative portrayal that the victim and the prosecutor are the active agents of the real criminal. On the other hand, his client appears to be the real victim in this case.

3) Semantics

a) Disclaimer

Semantics of disclaimers element is used to hide self-negative actions to give the impression that his client is innocent. On the contrary, it is precisely used to legitimize the ideology that the adversaries have conducted a crime, so

they need to be excluded from the trial. The disclaimer "It's fair game, but they were waiting for him and they phoned up a report on the knife" is intended to blur, or to defocus the unwanted references. For example, Haller breaks the rule of prosecuting law by playing back door and bribing the DA officer to get the evidence file he needed.

The element of disclaimer is used by Haller to assert positive self-presentation (as being fair) whereas the second but-part expresses a negative property of the prosecutor who phoned up the report on the major evidence. Moreover, Haller also intends to influence the judge by saying that the prosecutor is the agent who already smears up the justice law by influencing the DA and the police to help him deceive the defense lawyer. In the end, the judge is successfully being influenced. As the result, the judge eventually drops the entire charges which are filled by prosecutor and the victim.

b) Presupposition

The use of presupposition element is done by providing tricky questions to the adversaries in order to be justified by themselves. The purpose is to create the initial premise. Then Haller delivers his allegation to the victim, witnesses, and the prosecutor by asserting questions from the background knowledge of the preceded premise. The use of this presupposition element is intended to contradict the victim's testimony, to assert allegation to the adversaries, and also to create a positive self-representation. In the end, this element constructs topics which explain that the victim is the real criminal. On the other hand, the defendant turns to be the real victim in this case.

c) Coherence

In this study, the element of coherence is used to contradict the claim of the adversaries. The contradiction-making is done by combining two or more different facts which are unrelated but presented to be interconnected. This attempt is done to create a paradox or irony over the testimony or information from the adversaries. As the result, the entire charges, testimonies, and evidences against his client become doubtful.

4) Rhetoric Element

a) Expression

The purpose of this expression disclosure is used as a strategy to influence and to lead the juries to think the same way as what Haller and his client wanted. Haller wants the judge and juries to contradict the adversaries' testimony. Strategy of expression disclosure is also aimed to get sympathy of the juries and it attempts to make the juries feel what Roulet feel as an innocent person who suffered from set up case by a prostitute.

The main role of this expression strategy is to support and to strengthen other discursive strategies. The goal of this attempt is to influence the juries' assessment in making a decision of a not guilty verdict to Roulet.

b) Rhetorical question

This element is used as one of the strategies intended to draw a conclusion from background information which is already presented in order to assert and to marginalize the adversaries. As the result, it asserts positive self-representation. Eventually, the use of rhetorical question influences

people to think that the prosecutor and the police are the antagonists who conceal the truth and justify the action of the victim who has counterfeited her testimony.

In the end, the study shows that those topics are consistently used to denote concept which presents the ideology of exclusion. The analysis of topics and linguistic element reveals that the courtroom discourse of defense lawyer depicts an overall negative representation of the adversaries. On the contrary, it depicts positive self-representation and eventually turns his client to be innocent person. In addition, the negative other-representation is aimed to legitimate the ideology of excluding or blacklisting in order to get rid of the adversaries from the trial. The exclusion of the adversary is needed to be done for they have proven to smear up the justice in the trial.

CHAPTER V

CONCLUSIONS AND SUGGESTIONS

After presenting the findings and discussion in the preceding chapter, the researcher provides some conclusions and suggestions as follows.

A. Conclusions

Based on the analysis of the CDA of criminal defense lawyer's utterances portrayed in *the Lincoln lawyer* novel as provided in the chapter IV, the conclusions of the study are drawn as follows.

The topics/issues which are emphasized by the defense lawyer clearly show the negative other-representation over the adversaries such as the victim, the prosecutor and the prosecutor's witness. The prosecutor is portrayed as the agent who deceives the defense lawyer. Moreover, he is depicted as the agent who justifies any means to win the lawsuit. On the other hand, the defense lawyer only emphasizes the good information dealing with the description of his client. The goal is clearly to construct positive self-representation. His client is portrayed as a safe costumer and an innocent man who suffers by a set up case. By presenting this positive self-representation and negative other-representation, the defense lawyer influences the judge and juries that his client is an innocent man. On the other hand, the victim is the real criminal and the prosecutor is the agent who helps the real criminal to imprison an innocent person.

The strategies to shatter the previous claim which is served by the prosecutor are done by the application of linguistic elements such as semantics, syntax, stylistics, and rhetoric as discursive strategies. The researcher finds that there are 18 data (33.33 %) of lexicon element; 12 data (22.22 %) of rhetorical question; 8 data (14.81 %) of presupposition; 7 data (12.96 %) of syntax; 6 data (11.11 %) of coherence; 2 data (3.70 %) of expression; and 1 data (1.85 %) of disclaimer used by the defense lawyer in this novel. From this finding, it is known that the defense lawyer character mostly applies stylistic of lexicon element. On the other hand, he hardly applies semantic of disclaimer element and he never applies metaphor/simile of rhetoric element as a discursive strategy to legitimate his claim. He applies the element of lexicon very often as the discursive strategy because by applying certain diction, he asserts the strategy of positive self-representation and negative other-representation to be more explicit. On the contrary, the defense lawyer hardly applies disclaimer element because he does not want to blur the unwanted reference too often. It is done to avoid the juries find the lawyer's negative action because asserting negative other-representation by applying the element of disclaimer is also stating self-negative action at the same time. Therefore, he only uses it for once as the conclusion of his claim dealing with the negative action of the prosecutor.

The study reveals that the topics/issues which are legitimized by applying discursive strategies are consistently used to denote concept which presents

the ideology of exclusion. The analysis of topics and discursive strategies also reveals that the courtroom discourse of defense lawyer depicts an overall negative other-representation of the prosecutor, victim, and the prosecutor's witnesses. On the contrary it depicts positive self-representation. Positive self-representation aims to turn his client apparent to be the innocent man. Meanwhile, negative other-representation aims to legitimate the ideology of exclusion in order to get rid of the adversaries from the trial since they have tarnished the justice in the trial and harm innocent defendant.

B. Suggestions

After conducting this study, the researcher proposes some suggestions as follows.

1. To the general reader

The readers are suggested to read this study, so they can know about the study of CDA to uncover the ideological purpose in order to manipulate some facts. Therefore, they can be more aware that language is not only viewed as a tool of communication but it also use as a political communication with the purpose of influencing someone's idea, legitimating the claim, getting support, and eliminating the adversary. The researcher also suggests that the reader should be more open-minded about the truth of a story or news. The reason is that, news/story can be merely a tool which can be constructed or can be manipulated to influence someone idea. It can be

done by using convincing reasons and also the way the claims are being delivered.

2. To students of English department

The English students especially those who take a concentration in linguistics should pay more attention on critical discourse analysis (CDA). By studying CDA, student can recognize and uncover the phenomenon of legitimating a claim and the attempt of ideological inculcate in a discourse by speakers or writers. This phenomenon can be found not only in the courtroom trial, but also be in the news in newspapers, television programs, movies, political speeches, and so forth. Thus, they should be more aware about the content of the news, so they can be more open-minded about what the ideological purpose attempts to be delivered. Therefore they are not easily influenced nor believe in a false insight.

3. To the future researcher

This study reveals that the language is used as a political communication to influence someone idea's, to legitimate the claim, to get support, to eliminate the adversaries, and so on. The example can be seen in the debate between a criminal defense lawyer against the prosecutor in the courtroom trial. Still, there are many other objects which can be analyzed using the CDA approach. Eventually, the researcher suggests the future researcher to conduct the same study on

CDA to reveal what and how the discursive strategies are used to legitimate the speaker or writer's claims and also to reveal the ideological purpose behind the discourse production. The study of CDA can be done in different objects such as politician's speech, newspaper, movie, advertisement, and many more.

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APPENDICES

Appendix 1:

The Data Finding of Topics and Discursive Strategies Used by Michael Haler as the Criminal Defense Lawyer Character in *The Lincoln Lawyer* Novel

Note:

CDA : Critical Discourse Analysis
Pg 217 : page 217 of the novel
1 : Datum number 1

