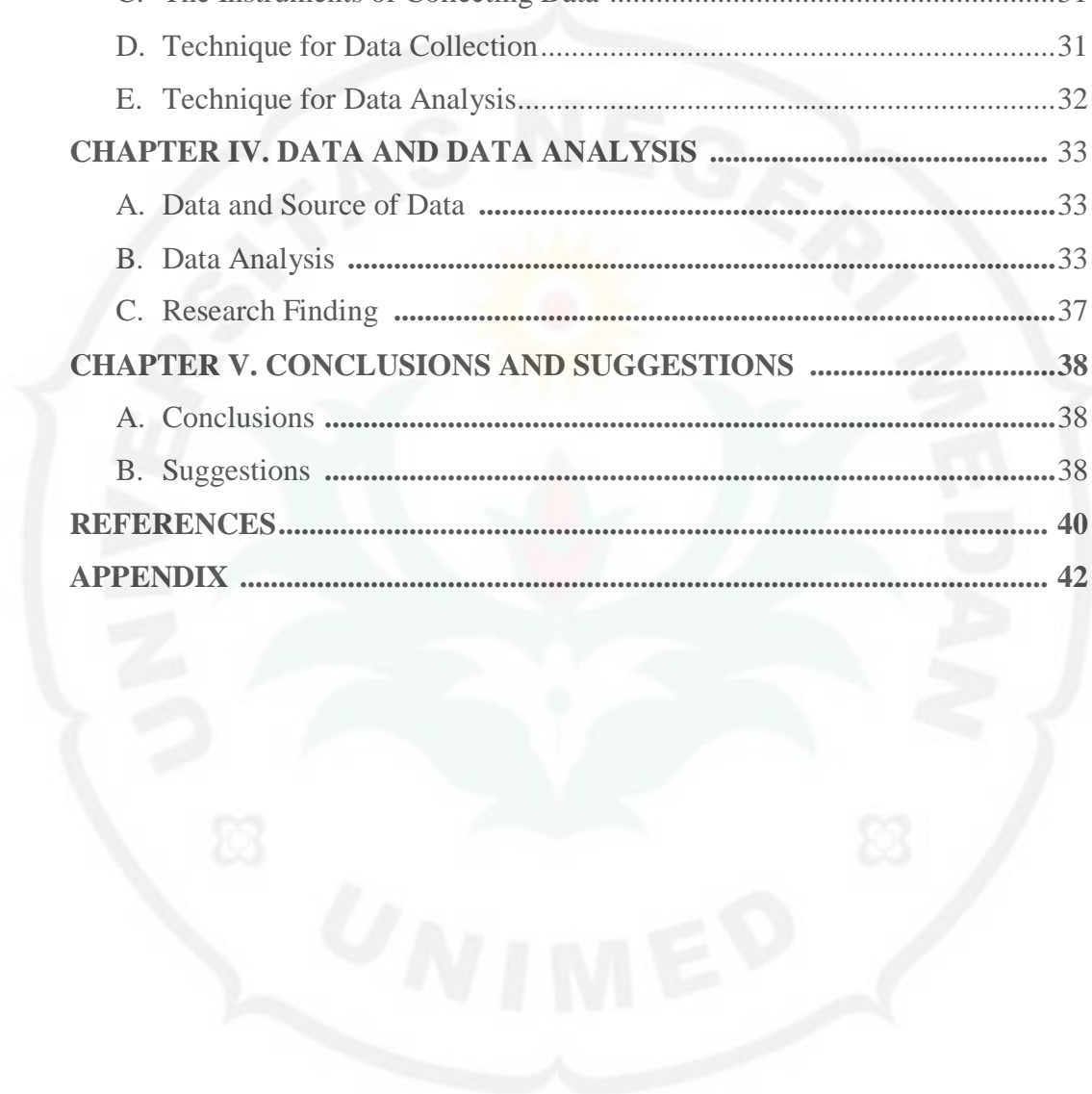


TABLE OF CONTENTS

	Page
ACKNOWLEDGMENT	i
ABSTRACT	iii
ABSTRACT	iv
LIST OF TABLE	vi
LIST OF APPENDICES	vii
CHAPTER I. INTRODUCTION	1
A. Background of the Study	1
B. The Problem of the Study	6
C. The Objective of the Study	6
D. The Scope of the Study	6
E. The Significance of the Study	7
CHAPTER II. REVIEW OF LITERATURE	8
A. Discourse Analysis	8
B. Negotiation.....	9
1. Mood	9
2. Speech Function	12
3. Adjacency Pairs	13
4. Exchange System and Structure.....	14
C. Language and Social Context	20
1. Social Context	23
2. Cultural context.....	23
3. Context ideology	24
D. Culture	25
E. Mandailing Culture	26
1. Customs.....	27
2. Genetic relationship	28
3. Marriage System	28
CHAPTER III. RESEARCH METHOD	30
A. Research Design	30

B. Data and The Source of Data	30
C. The Instruments of Collecting Data	31
D. Technique for Data Collection.....	31
E. Technique for Data Analysis.....	32
CHAPTER IV. DATA AND DATA ANALYSIS	33
A. Data and Source of Data	33
B. Data Analysis	33
C. Research Finding	37
CHAPTER V. CONCLUSIONS AND SUGGESTIONS	38
A. Conclusions	38
B. Suggestions	38
REFERENCES.....	40
APPENDIX	42



THE
Character Building
 UNIVERSITY