Sem : Semantics
Sty : Stylistics
Syn : Syntax
Rhe : Rhetoric

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
1.	CDA/Pg 217/1	<p>Haller : “The prosecutor, Mr. Minton, seemed to spend his time this morning telling you about what he thinks all the evidence means and who Mr. Roulet really is. I would advise you to simply sit back, listen to the evidence and let your common sense tell you what it all means and who Mr. Roulet is.”</p> <p>Note Taker : (keep moving her pencil across the page of her notebook.)</p> <p>Haller : “I think that what you are going to find here this week is that this whole case will come down to the actions and motivations of one person. A prostitute who saw a man with outward signs of wealth and chose to target him. The evidence will show this clearly and it will be shown by the prosecution’s own</p>	<p>This statement took place in the courtroom. It is called as opening statement in the first day of prosecution trial. Previously, the prosecutor Ted Minton described Regina Campo as a woman who was “selling sex to the men” instead of using word “prostitute” in order to refine her occupation. Then he emphasized his argument by saying that anyone, no matter what someone does for a living, the law does not allow for them to be beaten, to be</p>	<p>Louis Roulet is the real victim of set-up case of Regina Campo.</p>		Lexicon			<p>In order to shatter the prosecutor’s statement about the victim was beaten and her life was threatened by the defendant, the defense lawyer emphasizes the issue of positive self-representation and negative other-representation. He depicts the adversaries negatively by emphasizing negative side of the victim and the prosecutor. On the other hand, he describes the defendant positively by emphasizing the positive side of the defendant to the jury by applying lexicon strategy.</p> <p>The defense lawyer depicts the prosecutor for describing the case and evidence in front of the jury only by “what he thinks”. This phraseology is applied in order to influence the judge and juries to think that the defense lawyer</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
		witnesses."	threatened at knifepoint or to be put in fear of their lives. Then, Haller tried to shatter this claim by the statement as follow.						<p>has a better explanation about the case. The purpose is to make the jury to hear about what lawyer's statement thoroughly. Then, he describes the victim by using word "prostitute" to depict the victim's occupation as well as to lowered her in front of the public. The word "prostitute" has always stereotyped with a bad and dirty occupation in the society. The purpose is certainly to eliminate the female sympathy of the jury toward the victim.</p> <p>Finally, Haller describes the positive side of the defendant by using diction "a man with outward signs of wealth" who is targeted by the prostitute from the start. Therefore, by applying lexicon strategy, the defendant appears as if he is the real victim of set up case by Regina Campo.</p>
2.	CDA/pg 218 - 219 /2	<p>Haller: Ladies and gentlemen, in essence, what you will be deciding here is who the real predator was in this case. Mr. Roulet, a successful businessman with a spotless record, or an admitted prostitute with a successful business in taking money from men in exchange for sex. You will hear testimony that the alleged victim in this case was engaged in an act of prostitution with another man just moments before this supposed attack occurred. And you will hear testimony that within days of this supposedly life-threatening assault, she was back in business once again, trading sex for money.</p> <p>Minton: (He had his eyes downcast on the table in front</p>	<p>This statement took place in the courtroom. It is called as the opening statement in the first day of prosecution trial. Previously, the prosecutor Ted Minton described the defendant, Louis Roulet as the predator who was stalking his prey, Regina Campo when she was at her apartment. He claimed that Roulet intended to rape and kill her. Therefore, Haller</p>	<p>The real predator is the supposed victim, Regina Campo.</p>		Lexicon			<p>The strategy of positive self-representation and negative other-representation are emphasized in this statement as a counter discourse to shatter the prosecutor's claim. Haller emphasizes negative attribute to the victim. On the other hand, he describes the positive attribute to the defendant in front of the juries by applying lexicon strategy. He highlights positive diction such as "a successful businessman" and "a spotless record" to emphasize the positive aspects of the defendant and also to hide negative sides of him.</p> <p>On the other hand, he highlights negative</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
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		of him and he was slowly shaking his head)	attempted to shatter this claim by this statement.						<p>diction or words choice such as “an admit prostitute”, “allege victim”, “supposed attack”, “supposedly life-threatening assault”, “a successful business in taking money from men”, and “back in business once again”. The application of these entire diction is Haller’s strategy to emphasize the negative information of the victim without stating any good information of her.</p> <p>By applying certain diction, Haller compares the positive side of the defendant and the negative side of the victim in front of the jury. As the result, he influences the jury to think that the real predator is the supposed victim, Regina Campo.</p>
3.	CDA/pg 219/3	<p>Haller: Finally, you will receive testimony from many of the state’s own witnesses that will provide a perfectly acceptable explanation for much of the physical evidence in this case. I am talking about the blood and about the knife Mr. Minton mentioned. Taken individually or as a whole, the prosecution’s own case will provide you with more than reasonable doubt about the guilt of my client. You can mark it down in your notebooks. I guarantee you will find that you have only one choice at the end of this case. And that is to find Mr. Roulet not guilty of these charges.</p> <p>Thank you.</p> <p>Lorna : (nodded at Haller as if to say he had done well)</p>	<p>This discourse took place in the courtroom. It is called as the opening statement in the first day of prosecution trial. Previously, the prosecutor Ted Minton gave an overview of the evidence.</p> <p>He asserted the jurors and the judge about the knife with the defendant’s initials on the blade. He talked about the blood found on the defendant’s left hand and he warned the jurors not to be fooled by the defense’s efforts to confuse or muddle the</p>	All of the testimony of the state’s witnesses and all evidences will support Roulet’s innocence.		Lexicon			<p>In this opening statement, Haller attempts to influence the jurors to reconsider about the prosecutor’s claim about his client. The strategy to achieve this attempt is by applying the lexicon element to draw a positive self representation and negative other representation. The positive self-representation is asserted by Haller by using certain diction such as “guarantee” and “not guilty”, these words choice assert positive self representation toward his client that he is not guilty. On the other hand, the negative other-representation toward the prosecutor is drawn by using some word choice such as “the blood and about the knife Mr. Minton mentioned” and “whole, the prosecution’s own case will provide you with</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
			evidence.						<p>more than reasonable doubt about the guilt of my client."</p> <p>By using this strategy, Haller not only creates positive image of the defendant in front of the judge and jury, but he also shatters previous claim of the prosecutor. It shows that Haller has a logical common sense about the defendant's knife which is previously explained by the prosecutor.</p>
4.	CDA/pg 30-31/ 4	<p>Haller : The bottom line, Judge, is that the state cannot make a case for this man being a flight risk or a danger to the community, I said in closing. Mr. Roulet is anchored in this community and Intends to do nothing other than vigorously attack the false charges that have been leveled against him.</p> <p>McPherson: Your Honor, all grandstanding aside, what Should not be forgotten is that the victim in this case was brutally —"</p> <p>Judge : Ms. McPherson, I think we have gone back and forth on this enough. I am aware of the victim's injuries as well as Mr. Roulet's standing. I also have a busy calendar today. I am going to set bail at one million dollars. I am also going to require Mr. Roulet to be supervised by the court with weekly checkins. If he misses one, he forfeits his freedom</p>	This utterance took place in the courtroom during Roulet's first appearance. Here, the prosecutor McPherson asked the judge to give no bail to Roulet since he was a risk of being a flight risk.	All charges upon Louis Roulet are false.		Lexicon			<p>In this discourse, lexicon element is applied by defense lawyer to shatter the prosecutor's claims. By asserting that "Roulet is anchored in this community and intends to do nothing other than vigorously attack" the defense lawyer shatters the prosecutor's claim that Roulet attacked Campo vigorously. The word "vigorously attack" appears to be contradicted to Roulet because he is a good man who is anchored in his community.</p> <p>Moreover, the defense lawyer uses the diction "false charges" to describe what is charged upon Roulet. This words choice means not merely a mischarge or wrong charge, but more than that, it means that this false charge is deliberately created by the victim to set Roulet up.</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
5.	CDA/ pg 221/5	<p>Maxwell : That’s how she said it. She was upset and hurt at the time.</p> <p>Haller : I understand. Did she tell you who the man was?</p> <p>Maxwell : No, she said she didn’t know the man.</p> <p>Haller : You specifically asked if she knew the man?</p> <p>Maxwell : Yes. She said no.</p> <p>Haller : So she just opened her door at ten o’clock at night to a stranger?</p> <p>Maxwell : She didn’t say it that way.</p> <p>Haller : But you said she told you she didn’t know him, right?</p> <p>Maxwell : That is correct. That is how she said it. She said, I don’t know who he is.</p>	<p>This dialogue took place in the courtroom. The dialogue of this discourse is called cross examination after the direct examination conducted by the prosecutor. On direct examination, the officer woman, Vivian Maxwell testified that Campo disheveled, hurt and frightened. She said Campo kept asking if she was safe and kept asking whether the intruder had been caught.</p> <p>Even after she was assured on both questions, Campo remained scared and upset, at one point telling the officer to unholster her weapon and have it ready in case the attacker broke free. Here, Maxwell tried to hide the victim’s lie to the cops that she did not know who Roulet was.</p>	Regina Campo completely lies to the police for her report about who the suspect is.		Lexicon		Rhetorical question	<p>The officer, Maxwell only told the juries about the condition of the victim during the defendant got arrested. However, Haller already knows that the victim counterfeits her testimony which said that she did not know who Roulet was.</p> <p>Haller’s strategy is to give negative other-representation to the officer Maxwell. First, he provides a preceded question to Maxwell whether or not the victim know who the man was. Then the officer testifies that the victim did not know who the man was. Finally, Haller applies rhetorical question strategy to create a paradox over her statement by stating “So she just opened her door at ten o’clock at night to a stranger?” By using this strategy, he influences the judge to think that Regina Campo has lied because anyone normally would never open their door to a stranger at ten o’clock at night. Furthermore, by applying this strategy, Haller also makes the officer seems to support and protect the liar victim.</p> <p>In this dialogue, lexicon strategy also has a great role in describing positive self-interpretation about the defendant, Louis Roulet. Haller uses the diction “the man” in his utterances Did she tell you who the man was? And “You specifically asked if she knew the man?” To refers Roulet instead of using diction “the attacker”. By using this lexicon strategy, the Roulet appears as if he did not do anything bad during the crime happen.</p>

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6.	CDA/pg 222/6	<p>Topics for cross examination of John Santos:</p> <p>Haller : Officer, was there blood on the defendant's right hand?</p> <p>John santos : No, there was no blood on his right hand or I would have bagged that one, too.</p> <p>Haller : I see. So you have blood on the left hand only and a knife with blood on the handle. Would it then appear to you that if the defendant had held that knife, then he would have to have held it in his left hand?</p> <p>John santos: It would seem that way to me, Santos answered.</p>	<p>This dialogue took place in the courtroom. This dialogue is called as cross examination after the direct examination by the prosecutor. On direct examination, officer John Santos described Roulet as having blood on his clothes and his left hand.</p> <p>He testified that one of the men who hold Roulet was handed over a folding knife which was opened and it had blood on its handle and blade. Santos told the jury that he bagged this item as well and turned it over to Detective Martin Booker as soon as he arrived on the scene.</p>	Roulet never hold the knife when the supposed attack occurred.				Rhetorical question	<p>Here, Haller's strategy intends to influence the juries to think that Roulet did not hold the knife when the supposed attack happened. First, he creates a premise that there is no blood on Roulet's right hand by asking Santos whether there is blood on defendant's right hand or not.</p> <p>Then, Haller emphasizes the evidence by saying that the officer had blood on Roulet's left hand only and did not have it on his right hand. Finally, Haller makes the juries to confuse the testimony of Santos that Roulet had hold the knife when the supposed attack happened. It is done by using rhetorical question as follows. "Would it then appear to you that if the defendant had held that knife, then he would have to have held it in his left hand?"</p> <p>This question means, Haller told to the judge, jurors, and public that under these evidences that John Santos already said, Roulet logically did not hold the knife when the case occurred since he is not a left-hander. Therefore, if he really pulled the knife and attacked the victim, he certainly has the knife in his both hands.</p>

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					Sem	Sty	Syn	Rhe	
7.	CDA/pg 252-253/ 7	<p>Haller : Detective Booker, did Regina Campo explain why she lied to the police?</p> <p>Det. Booker : She didn't lie to me.</p> <p>Haller : Maybe not to you but she told the first officers on the scene, Maxwell and Santos, that she did not know why the suspect had come to her apartment, didn't she?</p> <p>Det. Booker : I wasn't present when they spoke to her so I can't testify to that. I do know that she was scared, that she had just been beaten and threatened with rape and death at the time of the first interview.</p> <p>Haller : So you are saying that under those circumstances it is acceptable to lie to the police?</p> <p>Det. Booker : No, I did not say that.</p>	<p>This dialogue is a cross-examination of detective Booker after he gave his testimony for the prosecutor dealing with Roulet's knife as the key evidence. Here, Haller was not trying to deny the detective testimony but he focused on the police reaction which seemed to justify Campo's action in counterfeiting her testimony.</p>	<p>The Police justifies the action of Campo who counterfeits her testimony</p>				Rhetorical question	<p>In this interview, Haller does not discuss further about Roulet's knife nor denies the detective Booker's testimony. However, Haller prefers to focus the discussion on the Campo as the victim who lied to the police. This strategy is done in order to marginalize the victims as a liar.</p> <p>Marginalization is done by selecting premises concerning the action of the victim who has lied to the police dealing with her testimony. Here, the detective did not provide relevant answers to Haller's questions which seems to conceal Campo's negative action, so Haller eventually uses Rhetorical question "So you are saying that under those circumstances it is acceptable to lie to the police?"</p> <p>This rhetorical question strategy turns the detective himself to be an antagonist who conceals the truth and justifies Campo's action for counterfeiting her testimony.</p>
8.	CDA/pg 262/ 8	<p>Haller : Had you ever seen him drive up or away from one of these places in a Porsche or a Range Rover?</p> <p>Campo : No, I never saw him driving.</p> <p>Haller : But you had seen him before in Morgan's and other places like it?</p> <p>Campo : Yes.</p> <p>Haller : But never spoke to him?</p> <p>Campo : Correct.</p>	<p>In this cross examination, Haller succeeds to manage a trap on Campo in order to depict her as a liar. To make the matter worse, this lie was witnessed by the judge herself along with the juries in the courtroom. She testified that</p>	<p>Regina Campo counterfeits her testimony in front of the judge and jury.</p>	Coherence				<p>Haller actually intends to ask Campo regarding what motif she has planned in approaching Roulet. It can be seen in Haller's utterances as follows. "Had you ever seen him drive up or away from one of these places in a Porsche or a Range Rover?" However, Campo denies it and she testifies that she never saw Roulet drive his car. This testimony can be</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
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		<p>Haller : Then, what made you approach him?</p> <p>Campo : I knew he was in the life, that's all.</p> <p>Haller : What do you mean by in the life?</p> <p>Campo : I mean that the other times I had seen him I could tell he was a player. I'd seen him leave with girls that do what I do.</p> <p>Haller : You saw him leave with other prostitutes?</p> <p>Campo : Yes.</p> <p>Haller : Leave to where?</p> <p>Campo : I don't know, leave the premises. Go to a hotel or the girls' apartment. I don't know that part.</p> <p>Haller : Well, how do you know they even left the premises? Maybe they went outside for a smoke?</p> <p>Campo : I saw them get into his car and drive away.</p> <p>Haller : Ms. Campo, you testified a minute ago that you never saw Mr. Roulet's cars. Now you are saying that you saw him get into his car with a woman who is a prostitute like yourself. Which is it?</p> <p>She realized her misstep and froze for a moment until an answer came to her. I saw him get into a car but I didn't know what kind it was.</p>	<p>she never saw Roulet driving, but then in a moment later she said that she saw Roulet drove away from his car with another prostitute.</p>						<p>seen in Campo's statement as follows. "No, I never saw him driving."</p> <p>After several times Haller wheedles Campo to answer Haller's question regarding the motive which backgrounded her attempt to approach Roulet without doing freak test (a test conducted to make sure that the clients are safe and won't give any harm to the prostitute) in advance just like what she did to her other clients. Then, Campo finally answers Haller's question that she saw Roulet drove away with another prostitute several times before her. As we can see in her statement as follows: "I saw them get into his car and drive away."</p> <p>After stating the statement above, Haller directly connects and compares previous Campo's statement with the recent statement. This is called the use of coherent element. In the previous statement, Campo said that she never saw Roulet drove a car, while her recent statement states that she saw Roulet drive his car with another prostitute.</p> <p>By connecting these two Campo's different statement, it asserts that Campo counterfeits her testimony in front of the judge and juries by herself. As the result, the use of this element makes her entire testimony become doubtful.</p>

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					Sem	Sty	Syn	Rhe	
9.	CDA/pg 278-279/9	<p>Haller : Are you left-handed?</p> <p>Roulet : No, I'am not..</p> <p>Haller : You didn't strike Ms. Campo with your left fist?</p> <p>Roulet : No, I did not.</p> <p>Haller : Did you threaten to rape her?</p> <p>Roulet : No, I did not.</p> <p>Haller : Did you tell her you were going to kill her if she didn't cooperate with you?</p> <p>Roulet : No, I did not.</p>	<p>This dialogue is called the lawyers' direct examination. The dialogue is conducted between Haller (defense lawyer) and his own client. In this case, Campo sued Roulet for rape and murder attempts. The visum report said that she got strikes and bruises on her face. These bruises were caused by hard blows from the left hand.</p>	<p>All charges against Roulet are false and illogical.</p>		Lexicon			<p>In this direct examination, Haller attempts to show the judge and jury that his client has never perpetrated the entire prosecutor's accusation. Furthermore, he asserts that the entire charges against his client are illogical. The strategy used to legitimate this topic covers the entire prosecutor's accusation by applying diction such as "left-handed". The use of this word choice is based on the evidence which shows that Campo got punch so badly by the left hand. As a matter of fact, Roulet is not a left-handed. Therefore, the use of this diction shows that this evidence does not match to Roulet. The next diction is the word "strike". This word means to attack vigorously with a great force. It is stronger than the other words such as "punch, attack or violate" since it gives an impression that the charges upon Roulet is exaggerated by the prosecutor. Furthermore, Roulet's left-hand is unable to do such action since he is not a left-handed.</p> <p>Moreover, Haller uses the diction "threaten to rape" in delivering questions to Roulet. The use of this diction is intended to portrayed the charges upon Roulet seems to make no sense because Roulet as a wealthy realtor logically does not has to rape a prostitute if he only wants to have sex. As the result, the use of these words choice influences people especially the judge and juries to use their logic that Roulet would never do such thing because</p>

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									<p>he could easily afford to have sex with any prostitutes as he wants without has to rape them.</p> <p>Moreover, Haller uses diction such as “going to kill” this phrase sounds to add the clumsiness upon Haller’s charge. Where, Roulet is accused of threatening a prostitute whom he never met before. Moreover, he is accused that he is going to kill her if she did not want to be raped by him. This accusation sounds really illogical. In addition, Roulet has no any criminal report and he never has any trouble with previous prostitutes whom he has “played” with.</p>
10.	CDA/pg 279-280/ 10	<p>I was hoping for some of the fire I had seen on that first day in C. C. Dobbs s office but Roulet was calm and controlled. I decided that before I finished with him on direct I needed to push things a little to get some of that anger back. I had told him at lunch I wanted to see it and wasn’t sure what he was doing or where it had gone.</p> <p>Haller : Are you angry about being charged with attacking Ms. Campo?</p> <p>Roulet : Of course I am.</p> <p>Haller : Why?</p> <p>Roulet : He opened his mouth but didn’t speak. He seemed outraged that I would ask such a question. Finally, he responded. What do you mean, why? Have you ever been accused of something you didn’t do and there’s nothing you</p>	<p>This dialogue is a direct examination of the defense lawyer to his own client, Roulet. He role as a witness who testified for his own. Here, Haller intended to make Roulet showed his anger for becoming an innocent person who was accused for attacking a prostitute. At this moment, Haller attempted to make his client express his anger as if he is a real innocent person who was imprisoned for something he never did.</p>	<p>Roulet is an innocent man who suffered from a set up case.</p>				Rhetoric Question and Expression	<p>In this direct examination toward his client (Roulet), Haller attempts to influence the juries to feel what Roulet felt as an innocent man who was charged for the crime he never did. The strategy of positive self- representation is done by making Roulet to express his anger for being imprisoned and charged by someone who set him up for money. The element which bolsters Haller to use element of expression as a discursive strategy is rhetorical question strategy. The question which delivers to Roulet is: “Are you angry about being charged with attacking Ms. Campo?” Of course I am.</p> <p>“Why?”</p> <p>The first rhetorical question attempts to highlight Roulet’s feeling as well as a code to</p>

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		<p>can do about it but wait? Just wait for weeks and months until you finally get a chance to go to court and say you've been set up. But then you have to wait even longer while the prosecutor puts on a bunch of liars and you have to listen to their lies and just wait your chance. Of course it makes you angry. I am innocent! I did not do this!</p> <p>It was perfect. To the point and playing to anybody who had ever been falsely accused of anything. There was more I could ask but I reminded myself of the rule: get in and get out. Less is always more. I sat down. If I decided there was anything I had missed I would clean it up on redirect.</p> <p>Haller : I looked at the judge. Nothing further, Your Honor.</p>							<p>make him expressed his anger. However, this time Roulet simply answered it emotionless. Therefore, Haller asserts his second rhetorical question “why?” This question is considered as a rhetorical question because it is not merely a question to ask the reason why Roulet should angry with the charges against him. This question is also an inducement to make Roulet expresses his sorrow in an expressive way as if he is truly an innocent man who suffers and waits weeks and month only to get his chance of justice. However, his chance is hampered by the prosecutor who put a bunch of liars who help the real criminal to sue him. Worse, he has to listen them who humiliated him for talking about his sex life in front of public.</p> <p>The strategy of expression disclosure aims to get the jury’s sympathy and also as an attempt to make them feel what Roulet felt as an innocent man who was set up by the real criminal who should be considered as the victim. The goal of this attempt is to influence the jury's assessment in deciding a not guilty verdict to Roulet.</p>
11.	CDA/pg 253/11	<p>Haller : Did you catalog the clothing you found in the bedroom you said Ms. Campo used for her prostitution business?</p> <p>Detective Booker : No, I did not. It was just an observation I made. It was not important to the</p>	<p>Booker testified about the knife and the victim who was being assaulted by Roulet. Therefore, by</p>	<p>Detective Booker is lying and he has never really conducted an objective</p>		Lexicon			<p>In this interview, Haller does not attempt to deny Booker’s testimony dealing with the knife and all his allegations which assert that arresting Roulet would avert a bigger crime done by him. However Haller serves</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
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		<p>case.</p> <p>Haller : Would any of the outfits you saw in the closet have been appropriate to sadomasochistic sexual activities?</p> <p>Detective Booker : I wouldn't know that. I am not an expert in that field.</p> <p>Haller : How about the pornographic videos? Did you write down the titles?</p> <p>Detective Booker : No, I did not. Again, I did not believe that it was pertinent to the investigation of who had brutally assaulted this woman.</p> <p>Haller : Do you recall if the subject matter of Any of the videos involved sadomasochism or bondage or anything of that nature?</p> <p>Detective Booker : No, I do not.</p>	<p>arresting Roulet, it would avert a bigger crime done by him. Moreover, Booker testified that he has already know the profession of Campo as a prostitute. It is because he found several sex toys, sex outfits, television with pornographic videos, and other stuff which indicate that Campo is a professional in her activity.</p>	<p>investigation about the case.</p>					<p>different perspective or point of view dealing with the testimony delivered by detective Booker.</p> <p>Haller marginalizes detective Booker for not considering or assuming Campo's injuries caused by a bondage sex style. That is sex style including a violation during the sexual activity occurred. This style is actually a common style for those who adore sexual activity in a hard style.</p> <p>Haller in his question uses several diction describing bondage sex style such as "outfits of sadomasochistic sexual, videos involved sadomasochism or bondage" as it can be seen in Haller's utterances during cross examination to Booker as follws. "Would any of the outfits you saw in the closet have been appropriate to sadomasochistic sexual activities?" And "Do you recall if the subject matter of any of the videos involved sadomasochism or bondage or anything of that nature?" However, all the answer of those questions is "no".</p> <p>This certainly indicates that whether the detective Booker lies about his testimony or he never really conducts an objective investigation about the case. the reason is that, if Campo really a professional prostitute as what he testified on his previous testimony, it is impossible for a professional prostitute not to have any sexual video or outfit dealing with bondage sexual activity.</p>

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12.	CDA/253-254/ 12	<p>Haller : How about the pornographic videos? Did you write down the titles?</p> <p>Detective Booker : No, I did not. Again, I did not believe that it was pertinent to the investigation of who had brutally assaulted this woman.</p> <p>Haller : Do you recall if the subject matter of Any of the videos involved sadomasochism or bondage or anything of that nature?</p> <p>Detective Booker : No, I do not.</p> <p>Haller : Now, did you instruct Ms. Campo to get rid of those tapes and the clothing from the closet before members of Mr. Roulet's defense team could view the apartment?</p> <p>Detective Booker : I certainly did not.</p>	<p>In Booker's testimony for prosecutor on the previous chance, he said that he already knows that Campo is a prostitute since there were two beds in his bedroom while she does not have a roommate. Moreover, there were a porn outfit and also porn video tape in Campo's bedroom which identified that she is a professional prostitute.</p>	<p>Detective Booker cooperates with Campo to get rid of the evidences which would give disadvantage to her.</p>	Presupposition				<p>In this examination, Haller wants to show the judge and jurors that Booker cooperates with Campo to get rid of all evidence which would give disadvantage to the victim. This topic is conducted by delivering a question whether or not Campo has some videos and outfits related to sadomasochism or bondage or brutal sexual style with violence during the sexual activity occurred. However, the detective answered the question with "no". This fact seems to be a clumsy since a professional prostitute does not have any of the outfit and video tape involved in bondage style. Furthermore, Haller indirectly delivers accusation by asrting a question containing a presupposition. it can be seen in Haller's question as follows. "Now, did you instruct Ms. Campo to get rid of those tapes and the clothing from the closet before members of Mr. Roulet's defense team could view the apartment?"</p> <p>The researcher regards the question above as a strategy of presupposition because Haller draws his accusation based on a premise that the detective did not see any video and outfit related to sadomasochism or bondage sexual style in a professional prostitute. Then Haller indirectly accuses Detective Booker has cooperated with Campo to get rid of the evidences which would give disadvantage to the victim based on this clumsy testimony fact</p>

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									served by detective Booker.
13.	CDA/pg 254/13	<p>Haller : In your opinion, was Ms. Campo struck with great force?</p> <p>Detective Booker : I would say so, yes. Her face was very badly cut and swollen.</p> <p>Haller : Then please tell the jury about the impact injuries you found on Mr. Roulet's hands.</p> <p>Detective Booker : He had wrapped a cloth around his fist to protect it. There were no injuries on his hands that I could see.</p> <p>Haller : Did you document this lack of injury?</p> <p>Detective Booker : No, he said.</p>	<p>Previously, detective Booker testified that Roulet is the suspect who punched Campo in the face so badly by his left hand.</p>	<p>Detective Booker never really conducts an objective investigation dealing with the case.</p>	Coherence				<p>In order to shatter the claim that Roulet struck Campo with his left hand, Haller presents two facts which is related to this case and then he connects another fact which is unrelated to the discussion dealing with the victim's injury, yet it still related to this case. This strategy is done to create an irony which shatters the testimony of detective Booker. The first fact presented by Haller can be seen in his question as follows. "In your opinion, was Ms. Campo struck with great force?" I would say so, yes. Her face was very badly cut and swollen."</p> <p>Next, Haller presents another question which indirectly indicates the fact that the detective did not do his job professionally. Furthermore, it turns Booker's entire testimony and claims toward Roulet look like based on invalid evidence.</p> <p>The questions presented by Haller are not actually related each other to the claims of detective Booker, yet he presents and makes them apparent to be interconnected which eventually creates a paradox over the detective claim. Moreover, it asserts that Detective Booker never really conducts an objective</p>

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									<p>investigation dealing with the case. These questions can be seen as follows.</p> <p>"Then please tell the jury about the impact injuries you found on Mr. Roulet 's hands. He had a cloth wrapped around his fist to protect it. There were no injuries on his hands that I could see.</p> <p>Did you document this lack of injury?</p> <p>No, he said. "</p>
14.	CDA/pg 254-255/ 14	<p>Det. Booker : He had wrapped a cloth around his fist to protect it. There were no injuries on his hands that I could see.</p> <p>Haller : Did you document this lack of injury?</p> <p>Det. Booker : No, he said.</p> <p>Haller : So you had Ms. Campo's injuries documented by photographs but you didn't see the need to document Mr. Roulet's lack of injuries, correct?</p> <p>Det. Booker : It didn't seem to me to be necessary to photograph something that wasn't there.</p> <p>Haller : Did you find this cloth he supposedly wrapped his hand in?</p> <p>Det. Booker : Yes, it was in the apartment. It was a napkin, like from a restaurant. It had her blood on it.</p> <p>Haller : Did it have Mr. Roulet's blood on it?</p> <p>Det. Booker : No.</p> <p>Haller : Was there anything that identified it as belonging to the defendant?</p> <p>Det. Booker : No.</p>	<p>Previously, detective Booker testified that Roulet was the suspect who punched Campo in the face so badly by using his left hand.</p>	<p>Detective Booker testifies with no evidence.</p>	Coherence				<p>This examination is an attempt to shatter the previous claim by detective Booker who testifies that Roulet wrapped his fist with a napkin when he punched Campo. Thus, according to the detective, Roulet did not have any injuries on his hand. However, Booker did not have any evidence which bolster his testimony.</p> <p>Here, Haller intends to emphasize the unprofessionalism of detective Booker as one of the key witness who testifies with no valid evidence. In this examination, Booker is 'attacked' by Haller's questions which indicate that the detective Booker does not have any valid evidence to bolster his testimony about Roulet.</p> <p>Then, Haller presents two facts which he regards interconnected facts as the coherence strategy. The first fact states that the detective only collected evidence of violence on the victim and he also collects testimonies dealing with the case only from the victim. The second</p>

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									<p>is, Haller presents some questions indicating the fact that the detective does not examine Roulet's left hand and also does not document it as the evidence. Also, the detective never interrogates Roulet to get any information as a consideration information about the incident where he is alleged.</p> <p>By this coherence strategy, it creates a paradox over the detective's claims that he had worked and testified unprofessionally. The reason is that, the detective simply collects the information about the defendant subjectively. The information which the detective obtain is only gathered from interrogating the victim without checking and considering other alternative evidence which is matched to the defendant. Here, Haller highlights that this action is really necessary in order to ensure the validity of the victim's testimony and also the fact about the case.</p>
15.	CDA/ pg 257/ 15	<p>Haller : Now without any explanation for it, I guess you would consider the knife with the defendant's initials on it to be a highly important piece of evidence of guilt, wouldn't you?</p> <p>Det. Booker : Yes. Even with explanation, I would say. He brought that knife in there with one purpose in mind.</p>	The context situation of this dialogue is, the detective totally believes in the victim's testimony without support by solid evidence which proof the guilty of Roulet. Then, Haller wants to show the the	Detective Booker testifies only by his thought.		Lexicon			<p>After Haller influences the jury that the detective has no significant evidence dealing with the validity of the victim's testimony about the assault with rape and murder attempt which is done by Roulet. Here, Haller induces the Booker to say that he only uses his thought to depict the whole case which he handled.</p> <p>The diction to emphasize negative other</p>

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		<p>Haller : You are a mind reader, are you, Detective?</p> <p>Det. Booker : I'm a detective. And I am just saying what I think.</p> <p>Haller : Accent on think</p>	judge and the juries that detective Booker testified only by his thought with no significant proof.						representation of Booker can be seen as follows. you would consider, You are a mind reader, and Accent on think. The application of the diction “ a mind reader ” and “ Accent on think ” are an attempt to show the judge, jurors, and the public in the courtroom that Detective Booker testifies only by his thought with no legitimate proof.
16.	CDA/ pg 256-257/16	<p>Haller : How do you know that knife was held to Ms. Campo's throat?</p> <p>Det. Booker : Because she told us and she had the puncture wound to show for it.</p> <p>Haller : Are you saying there was some sort of forensic analysis that matched the knife to the wound on her neck?</p> <p>Det. Booker : No, that was impossible.</p> <p>Haller : So again we have Ms. Campo's word that the knife was held to her throat by Mr. Roulet.</p> <p>Det. Booker : I had no reason to doubt her then. I have none now.</p>	The context situation of this dialogue was the detective could not show the legitimate evidence which proof the guilty of Roulet. Here, Haller wanted to show the public that detective Booker completely believed in Campo's words without doing an objective investigation and collecting evidences dealing with the accuracy of the victim's testimonies.	Det. Booker completely believes in Campo's words without investigating the accuracy of her testimonies		Lexicon			<p>In this continuing cross examination toward the detective Booker, Haller influences the juror to think that the detective does not have legitimate evidence and he totally relies on the victim's testimony. This strategy is conducted by serving the information which is beneficial to the in-group only. This beneficial information is summaries by lexicon strategy.</p> <p>After several times, Haller only got the detective's answer which the entire information is based on the victim's testimony during the examining Detective Booker. Then, Haller influences the jury that Det. Booker completely believes in Campo's words without investigating the accuracy of her testimonies. This strategy is done by appying lexicon element that we can see in Haller's utterances as follows. “So again we have Ms. Campo's word that the knife was held to her throat by Mr. Roulet.”</p> <p>The word “So again” indicates that detective Booker too many gives his testimony</p>

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									which is based on only the victim's testimony. Then, Haller applies diction such as " Ms. Campo's word ". This word is used to depict the victim's testimony in order to generalize the information from the victim as if the detective completely trusts and relies on every single word of the victim without investigating the objective evidence dealing with the truth of the case.
17.	CDA/pg 254-255/17	<p>Haller : Did you pursue other explanations for Ms. Campo's injuries?</p> <p>Det. Booker : No, she told me what happened. I believed her. He beat her and was going to...</p> <p>Haller : do you know he wrapped his fist in a cloth to protect it?</p> <p>Det. Booker : Ms. Campo told me she saw that his hand was wrapped right before he punched her at the door.</p> <p>Haller : So we have Ms. Campo's word for it, right?</p> <p>Det. Booker : That's right.</p> <p>Haller : If you looked for no other explanation because you believed the word of Ms. Campo, is it safe to say that this whole case relies upon her word and what she said occurred in her apartment on the night of March sixth?</p>	<p>The context situation is, Haller intends to show the jurors and the public in the courtroom that detective Booker completely believes in Campo's words without investigating the accuracy of her testimonies.</p>	<p>Det. Booker completely believes in Campo's words without investigating the accuracy of her testimonies.</p>					<p>Rhetorical question</p> <p>In this cross examination, Haller intends to reshow the jury that detective Booker totally trusts and relies the information only based on the victim's testimony. He emphasizes negative attribute to Booker that only uses as the single solid evidence which he have without conducting a further objective investigation dealing with the case.</p> <p>In this examination, Haller only got the detective's answer which the entire information is based on the victim's testimony just like his previous answer. Finally, Haller draws a conclusion that Booker completely believes in Campo's words without conducting further investigation dealing with the accuracy of her testimonies. The strategy to emphasize this issue is applied by applying the element of rhetorical question.</p> <p>Before drawing the conclusion by using rhetorical question, Haller precedes his claim by asserting a premise which covers a fact</p>

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									dealing with Booker's demeanor by asserting utterances as follows. "If you looked for no other explanation because you believed the word of Ms. Campo," this utterance recalls the jurors that detective Booker only relies on the victim's testimony instead of conducting an objective investigation. After that, he asserts that Det. Booker completely believes in Campo's words without investigating the accuracy of her testimonies. This issue is asserted by applying rhetorical question as follows. "is it safe to say that this whole case relies upon her word and what she said occurred in her apartment on the night of March sixth?"
18.	CDA/ pg 259-260/ 18	<p>Haller : Ms. Campo, have you engaged the services of an attorney to sue Mr. Roulet over the alleged events of March sixth?</p> <p>Regina Campo : No, I haven't.</p> <p>Haller : Have you talked to an attorney about this case?</p> <p>Regina Campo : I haven't hired anybody to sue him. Right now, all I am interested in is seeing that justice is...</p> <p>Haller : Ms. Campo, I interrupted. I didn't ask whether you hired an attorney or what your interests are. I asked if you had talked to an attorney any attorney about this case and a possible lawsuit against Mr. Roulet.</p> <p>Regina Campo :Talked to an attorney, yes. But it was</p>	This conversation is a cross-examination against Campo as the main witness as well as the victim in this case.	Regina Campo has already talked to a lawyer to sue Louis Roulet for money.	Presupposition	Syntax			<p>Haller applies syntactic strategy to highlight negative description of the victim, Campo. The strategy is preceded by selecting questions in order to focus the discussion only about the action of Campo who already talked to a lawyer and presupposed to sue Roulet for money. Moreover, Haller applies syntactic element to describe Campo as an active action in doing this plan in order to sue Roulet.</p> <p>Haller applies active sentences as follows. "engaged the services of an attorney to sue Mr. Roulet, had talked to an attorney and talk to an attorney, and also you could sue Mr. Roulet for damages?" These active sentences are asserted to describe Campo's</p>

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		<p>nothing more than talk. I didn't hire him.</p> <p>Haller : Is that because the prosecutor told you not to hire anybody until the criminal case was over?</p> <p>Regina Campo : No, he didn't say anything about that.</p> <p>Why did you talk to an attorney about this case?</p> <p>Regina Campo : I talked to him because I wanted to know my rights and to make sure I was protected.</p> <p>Haller : Did you ask him if you could sue Mr. Roulet for damages?</p> <p>Regina Campo : I thought what you say to your attorney is private.</p> <p>Haller : If you wish, you can tell the jurors what you spoke to the attorney about.</p> <p>There was the first deep slash with the razor. She was in an untenable position. No matter how she answered she would not look good.</p>							active action in engaging to a lawyer. Moreover, Haller presupposes her that she already plan to sue Roulet for money.
19.	CDA/ pg 264/ 19	<p>Haller : You testified that on prior occasions you had seen Mr. Roulet with other women who practice the same profession as yourself?</p> <p>Campo : Yes.</p> <p>Haller : They're prostitutes.</p> <p>Campo : Yes.</p> <p>Haller : Do you know them?</p> <p>Campo : We're acquaintances.</p> <p>Haller : And do you extend professional courtesy to these women in terms of alerting them to customers who might be dangerous or unwilling to pay?</p>	<p>This dialogue is a continuation of cross-examination against Campo as the main witness as well as the victim in this case.</p> <p>Here, the positive self-representation is legitimated by asking the victim herself to justify the entire information which is asserted by the defense lawyer about his client. The goal is to</p>	There is no prostitute who reports bad things about Roulet.		Lexicon			<p>In this cross examination, Haller intends to construct a positive self-representation of his client, which produces a serious portrayal of Roulet as a good costumer. The purpose is to create a paradox that his client will never do that crime as what is charged upon him.</p> <p>In order to legitimize this issue, the element of lexicon is applied in delivering a question which is addressed to campo in order to make her justifies positive representation of Roulet. Here, Haller uses certain diction such as</p>

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		<p>Campo : Sometimes.</p> <p>Haller : And they extend the same professional courtesy to you, right?</p> <p>Campo : Yes.</p> <p>Haller : How many of them warned you about Louis Roulet?</p> <p>Campo : Well, nobody did, or I wouldn't have gone with him.</p>	strengthen the validity of the lawyer's claim.						<p>"warned and alerting" to regard the response of the prostitute toward Roulet, he also applies diction such as "unwilling to pay, and dangerous" to indirectly deny the bad description of Roulet. Then, all these negative representation are negated by Campo herself. Therefore, it clearly shows that Roulet is a good customer and he never involves in any problem with any prostitute. In the end, this strategy turns the accusations against Roulet to be more doubtful.</p>
20.	CDA/ pg 263/ 20	<p>Haller : These women that you saw leave with Mr. Roulet, were they ever seen again?</p> <p>Campo : I don't understand.</p> <p>Haller : Did they disappear? Did you ever see them again?</p> <p>Campo : No, I saw them again.</p>	<p>This dialogue is the continued cross examination toward Campo as the victim in this case.</p> <p>In this cross examination, Haller intends to shatter Campo's testimony which asserts that Roulet is an animal who attacked her and he tried to kill her.</p>	There is no prostitute who got killed after "have a date" with Roulet.		Lexicon			<p>In this examination, Haller intends to draw a positive self representation by asserting to the jurors that Roulet is often to hang around with many prostitutes before. Moreover, there is no any single prostitute who is killed nor got injured with sexual violation afterward.</p> <p>To legitimize this topic/issue, Haller applies several diction such as "these women" to refer the number of prostitutes who dated with Roulet. This diction means that the prostitute who previously dated Roulet is not only one, but there are many of them. Next, Haller continues his assertion by using diction "disappear" in his utterances as follows. "Did they disappear? Did you ever see them again?" By applying this lexicon, Haller shows the jurors that there is no any single prostitute who got killed after hang around with Roulet.</p> <p>Furthermore, all of these questions are</p>

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									answered by Campo herself with “no”. It proves that Roulet is a good costumer who never hurt any prostitute and he certainly will not do it to Campo either. Therefore, this application of lexicon element turns the charge upon Roulet apparent to be more illogical.
21.	CDA/pg 263/ 21	Haller : Had they been beaten or injured? Campo : Not that I know of but I didn’t ask.	This dialogue was the continued cross examination toward Campo as the victim in this case. In this cross examination, Haller intended to shatter Campo’s testimony which asserts that Roulet was an animal who attacked and he tried to kill her.	There is no any single prostitute who got injured or beaten after “dating” Roulet.			Syntax		At this time, Haller shows the public that there is no any prostitute who got sexual violation after “date” Roulet. This topic is legitimized by applying syntactic element of passive sentences to passivize the subject (prostitutes) who was dated by Roulet and he is not mentioning Roulet as the active agent of this bad action. The question which is passivize can be examined as follows. " Had they been beaten or injured? " The facts of this question are indeed Roulet never do any bad things to all prostitutes whom he dated with and there is no any single prostitute who warns another prostitute about Roulet. Still, Haller intends Campo to answer this question as a confirmation of the truth of this claim. Therefore, any answers which she gives certainly harmful for her. If she tells the truth, it harms her and if she tells lies, it harms her more. Moreover, the question which uses passive verb intends to conceal Roulet from any bad accusation and also to turn him apparent

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									not to be involved in any negative words associated with violence such as "beaten or injure". By using this passive sentence in Haller's question, Roulet is dissimulated from any negative action toward prostitutes whom he dated with.
22.	CDA/pg 263-264/ 22	<p>Haller : But all of this added up to you believing that you were safe as far as approaching and soliciting him, correct?</p> <p>Campo : I don t know about safe. I just knew he was probably there looking for a girl and the man I was with already told me he would be finished by ten because he had to go to his business.</p>	<p>This dialogue is the continued cross examination toward Campo as the victim in this case.</p> <p>In this cross examination, Haller intends to shatter Campo's testimony which asserts that Roulet is an animal who attacked and tried to kill her.</p>	Campo has already targeted Roulet as her victim.		Lexicon	Syntax		<p>In this sentence, Haller draws a positive self representation by applying the element of lexicon. This strategy is done by applying word choice "safe" to describe Roulet. This word asserts the judge and jurors that Roulet is a safe costumer. Furthermore Haller applies element of syntax as an attempt to topicalize Campo as the active agent of the negative action. This attempt is done by applying the active sentence of campo's action in Haller utterances. It can be seen in Haller's utterances as follows "approaching and soliciting him," besides, the use of this active sentence intends to de-topicalize Roulet's action and exclude him from the dialogue in order to make him apparent to be doing nothing but as the subject of Campo's action. On the other hand, it indicates Campo's action who has already attempted to approach and solicited Roulet as her victim from the beginning.</p>

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23.	CDA/ pg 264/ 23	<p>Haller : Well, can you tell the jury why it was that you did not have to sit with Mr. Roulet like you did with Mr. Talbot and subject him to a freak test?</p> <p>Campo : (Her eyes drifted over to Minton. She was hoping for a rescue but none was coming.) I just thought he was a known quantity, that's all.</p>	<p>This sentence is a continuation of the earlier cross examination for Campo as the main witness as well as the victim in this case. Previously, Haller gave background information to the judge and jurors in the courtroom dealing with prostitute manner.</p> <p>They always ensure the safety of all their customers before performing prostitution activity. So they would not bring them any harms. Here, all prostitutes, including Campo certainly always give a freak test to every customer who they have never dated before. This attempt was to ensure the safety of them.</p>	Campo deliberately does not give Roulet a freak test in order to set him up.	Coherence				<p>Here, Haller uses coherence element in associating Campo's habit who always gives a freak test to her candidate costumers who she never date before. This is an attempt to ensure that the customer will not be dangerous or harm to her. The second information is focused on Campo's action who invited Roulet to her apartment to have prostitution activity without give him a freak test before.</p> <p>These information are summarized in a question addressed to Campo herself. it can be seen in Haller's question as follows. “Well, can you tell the jury why it was that you did not have to sit with Mr. Roulet like you did with Mr. Talbot and subject him to a freak test?”</p> <p>From question above, Haller creates an irony where Campo give a freak test to Talbot, a customer who “date” Campo before Roulet. Yet, she does not give Roulet a freak test and it eventually ends up with her testimony that she is a victim of rape and murder attempt of Roulet. Here, it can be examined that some different events and this</p>

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									different way of treating the two of her costumers resulting in the perception that there is something wrong with this case along with her testimony. Moreover, the public is influenced to think that Campo deliberately did not give Roulet a freak test in order to set him up.
24.	CDA/pg 264/ 24	<p>Haller : You thought he was safe.</p> <p>Campo : I guess so. I don't know. I needed the money and I made a mistake with him.</p> <p>Haller : Did you think he was rich and could solve your need for money?</p> <p>Campo : No, nothing like that. I saw him as a potential customer who wasn't new to the game. Somebody who knew what he was doing.</p>	<p>This dialogue is a continuation of the previous cross examination against Campo as the victim. Previously, Campo answered Haller's questions doubtfully dealing with the reason she did not give Roulet a freak test just like what she did to her other costumers.</p> <p>Here, Haller trapped Campo by applying some questions which led her to say or to justify certain things as what Haller's intended, so he would be able to 'attack' her with the element of presupposition.</p>	Campo see Roulet as a key to solve her need of money.	Presupposition				<p>After Campo gets confuse in answering Haller's previous question about the reason she did not give Roulet a freak test. Then, Haller presents a tricky question to establish the initial premise which asserts that Campo really convinces that she could get Roulet's money. It shows by asserting question as follows. "You thought he was safe."</p> <p>This sentence is immediately justifies by Campo by herself because she needs money and she made a mistake with Roulet. After Campo states this claim, Haller immediately 'attacks' her by asserting question containing presupposition as it can be seen as follows. "Did you think he was rich and could solve your need for money?" This question roles as an attempt to assert an issue that Campo see Roulet as a key to solve her need for money.</p>

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25.	CDA/pg 266/ 25	<p>I looked up at the judge. Your Honor, can I ask my client to stand up at this time?</p> <p>Judge : Be my guest, Mr. Haller</p> <p>I signaled Roulet to stand at the defense table and he obliged. I looked back at Regina Campo.</p> <p>Haller : Now, Ms. Campo, are you sure that this is the man who struck you on the night of March sixth?</p> <p>Campo : Yes, it's him.</p> <p>Haller : How much do you weigh, Ms. Campo?</p> <p>Campo : I m not sure, Campo said.</p> <p>Haller : On your ad on the website you list your weight at one hundred and five pounds, I said. Is that correct?</p> <p>Campo : I think so.</p> <p>Haller : So if the jury is to believe your story about March sixth, then they must believe that you were able to overpower and break free of Mr. Roulet. I pointed to Roulet, who was easily six feet and outweighed her by at least seventy-five pounds.</p> <p>Campo : Well, that's what I did.</p> <p>Haller : And this was while he supposedly was holding a knife to your throat.</p> <p>Campo : I wanted to live. You can do some amazing things when your life is in danger. (She used her last defense. She started crying, as if my question had reawakened the horror of coming so close to death.)</p> <p>Haller : You can sit down, Mr. Roulet. I have nothing else</p>	<p>In this context situation, Campo previously testified that Roulet overrode Campo with holding his knife up in her throat as an attempt to rape and to kill her.</p> <p>Fortunately, Campo was capable to overpower and break free of Roulet.</p> <p>The strategy to shatter this testimony is using presupposition element by comparing the victim's weight to Roulet's weight.</p>	<p>Campo fabricates her testimony that she overpowered and broke free of Roulet when he attacked her.</p>	Presupposition				<p>Here, Haller influences the jurors and the judge to doubt the validity of Campo's story, especially the story of her ability to overpower and break free of Roulet while a knife was pointed at her throat.</p> <p>The strategy to legitimate the topic is by applying the element of presupposition to create the paradox over the adversary's claim. This is done by presenting the preceded premise presenting the weight of Campo and Roulet. We can see it in a sentence as follows. "On your ad on the website you list your weight at one hundred and five pounds, I said. Is that correct?" Then, Haller went on affirmation containing presupposition. "So if the jury is to believe your story about March sixth, then they must believe that you were Able to overpower and break free of Mr. Roulet. I pointed to Roulet, who was Easily six feet and outweighed her by at least seventy - five pounds. "</p> <p>By presenting the preceded premise from the utterances above, Haller creates paradox which influences the jurors to doubt Campo's testimony and it leads them not to believe on Campo's words. In the end, this strategy ends up with a conclusion which</p>

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		for Ms. Campo at this time, Your Honor							asserts that it was impossible for Campo to overpower and break free of Roulet who was taller and outweighed her for 75 Pounces. Moreover, Haller adds another presupposition to turn Campo's story apparent to be more implausible and doubtful by utterances as follows. "And this was while he supposedly was holding a knife to your throat."
26.	CDA/ pg 265/ 26	<p>Haller : Was Charles Talbot a repeat customer? I asked</p> <p>Campo : No, I met him for the first time that night at Morgan's.</p> <p>Haller : And he passed your safety test?</p> <p>Campo : Yes.</p> <p>Haller : Was Charles Talbot the man who punched you in the face on March sixth?</p> <p>Campo : No, he was not, she answered quickly.</p> <p>Haller : Did you offer to split the profits you would receive from a lawsuit against Mr. Roulet with Mr. Talbot?</p> <p>Campo : No, I did not. That's a lie!</p>	<p>This dialogue is a continuation of the earlier cross examination for Campo. After Haller draws a negative image of Campo as a liar, Haller asserts a reversal allegation against Campo by asserting questions addressed to her.</p>	<p>Regina campo cooperates with Charles Talbot to set Roulet up.</p>		Lexicon			<p>After Haller reveals that Campo is a liar who conceals some facts related to the case, Haller highlights these disadvantages information of Campo in order to assert an allegation to her by asserting questions containing diction which influences the judge and the jurors that the whole case is a conspiracy between Campo and Talbot as an attempt to set Roulet up and to sue him for money. Thus, they can split the profits which they earn from Roulet. The diction which are applied by Haller to highlight negative other-representation can be seen as follows. "a repeat customer, man who punched you, offer to split the profits, and a lawsuit against Mr. Roulet." These diction clearly draws a negative representation and surely marginalize Campo who actually the victim in this case. Moreover, Haller reverses the charges against Roulet into allegations toward Campo and Talbot as the real criminal who set Roulet up as an attempt to sue him for the money.</p>

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									<p>This negative representation is already supported by the previous topic which alleges Campo as a liar who counterfeited her testimony for several times. First, she stated that she did not know who Roulet is. In fact, she is the one who deliberately invite him to her apartment. Second, Haller already showed the judge and jurors that Campo conceals the information about napkin which she gave to Roulet. As the result, any contradiction she delivered will certainly be doubtful. So, Haller is free to assert his allegation by applying lexicon element as an attempt to reverse all charges against his client.</p>

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27.	CDA/pg 265/ 27	<p>Haller : You thought he was safe.</p> <p>Campo : I guess so. I don't know. I needed the money and I made a mistake with him.</p> <p>Haller : Did you think he was rich and could solve your need for money?</p> <p>Campo : No, nothing like that. I saw him as a potential customer who wasn't new to the game. Somebody who knew what he was doing.</p> <p>Haller : Okay, I said. Then, isn't it true, Ms. Campo, that you have told several of your clients that your hope is to leave the business?</p> <p>Campo : Yes, that's true. She answered without hesitation for the first time in many questions.</p> <p>Haller : Isn't it also true that you see the potential financial aspects of this case as a means of getting out of the business?</p> <p>Campo : No, that s not true, she said forcefully and without hesitation. That man attacked me. He was going to kill me! That's what this is about!</p>	In this dialog, Haller emphasizes a fact about Campo who planned to leave her job as a prostitute. Then he uses this fact to draw a negative presupposition.	Regina Campo chooses to target Louis Roulet as a ticket for leaving her profession as a prostitute.	Presupposition				<p>By applying the element of presupposition, Haller shows the public that from the beginning, Regina Campo has chosen to target Louis Roulet as a ticket for leaving her profession as a prostitute. In order to legitimize this issue, the tricky questions are provided as the initial premise. These tricky questions can be examined by the following question. "Okay, I said. Then, isn't it true, Ms. Campo, that you have told several of your clients that your hope is to leave the business?" Here, Campo without hesitation justified this question by answering: " Yes, that's true."</p> <p>Then, Haller goes on his allegation by stating questions containing presupposition related to the previous premise "Isn't it also true that you see the potential financial aspects of this case as a means of getting out of the business?"</p> <p>The question "Okay, I said. Then, isn't it true, Ms. Campo, that you have told several of your clients that your hope is to leave the business?" indicates that Campo has planned to leave her profession as a prostitute. People believe that if someone really wants to leave their job, she/he must have another new job or she/he already has enough money to leave his/her job and get retired. However, in this cross examination it is known that Campo does not have another job. Furthermore, she previously justified Haller's claim that Roulet is a safe guy. Moreover she previously also said that she needed money. It can be examined in her statement as follows: "I guess so (justifying Haller's question "You thought he was safe"). I don't know. I needed the money and I made a mistake with him."</p>

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									By stating this premise, Haller draws a conclusion containing presupposition as it can be seen in his question as follows. "Isn't it also true that you see the potential financial aspects of this case as a means of getting out of the business?" This question contains allegation which leads the juries to think that from beginning, Regina Campo has chosen to target Louis Roulet as a ticket for leaving her profession as a prostitute. This allegation seems legitimate for the fact that Roulet is a rich man. Therefore, Campo can sue him for money from this lawsuit.
28.	CDA/ pg 264/ 28	<p>Haller : What did the note say that you passed him? I asked after the television was pushed to the side of the courtroom?</p> <p>Campo : I think it just said my name and address.</p> <p>Haller : You didn't quote him a price for the services you would perform?</p> <p>Campo : I may have. I don't remember.</p>	Here, Haller interrogated Campo based on the video recorder of CCTV from the bar where Roulet met Campo. The video showed that Campo gave Roulet a napkin as an invitation for him to get to her apartment to have sex. The napkin was provided with her name, address and also the price for her service	Campo lies for not mentioning her price of her service on the napkin.		Lexicon			<p>Here, Haller asks Campo about what is the message on the napkin which she give to Roulet. Actually, Haller has already known the message on the napkin. However, Campo only mentions that she only wrote the name and address on it. It can be seen in her utterances as follows. "I think it just said my name and address." Then, Haler marginalizes that she lies for her statement at the moment. It is done by using lexicon element by the diction such as "a price, service, and perform" these diction assert and marginalize Campo as a prostitute who performs her action to get some money from Roulet.</p> <p>In addition, these words are also used as a means in order to influence the jurors and</p>

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									the judge to agree that Campo has lied because she only mentions “ it just my name and address ” in fact, she also wrote her price as well. Therefore, by applying this lexicon element, Haller once again draw a negative representation that Campo tries to hide the truth about the message on the napkin in front of the judge and the jurors.

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29.	CDA/ pg 265/ 29	<p>Haller : Are you saying that before the night of March sixth, you have never been hurt by a client?</p> <p>Campo : Yes, that's what I am saying. That man hurt me and tried to kill...</p> <p>Haller : Please just answer the question I ask, Ms. Campo. Thank you. Now, let's go back to Morgan's. Yes or no, at the moment you gave Mr. Roulet the napkin with your address and price on it, you were confident that he would not be a danger to you and that he was carrying sufficient cash funds to pay the four hundred dollars you demand for your services?</p> <p>Campo : Yes.</p>	In this dialogue, Haller wants to shatter Campo's testimony by emphasizing the testimony of Campo which states that she did not know Roulet at all and she also did not know why he could come to her apartment.	Regina campo deliberately invites Louis Roulet to her apartment to set him up.		Lexicon		Rhetorical question	<p>Here, positive self-representation and negative other-representation are implemented by using lexicon strategy. Haller asserts positive self-representation to describe Roulet by using diction "not be a danger" and "carrying sufficient cash". These diction from Haller's utterances can be seen as follows. "you were confident that he would not be a danger to you and that he was carrying sufficient cash funds to pay." The application of these words intends to create a paradox over Campo's testimony. Therefore, Roulet depicts as a good costumer who always pay and never give any harm to anyone. This paradox is supported by Campo's answer which is justified this statement.</p> <p>On the other hand, Haller describes Campo as the one who deliberately invites Roulet to her apartment to have sex. It is done by asserting rhetorical question as can be examined as follows. "Yes or no, at the moment you gave Mr. Roulet the napkin with your address and price on it, you were confident that he would not be a danger to you and that he was carrying sufficient cash funds to pay the four hundred dollars you demand for your services?" "Yes."</p> <p>By applying lexicon element and rhetorical question which is justified by Campo herself, it clearly shatters her claim which</p>

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									<p>previously testified that she completely did not know who Roulet was. Then it also asserts the judge and jurors that Campo lies about her testimony since she deliberately invited Louis Roulet to her apartment by giving him her address and price on it in order to have sex in her appartement.</p>

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30.	CDA/pg 277-278/ 30	<p>Haller : Mr. Talbot, are you right- or left-handed?</p> <p>Mr. Talbot : I'm left-handed.</p> <p>Haller : Left-handed, I echoed. And isn't it true that on the night of the sixth, before leaving Regina Campo s apartment, she asked you to strike her with your fist repeatedly in the face?</p> <p>Mr. Talbot : (talbot smirked and shook his head) That is not true. I've never hurt a woman in my life.</p> <p>Haller : You struck her with your fist three times, didn't you, Mr. Talbot?</p> <p>Mr. Talbot : No, I did not. That is a lie.</p> <p>Haller : You said you have never hurt a woman in your life.</p> <p>Mr. Talbot : That s right. Never.</p> <p>Haller : Do you know a prostitute named Shaquilla Barton? On the website where she advertises her services she uses the name Shaquilla Shackles. Does that ring a bell now, Mr. Talbot?</p> <p>Mr. Talbot : Okay, yeah, I think so.</p> <p>Haller : Have you ever engaged in acts of prostitution with her?</p> <p>Mr. Talbot : One time, yes.</p> <p>Haller : When was that?</p> <p>Mr. Talbot : Would've been at least a year ago. Maybe longer.</p> <p>Haller : And did you hurt her on that occasion?</p> <p>Mr. Talbot : No.</p> <p>Haller : And if she were to come to this courtroom and say that you did hurt her by punching her with your left hand, would she be lying?</p>	<p>Regarding to the victim testimony and the available evidence. It showed that the victim suffered an injury on her right face which is caused by a strike from a left hand. In this context, Roulet is not a left-handed.</p> <p>On the other hand, the left handed customer who previously 'dated' with Campo is Talbot. So, Haller tried to topicalize Talbot and connected all evidence available to him in order to influence the judge and jury that Talbot is the person who hit Campo in this case.</p>	Talbot is the one who punched Regina Campo with his left hand by her request.		Lexicon			<p>Topicalitation of Talbot and Campo as the mastermind of this fake case is done by applying lexicon element. The diction which is used to topicalize Talbot is "Left- handed" this word indicates that he is a left-handed person who had punched Campo with his left hand. The reason is that, Roulet is not as left-handed then if he is really the suspect who did the hitting, he certainly uses his right hand and Campo's injury will certainly emerge on her left face as well.</p> <p>Then he also alleges Talbot as the person who punch Campo by her request. This allegation is delivered by diction such as "asked" and "strike" it can be seen in the sentence question as follows. "she asked you to strike her with your fist repeatedly in the face?" This question is an attempt to influence to the Jurors, and the judge that Campo herself is the mastermind behind this fake case and Talbot is the one who punched Regina Campo by his left hand.</p>

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		Mr. Talbot : She damn sure would be. I tried her out and didn't like that rough stuff. I'm strictly a missionary man. I Mr. Talbot: didn't touch her. Haller : You didn't touch her? Mr. Talbot : I mean I didn't punch her or hurt her in any Way							
31.	CDA/ pg 271/31	Haller : Mrs. Windsor, do you recognize this knife? Mrs. Windsor : (She picked up the evidence bag and attempted to smooth the plastic over the blade so she could look for and read the initials.) Yes, I do, she finally said. It's my son's knife. Haller : And how is it that you would recognize a knife owned by your son? Mrs. Windsor : Because he showed it to me on more than one occasion. I knew he always carried it and sometimes it came in handy at the office when our brochures came in and we needed to cut the packing straps. It was very sharp. Haller : How long did he have the knife? Mrs. Windsor : Four years. Haller : You seem pretty exact about that. Mrs. Windsor : I'am Haller : How can you be so sure? Mrs. Windsor : Because he got it for protection four years ago. Almost exactly.	This dialogue took place in the courtroom. It is called direct examination where the defense lawyer brought this own witness in order to defense the defendant (his client). This direct examination is an attempt to prove that his client was innocent. At this time, Haller brought Roulet's own mother, Marry Windsor.	It is a normal habit of Louis Roulet to carry his knife everyday to wherever he goes.			Syntax		In this direct examination, Roulet's mother become one of the key witnesses in order to prove that Roulet is innocent. The questions which are delivered by the defense lawyer to Roulet's mother highlights the normal behavior of Roulet who always brought his knife to wherever he goes. This issue is legitimated by the use of syntactic element. First, Haller leads the examination of Roulet's mother by applying passive sentence dealing with Roulet's possession of knife. This is done in order to focus the conversation only about the knife without the involvement of Roulet. As the result, it blurs Roulet's action dealing with the crime he has done with his knife. It can be seen in question proposed by Haller as follows. "And how is it that you would recognize a knife owned by your son?" After the conversation focusing on the knife is finished, Haller continues the examination focusing only on the period of the knife is possessed by him. This explanation can be seen on Haller's question as follows. "How long did he have the knife?" Here, the focus of the conversation is only on the period of the knife possessed by Roulet. Thus, the entire

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									topic of the discussion is only about the knife and also the period it is possessed by Roulet. As the result, it asserts the judge and juries that the knife indeed belongs to Roulet, yet he has already have it for several years. So it has already become his habit to bring it to wherever he goes as his normal behavior to protect himself. This topicalization certainly denies the accusation of the prosecutor and also shatters the allegation upon Roulet which states that Roulet used the knife to kill Regina Campo. Therefore, this topic is logical and it successfully shatters the prosecutor's claim because it is actually a normal behavior of Roulet for carrying his knife everyday to wherever he goes.
32.	CDA/ pg 274/ 32	<p>Haller : Detective Lambkin, what was the age range of the known victims of the rapist?</p> <p>Detective Lambkin : These were all professional women who were pretty successful. They tended to be older than your average rape victim. I believe the youngest was twenty-nine and the oldest was fifty-</p>	This dialogue is the second direct examination of the defense lawyer. Haller examined detective Lambkin as the second witness in order to support Marry Winsor's testimony dealing with the rapist who rape her.	Marry Winsor is not lying about her testimony that she got attacked and raped.	Coherence				In this direct examination, Haller uses coherence strategy by connecting several information about rape cases which happened among the realtor ladies. First, Haller focuses the information on the average age of the rape victim who become the target of the rapist, second, Haller focuses the period of the rape

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		<p>nine.</p> <p>Haller : So a woman who was fifty-four years old would have fallen within the rapist's target profile, correct?</p> <p>Detective Lambkin : Yes.</p> <p>Haller : Can you tell the jury when the first reported attack occurred and when the last reported attack occurred?</p> <p>Detective Lambkin : Yes. The first was October one, two thousand, and the last one was July thirtieth of two thousand and one.</p> <p>Haller : So June ninth of two thousand and one was well within the span of this rapist's attacks on women in the real estate business, correct?</p> <p>Detective Lambkin : Yes, correct.</p> <p>Haller : In the course of your investigation of this case, did you come to a conclusion or belief that there were more than five rapes committed by this individual?</p> <p>Minton objected, saying the question called for speculation. The judge sustained the objection but it didn't matter. The question was what was important and the jury seeing the prosecutor keeping the answer from them was the payoff.</p>							<p>incident happened for the first time and the last time it happened.</p> <p>After the detective give his testimony dealing with the age of the victims and time of the reports of the rape incident, he connects all the information which is gained from the detective to justify Mary Winsor's testimony. Thus, all her testimonies are apparent to be legitimate. As the result, it is influenced the juries and the judge to think that Marry is the real victims of the rapist. Therefore, it justifies the action of Roulet who always carry a knife to wherever he goes ever since because he uses it only for protection.</p>
33.	CDA/ pg 203/33	<p>Judge : Mr. Haller? The judge asked. Anything before I rule?</p> <p>Haller : I just want my objection on the record.</p> <p>Judge : So noted. If I were to give you time to investigate and interview Mr. Corliss, how much would you</p>	This conversation occurred in the courtroom between Haller and the judge. The conversation is about Haller's objection to the prosecutor	All Jailhouse snitches are liars.	Presuppositio	Lexicon			<p>In this objection, Haller uses several diction such as "Snitch, Liars, lie, and no good to interview him" to describe prosecutor's witness named Corliss. These negative words are used by Haller as a strategy</p>

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		<p>need?</p> <p>Haller : A week.</p> <p>Minton : (Now Minton put on the fake smile and shook his head) That's ridiculous, Your Honor.</p> <p>Judge : Do you want to go back and talk to him? the judge asked me. I'll allow it?</p> <p>Haller : No, Your Honor. As far as I m concerned all jailhouse snitches are liars. It would do me no good to interview him because anything that comes out of his mouth would be a lie. Anything. Besides, it's not what he has to say. It's what others have to say about him. That's what I would need time for.</p>	Minton who brought a snitch witness into a trial without giving the information to Haller in advance about who Mr. Corliss was.						<p>to give a bad impression of Corliss in front of the judge.</p> <p>Moreover, Haller not only say that "Corliss is a liar" but he generalize his claim by applying words choice which can be seen as follows. "all Jailhouse snitches are liars" as a strategy to tell the judge that Corliss is a liar. This generalization is used to avoid rebut from the prosecutor. Then Haller adds presupposition as follows. "anything that comes out of his mouth would be a lie" to presuppose that Corliss will certainly lie because all Jailhouse snitches are liar.</p>

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34.	CDA/ pg 297/ 34	<p>Haller : Mr. Corliss, how many times have you been arrested before?</p> <p>Minton (prosecutor) objected but the judge overruled. I knew she was going to give me a lot of room with this witness since I was the one who had supposedly been sandbagged.</p> <p>Haller : How many times have you been arrested before, Mr. Corliss? I asked again.</p> <p>Corliss : I think about seven.</p> <p>Haller : So you've been in a number of jails in your time, haven't you?</p> <p>Corliss : You could say that.</p> <p>Haller : All in Los Angeles County?</p> <p>Corliss : Mostly. But I got arrested over in Phoenix before, too.</p> <p>Haller : So you know how the system works, don't you?</p> <p>Corliss : I just try to survive.</p> <p>Haller : And sometimes surviving means ratting out your fellow inmates, doesn't it?</p> <p>Minton : Your Honor? Minton said, standing to object.</p> <p>Judge : Take a seat, Mr. Minton, Fullbright said. I gave you a lot of leeway bringing this witness in. Mr. Haller gets his share of it now. The witness will answer the question.</p> <p>The stenographer read the question back to Corliss.</p> <p>Corliss : I suppose so.</p>	<p>Corliss is a prisoner who is used by the prosecutor as a rebuttal witness in Roulet case. Previously, Corliss testified that he talked to Roulet at the time they were in the prison. At that time, Roulet confessed to Corliss that he beat the prostitute and he said that "give the bitch exactly what they deserve". However, Haller shatters this testimony by asserting some rhetorical question.</p>	<p>Corliss is an opportunist snitch who already knew the prosecutorial system and he surely traded a lie for freedom.</p>				Rhetorical Question	<p>In this cross-examination, Haller asserts his allegation to Corliss by applying the element of rhetorical question. It is done by presenting the background information of Corliss who had been jailed for many times. Here, Haller topicalizes the frequency of Corliss being jailed by question as follows. "How many times have you been arrested before Mr. Corliss? I asked again" then, Corliss answer the question with " I think about seven." This indicates that Corliss has already known the system that he can get commutation by snitching other inmates. Therefore, he certainly knows that he can trade his testimony as a Jailhouse informant to the prosecutor to get a commutation or another reward from the prosecutor.</p> <p>Next, Haller emphasizes this negative portrayal of Corliss and also asserts an allegation that Corliss has already known how the system in the prosecutorial works which he can get commutation by snitching other inmates. Then he will sell the information to the prosecutor even though he has to make it up.</p>

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									<p>This allegation is done by a rhetorical question as follows. "So you know how the system works, don't you?" This question, indicated that Corliss had already known how the system work, so if he could testify for the prosecutor, he will surely get the reward from it. Therefore, being a Jailhouse snitch is actually his opportunity to get his freedom or rewards from the state prosecutor. Worse, Corliss justifies Haller's claim as well as justified his action by saying "I just try to survive."</p> <p>Then Haller asserts more allegation from Corliss' justification by asserting a rhetorical question as follows. "And sometimes surviving means ratting out your fellow inmates doesn't it?" this also indicates that to get the information which he can trade it to the prosecutor, he will certainly justify any means including betraying his fellow inmate. Besides, he will also give a false testimony in order to trade his information to the Prosecutor.</p>
35.	CDA/ pg 298/ 35	<p>Haller : How many times have you snitched on another inmate?</p> <p>Corliss : I don't know. A few times.</p> <p>Haller : How many times have you testified in a court proceeding for the prosecution?</p>	In this situation, Haller attempts to emphasize negative attribute to Corliss dealing with the intensity he has been used by prosecutors	Snitching for a prosecutor is Corliss' occupation.		Lexicon		Expression	<p>In this continuing cross examination of Corliss, Haller emphasizes Corliss' intensity for he has been becoming a Jailhouse snitch for prosecutors. After Haller delivers a question dealing with Corliss' intensity of being a snitch</p>

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		<p>Corliss : Would that include my own cases?</p> <p>Haller : No, Mr. Corliss. For the prosecution. How many times have you testified against a fellow inmate for the prosecution?</p> <p>Corliss : I think this is my fourth time.</p> <p>Haller : (I looked surprised and aghast, although I was neither.) So you are a pro, aren't you? You could almost say your occupation is drug-addicted Jailhouse snitch.</p> <p>Corliss : I just tell the truth. If people tell me things that are bad, then I feel obligated to report it.</p>	as a Jailhouse informant or a snitch.						<p>for the prosecutors, he asserts expression of surprise or aghast as a sign as if he does not expects that he is facing a regular Jailhouse snitch who has given his testimonies and his services to prosecutors for many times. This expression intends to bolster the negative other-representation of Corliss by using lexicon element in Haller's allegation. He delivers his allegation by applying rhetorical question containing lexical choice in order to draw a negative portrayal of Corliss. It can be examined in Haller's question as follows. "So you are a pro, aren't you? You could almost say your occupation is drug-addicted jailhouse snitch."</p> <p>The word "a pro" implies that Corliss is a professional snitch who discerns an activity of snitching his fellow inmate as a chance to get rewards from the prosecutor who uses his service. Furthermore, Haller describes Corliss by using diction such as "drug-addicted Jailhouse snitch" in order to highlight negative impression of Corliss to the judge and juries. The use of this diction asserts that a drug addict is an untruthful informant. Moreover, he repeats the diction "Jailhouse snitch", where the word snitch is associated with a double face, opportunist, betrayer, and also someone who trades lie for freedom. Therefore, by emphasizing this diction, Haller conveys that Corliss would certainly fabricate his testimony for the sake of his own profit.</p>

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					Sem	Sty	Syn	Rhe	
36.	CDA/ pg 298-299/ 36	<p>Haller : But you try to get people to tell you things, don't you?</p> <p>Corliss : No, not really. I guess I m just a friendly guy.</p> <p>Haller : A friendly guy. So what you expect this jury to believe is that a man you didn't know would just come out of the blue and tell you a perfect stranger that he gave a bitch exactly what she deserved. Is that correct?</p> <p>Corliss : It's what he said.</p>	<p>This conversation occurred in the courtroom. Here Haller conducted a cross examination to Corliss for he testified that the defendant, Louis Roulet confided him about his crime.</p>	<p>It makes no sense for Roulet to tell the crime action to a total stranger in the prison.</p>			Syntax	Rhetorical question	<p>In this cross examination, Haller tries to make Corliss as a liar in front of the jury and the judge. Haller precedes his investigation by asking that Corliss tries to make the inmate in the jail told him a confession about their crime. It is done by asking “ But you try to get people to tell you things, don't you?” However Corliss denies this question by answering that he is a friendly guy.</p> <p>At this moment, Haller uses rhetoric strategy by saying “So what you expect this jury to believe is that a man you didn't know would just come out of the blue and tell you, a perfect stranger that he gave a bitch exactly what she deserved. Is that correct?” This question creates irony which asserts that people in Jailhouse just come and told a confession about their crime to a total stranger, Corliss.</p> <p>Moreover, Haller uses the syntactic strategy of pronoun as well. He used “this jury,” instead of “me” in order to make as if this statement appearant to be what the jury think as well, the goal of this syntactic strategy is indirectly to influence the jury to agree with Haller's argument. Furthermore, this strategy is used to avoid prosecutor's critics and objection, since his statement sounds not merely according to his thought but also from the jury's perspective.</p>

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37.	CDA/pg 303/ 37	<p>Judge : I am going to allow it, the judge said. Once we see it the prosecution can object again if so inclined.</p> <p>The television and video unit I had used previously was rolled into the courtroom and placed at an angle viewable by Corliss, the jury and the judge. Minton had to move to a chair to the side of the jury box to fully see it. The tape was played. It lasted twenty minutes and showed Roulet from the moment he entered the courtroom custody area until he was led out after the bail hearing. At no time did Roulet talk to anyone but me. When the tape was over I left the television in its place in case it was needed again. I addressed Corliss with a tinge of outrage in my voice.</p> <p>Haller : Mr. Corliss, did you see a moment anywhere on that tape where you and Mr. Roulet were talking?</p> <p>Corliss : Uh, no. I..</p>	<p>Previously, Corliss testified that he and Roulet had had a conversation when they were on the court holding cell together. Roulet confessed his crime he had done at the moment before and after Roulet's first appearance.</p> <p>Luckily, Haller already had his friend's record tape which recorded Roulet's entire first appearance. Then he asked Judge's permission to play it in order to prove that what Corliss said is false.</p>	Corliss has never talked to Roulet.				Rhetorical question	<p>In this cross examination, Haller uses a video tape recorder to show the jury that what Corliss said are all false. Haller preceded his investigation by asking Corliss about had he ever talked to Roulet in the custody or court holding cell or not. After Corliss gave his testimony that Roulet had talked to him about his crime, Haller shows the judge a tape recorder which he got from a correspondent who recorded Roulet's first appearance trial and then Haller asked permission to play it.</p> <p>The video proves that Corliss has never talked to Roulet since from the moment Roulet entered the courtroom custody area until he was led out after the bail hearing. At no time did Roulet talk to anyone but Haller. By using this video, Haller proves and also gives a premise that Corliss is a liar and everything that he said is all lie.</p> <p>After proving and creating negative premise of Corliss that all Corliss statement is contradicted to what has showed by the video. Haller emphasizes Corliss lie by asking a rhetorical question directly to Corliss himself. The rhetorical question can be seen as follows. " Mr. Corliss, did you see a moment anywhere on that tape where you and Mr. Roulet were talking?" The answer of this question is certainly "no". The assertion of this rhetorical question intends to make Corliss to admit his own lie in front of the judge and</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
									jurors.
38.	CDA/ pg 303-304/ 38	<p>Haller : Yet, you testified under oath and penalty of perjury that he confessed crimes to you while you were both in the courtroom, didn't you?</p> <p>Corliss : I know I said that but I must have been mistaken. He must have told me everything when we were in the holding cell.</p> <p>Haller : You lied to the jury, didn't you?</p> <p>Corliss : I didn't mean to. That was the way I remembered it but I guess I was wrong. I was coming off a high that morning. Things got confused.</p>	<p>Previously Corliss testified that Roulet confessed his crime to him for they were in cell together. Then, Haller showed the public a video which proved that Corliss fabricated his testimony during the first appearance in the trial. After a video showed that Corliss fabricated his testimony. Haller intended to make Corliss to admit his own perjury in front of the judge and juries. Therefore, he used rhetorical question to assert and to emphasize Corliss negative action. This strategy is applied by emphasizing Corliss' action dealing with his fabrication of his testimony which he had done.</p>	Corliss conducts perjury by fabricating his testimony.				Rhetorical question	<p>In the dialogue above, Haller delivers his rhetorical questions based on video tape which shows Corliss' lie. Then, he 'attacks' Corliss with the first rhetorical question "Yet, you testified under oath and penalty of perjury that he confessed crimes to you while you were both in the courtroom, didn't you?" This rhetorical question not only asserts that Corliss testimony contradicts to the truth, but it also reminds the judge that Corliss has already conducted a perjury with a penalty. Therefore, he has to be punished in this time.</p> <p>Moreover, Haller asserts his claim that Corliss has fabricated his testimony. The assertion can be examined by a rhetorical question as follows. "You lied to the jury, didn't you?" This question is not merely a yes/no question, yet it is a rhetorical question which emphasized negative action of Corliss. Moreover, this strategy makes him concede his lie.</p>

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39.	CDA/ pg 304/ 39	<p>Haller : In nineteen eighty-nine Frederic Bentley was convicted, with your help, of raping a sixteen-year-old girl in her bed in Phoenix. Do you remember this?</p> <p>Corliss : Barely, Corliss said. I've done a lot of drugs since then.</p> <p>Haller : You testified at his trial that he confessed the crime to you while you were both together in a police station holding cell. Isn't that correct?</p> <p>Corliss : Like I said, it's hard for me to remember back then.</p> <p>Haller : The police put you in that holding cell because they knew you were willing to snitch, even if you had to make it up, didn't they?</p> <p>My voice was rising with each question</p> <p>Corliss : I don't remember that, Corliss responded. But I don't make things up.</p>	In this dialogue, Haller picked up the piece of paper containing an old news of Frederic Bentley from internet. He was an innocent man who was imprisoned for Corliss false testimony. Then, Haller used it as a prop during his final questions to Corliss.	Corliss cooperates with police in imprisoning innocent defendant in the previous case.			Syntax		<p>In this examination, the strategy used by Haller is negative other-representation by using syntactic element. The strategy is applied by topicalizing or emphasizing Corliss and the police as the active agent related to negative action of snitching for the purpose to imprison the innocent people, Frederic Bentley. On the other hand, Bentley's action is passivized or concealed in order to draw an image that he is the pure victim of Corliss' false testimony.</p> <p>The example of active sentence which is used to emphasize negative action of Corliss can be examined as follow. "You testified at his trial that he confessed the crime to you while you were both together in a police station holding cell. Isn't that correct?" then, he use of passive sentence which is used to describe the Bentley as the victim. It can be seen as follows. "he confessed the crime to you while you were both together in a police station holding cell." The presenting this compound sentence is applied to emphasize Corliss' action as the active perpetrators of snitching Bentley.</p>

No	Code	Data	Context of situation	Macrostructure/ topics	Microstructure / discursive strategies				Explanation of the Discursive strategies
					Sem	Sty	Syn	Rhe	
									<p>Furthermore Haller also uses syntactic element of the active sentence in order to emphasize the action of police who become the mastermind behind the false testimony uttered by Corliss. This topicalization of police's action can be examined in Haller's utterances as follows. "The police put you in that holding cell because they knew you were willing to snitch, even if you had to make it up, didn't they?"</p> <p>The Syntactic element of active sentence in Haller's sentence is intended to emphasize negative action of the police that they are the mastermind who sent Corliss to the same cell with innocent man, Bentley. Then, they uses him as a Jailhouse snitch in order to testify that Bentley has confessed his criminal actions. This testimony dealing with defendant's confession is a strong evident as a conviction for the judge and jurors to give the defendant a verdict of guilty. It does not matter for the state party if Corliss has to fabricate his testimony since the state is intended to win the bigger case.</p>

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40.	CDA/ pg 306/ 40	<p>Haller : Were you ever charged with perjury in the Bentley case? I asked him.</p> <p>Corliss : No, I wasn't, he said forcefully, as if that fact exonerated him of wrong doing.</p> <p>Haller : Was that because the police were complicit with you in setting up Mr. Bentley?</p> <p>Minton objected, saying, I am sure Mr. Corliss would have no idea what went into the decision of whether or not to charge him with perjury.</p> <p>Judge Fullbright sustained it but I didn't care. I was so far ahead on this witness that there was no catching up. I just moved on to the next question.</p>	In previous conversations, Corliss evidently lied over his testimony about Roulet. Haller also showed the juries and judge that he repeatedly conducted perjury by fabricating testimony about innocent defendant who confessed to him dealing with the crime they have done. Strangely, he had never been charged with perjury ever since.	Corliss is never charged with perjury since he deliberately sent by the police.	Presupposition				<p>In previous examination, Corliss evidently lies over his testimony about Roulet. Haller also shows the juries and the judge that Corliss repeatedly conducts perjury by fabricating his testimony about innocent defendant who confessed to him dealing with the crime they have done. Strangely, he has never been charged with perjury ever since. In the examination above, Haller shows the judge and juries that the DA, police, and the prosecutor are conspired in using the service of a regular snitch, Corliss. They do this action as an attempt in order to win the lawsuit. Therefore, even though the evidence proves that Corliss lied in his testimony, he would not be charged with perjury.</p> <p>Presupposition strategy is done by providing a tricky question to Corliss as the initial premise in the preceded, right before Haller asserts his question. This attempt is done to emphasize negative other-representation. The premise is created by a question as follows. "Were you ever charged with perjury in the Bentley case? I asked him. No, I was not, he said forcefully." Then Haller continues his presupposition question to give negative representation about Corliss and the corrupt police by a question as follows. "Was that because the police were complicit with you in setting up Mr. Bentley?"</p> <p>The question above indicates that Corliss is not charged with perjury because the</p>

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									<p>corrupt police deliberately sent him. The researcher considers this question as a presupposition since the juries and the judge have already known some background information about Corliss. First, Corliss has repeatedly used by the previous prosecutors as a Jailhouse informant to help them to win the lawsuit by giving his false testimony. As the result, the innocent defendant such as Bentley was wrongly convicted and imprisoned.</p> <p>Second, his perjury has clearly known and exposed by media, but strangely he is never charged with perjury. These two premises categorize this discourse as a presupposition strategy.</p> <p>Although the judge sustains the prosecutor's objection which stated that Haller's presupposition is merely a prejudice with no evidence, yet, this presupposition successfully creates a bad image or negative representation about Corliss and the prosecutor.</p>
41.	CDA/ pg 306/ 41	<p>Haller : Did any prosecutor or police officer ask you to get close to Mr. Roulet and get him to confide in you?</p> <p>Corliss : No, it was just luck of the draw, I guess.</p> <p>Haller : You were not told to get a confession from Mr. Roulet.</p> <p>Corliss : No, I was not.</p> <p>Haller : I stared at him for a long moment with disgust in my eyes. I have nothing further.</p>	This conversation is a continuation from the cross examination. Previously, Haller proves that Corliss fabricates his testimony and Haller influences public along with the judge and jurors to think that Corliss is never charged with perjury since he deliberately asked as a	Police and the prosecutor ask Corliss as a Jailhouse informant to make a testimony that Roulet confided in him.	Presupposition				<p>This time, Haller applies presupposition strategy based on his previous sentence. At this time, he marginalizes the adversarie (police and the prosecutor) as the party who justifies any means, including dirty games in order to win the case. This strategy is done by showing the public that the adversaries had purposely sent Corliss to approach Roulet to make him Confide his crime to Corliss. As it can be seen in Haller's question containing presupposition</p>

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			Jailhouse informan by the Police.						<p>strategy as follows. “Did any prosecutor or police officer ask you to get close to Mr. Roulet and get him to confide in you?”</p> <p>This question Shows that the state party along with the Police and prosecutor had used Corliss as a Jailhouse snitch to make Roulet confided in him. This question is considered as a presupposition because the audiences previously already known background information of Corliss.</p> <p>The first background information is, Corliss has repeatedly used by the prosecutor as a snitch for helping them to win the case by giving his testimony to imprison an innocent person. Second, Corliss is showed to conduct perjury, however the state still use his service as a jailhouse Snitch or informant. Third, though Corliss has fabricated his testimony as a snitch, yet he is never charged with perjury, and the last background knowledge is, he never charges with perjury due he deliberately sent by the police to help winning the prosecutor’s case.</p> <p>Therefore, these premise lead to an issue that both Police and the prosecutor ask Corliss as a Jailhouse informant to make a testimony that Roulet confided in him.</p>
42.	CDA/ pg 308/42	<p>Judge : How many times had he been used in this county before today?</p> <p>Minton : Only one previous time in court. But he had given information on three other cases I could find.</p>		The prosecutor, Ted Minton deliberately uses a liar snitch in the trial in order to				Rhetorical	<p>In an attempt to shatter the prosecutor discourse which said that the previous prosecutor has checked Corliss background, so he is convinced that Corliss is an honest man</p>

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					Sem	Sty	Syn	Rhe	
		<p>Nothing about Arizona came up.</p> <p>Judge : Nobody thought to check to see if this guy had been anywhere else or used variations of his name.</p> <p>Minton : I guess not. He was passed on to me by the original prosecutor on the case. I just assumed she had checked him out.</p> <p>Haller : Bullshit, I said.</p> <p>The judge turned her eyes to me. I could have sat back and watched Minton go down, but I wasn't going to let him try to take Maggie McPherson with him.</p> <p>Haller : The original prosecutor was Maggie McPherson, I said. She had the case all of about three hours. She's my ex-wife and she knew as soon as she saw me at first apps that she was gone. And you got the case that same day, Minton. Where in there was she supposed to background your witnesses, especially this guy who didn't come out from under his rock until after first appearance? She passed him on and that was it.</p> <p>Minton opened his mouth to say something, but the judge cut him off.</p> <p>Judge : It doesn't matter who should have done it. It wasn't done properly and, either way, putting that man on the stand in my opinion was gross prosecutorial misconduct.</p>	<p>This dialogue took place in the Judge Fullbright's room, where Corliss as a prosecutor rebuttal witness was evidently a liar witness. He had previously been convicted of perjury in order to get a reward from the previous prosecutors who used his service. After knowing this, Judge Fullbright got angry, since the prosecutor purposely had brought someone who tarnished her trial. At this situation, the prosecutor Ted Minton stated that he did not know anything bad about Corliss background.</p>	win the lawsuit.					<p>and a liable informant. Here, Haller attempts to shatter prosecutor's statement and asserts that the prosecutor purposely uses a liar snitch in the trial in order to win the lawsuit.</p> <p>The strategy which is applied to legitimate this topic is the element of rhetorical question. Haller presents background knowledge that the previous prosecutor who handled the Corliss's case is his ex-wife and she handles the case only about three hours. So, she is not checking the background of Corliss as what is stated by Minton. Then the case is passed to Ted Minton on the same day. As we can see in his utterance: "The original prosecutor was Maggie McPherson, I said. She had the case all of about three hours. She's my ex-wife and she knew as soon as she saw me at first apps that she was gone. And you got the case that same day, Minton" after he presents the first premise, then he delivers rhetorical question which shatters Ted (the prosecutor's) statement as we can see as follows. "Where in there was she supposed to background your witnesses, especially this guy who didn't come out from under his rock until after first appearance? She passed him on and that was it."</p>

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43.	CDA/pg 309/ 43	<p>Minton : I didn't know Corliss's background! Minton said forcefully. I swear to God I didn't know. The intensity of his words brought a momentary silence to the chambers. But soon I slipped into the void.</p> <p>Haller : Just like you didn't know about the knife, Ted?</p> <p>Judge : (Fullbright looked from Minton to me and then back at Minton.) What knife? She asked.</p> <p>Minton : (Minton said nothing.)</p> <p>Haller : Tell her, I said.</p> <p>Minton : Minton shook his head. I don't know what he's talking about, he said.</p> <p>Judge : Then you tell me, the judge said to me.</p> <p>Haller : Judge, if you wait on discovery from the DA, you might as well hang it up at the start, I said. Witnesses disappear, stories change, you can lose a case just sitting around waiting.</p> <p>Judge : All right, so what about the knife.</p> <p>Haller : I needed to move on this case. So I had my investigator go through the back door and get reports. It's fair game. But they were waiting for him and they phoned up a report on the knife so I wouldn't know about the initials. I didn't know until I got the formal discovery packet.</p> <p>The judge formed a hard line with her lips.</p> <p>Minton : That was the police, not the DA's office, Minton said quickly.</p> <p>Judge : Thirty seconds ago you said you didn't know what he was talking about, Fullbright said. Now suddenly you do. I don't care who did it. Are you telling me that this did in fact occur.</p> <p>Minton : Minton reluctantly nodded. Yes, Your Honor. But I swear, I didn't...</p> <p>Judge : You know what this tells me? The judge said, cutting him off. It tells me that from start to finish the state has not played fair in this case. It doesn't matter who did what or that Mr. Haller's investigator may have been acting improperly. The state must be above that. And as evidenced today in my courtroom it has been anything but that.</p>	<p>This dialogue discusses about Corliss as a prosecutor's rebuttal witness. He was evidently a liar witness who previously convicted of perjury since he made up his testimony in order to get a reward from the previous prosecutors who use his service. After knowing this fact, Judge Fullbright got furious toward the prosecutor because the prosecutor deliberately brought a liar who tarnished her trial. In this situation, the prosecutor Ted Minton claimed that he did not know anything bad about Corliss background. However, the defense lawyer, Haller proved that Ted lied about this. However, Ted kept denying it. Moreover, he swore to god that he really did not know it. At this time, Haller drew another Ted's negative representation.</p>	<p>The Prosecutor and police cooperate in phoning the evidence.</p>		Syntax			<p>When the prosecutor told the judge that he really did not know anything about the background of his liar snitch, then Haller shatters this claim by asserting that he and the DA has done a fraud by phoned up the evidence on the knife. It is done by replacing the picture of Roulet's knife with another knife which does not belong Roulet. Therefore, it leads him to play a losing game in the trial. The assertion of this topic is done by applying syntactic element of active sentence which asserts that the DA where the prosecutor working is the actor in this fraud. The assertion of this topic can be seen in Haller's utterance as follows. "Just like you didn't know about the knife, Ted?" and "...they were waiting for him and they phoned up a report on the knife so I wouldn't know about the initials."</p>

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					Sem	Sty	Syn	Rhe	
44.	CDA/pg 309-310/ 44	<p>Judge Fullbright looked from Minton to me and then back at Minton.</p> <p>Judge : What knife? She asked. Minton : Minton said nothing. Haller : Tell her, I said. Minton : Minton shook his head. I don't know what he's talking about, he said.</p> <p>Judge : Then you tell me, the judge said to me. Haller : Judge, if you wait on discovery from the DA, you might as well hang it up at the start, I said. Witnesses disappear, stories change, you can lose a case just sitting around waiting.</p> <p>Judge : All right, so what about the knife. Haller : I needed to move on this case. So I had my investigator go through the back door and get reports. It's fair game. But they were waiting for him and they phoned up a report on the knife so I wouldn't know about the initials. I didn't know until I got the formal discovery packet.</p> <p>Judge : The judge formed a hard line with her lips. Minton : That was the police, not the DA's office, Minton said quickly. Judge : Thirty seconds ago you said you didn't know what he was talking about, Fullbright said. Now suddenly you do. I don't care who did it. Are you telling me that this did in fact occur.</p>	<p>This dialogue took place in the Judge's room, after prosecutor's Jailhouse snitch who acted as his rebuttal witness is evidently a liar witness. The witness has previously been convicted of perjury in order to get a reward from the previous prosecutors who used his service. After knowing this, Judge Fullbright got angry because the prosecutor deliberately has brought someone who tarnished her trial. At this situation, the prosecutor Ted Minton stated that he did not know anything bad about Corliss background. However, Haller proves that the prosecutor, Ted lies about this. Yet, the prosecutor kept denying it and he swore to god that he really did not know it. At this time, Haller draws another Ted's negative representation.</p>	<p>The prosecutor and DA phony up the evidence file in order to win the lawsuit.</p>	Coherence and Disclaimer				<p>In this dialogue, Haller uses two simultaneous strategies. Disclaimer and coherence strategy. The first strategy, Haller uses coherence element. It is done by combining two different events which are being connected. As the result, these two different events looks interrelated. Then, Haller uses it as a basis to justify actions that Haller engages in a back door to get the report before the official report given to him from the DA. Furthermore, he applies disclaimer element in order to describe the negative other-representation to the prosecutor.</p> <p>Haller uses the element of disclaimer in order to emphasize the negative other-representation and to negate the negative self-representation. Haller delivers his claim by applying disclaimer. For example, "It's fair game, but they were waiting for him and they phoned up a report on the knife," he intends to blur, or to defocus unwanted references. For example, Haller breaks the prosecuting rule for he played backdoor and bribed the DA officer to get the evidence file he needed. Disclaimer strategy is used by Haller to assert positive self-presentation (as being fair). Whereas, the second but-part emphasizes negative attribute to the prosecutor as the agent who phony up the report on the major evidence.</p>

Appendix 2: Surat Pernyataan**Surat Pernyataan**

Yang bertanda tangan dibawah ini, saya:

Nama : Atika Krusdian Sari

NIM : 08211144028

dengan ini menyatakan telah melakukan triangulasi data sehubungan dengan analisis data yang dilakukan oleh mahasiswa yang bersangkutan dalam penelitian dengan judul : “A Critical Discourse Analysis of Criminal Defense Lawyer’s Utterances Portrayed in *The Lincoln Lawyer* Novel “

Demikian surat pernyataan ini dibuat untuk dapat digunakan sesuai dengan keperluan.

Yogyakarta, 17 Juli 2014

Yang membuat pernyataan

Atika Krusdian Sari.

Surat Pernyataan

Yang bertanda tangan dibawah ini, saya:

Nama : Shinta Purnama Sari

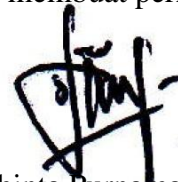
NIM : 08211141018

dengan ini menyatakan telah melakukan triangulasi data sehubungan dengan analisis data yang dilakukan oleh mahasiswa yang bersangkutan dalam penelitian dengan judul : “A Critical Discourse Analysis of Criminal Defense Lawyer’s Utterances Portrayed in *The Lincoln Lawyer* Novel “

Demikian surat pernyataan ini dibuat untuk dapat digunakan sesuai dengan keperluan.

Yogyakarta, 17 Juli 2014

Yang membuat pernyataan



Shinta Purnama Sari