

## CHAPTER V

### CONCLUSIONS AND SUGGESTIONS

#### 5.1 Conclusions

With reference to the findings as described previously, conclusions are drawn as the following.

1. Linguistically, speech functions are realized in business transaction in the traditional market into the form of mood: declarative, interrogative and imperative.

2. There are four types of speech function used in business transaction in the traditional market, namely: statement, question, offer and command in which they are coded in lexicogrammar as the following.

Statement is coded by declarative

Question is coded by interrogative

Offer has no specific mood in speech functions

Command is coded by imperative

3. The most dominant type of speech function used by men is statement (48,27%), while the most dominant type of speech function used by women is question (55,36%). Question is the most dominant type of speech function used by men and women in business transactions in the traditional market. It metaphorically occurred in their business conversations for 49,42 %. This means the Halliday's theory of speech function is truly applied in oral business transaction in the traditional market.

4. The different types of speech function used in traditional market because linguistically, buyers and sellers need to exchange their experiences each other to send the messages from one to others successfully.

## 5.2 Suggestions

1. It is suggested that in order to do business transaction successfully, one should know how to carry out speech functions well. It is because using speech functions enable speakers and listeners to deliver their needs, messages and information clearly.
2. In business transactions, both sellers and buyers should know the interpersonal coding in order to avoid misunderstanding each other. It makes them comprehend the meaning and content of a conversation much better than the ones who do not.
3. Others researchers are suggested to do further studies on the basis of Halliday's theories of SFL. Those who are interested in analyzing human beings communication process are needed to give valuable information about the nature of linguistic process. The Systemic Functional Grammar (SFL) is applicable to analyze the process of communication in many aspects of life. Therefore, some linguists should be able to provide themselves in mastering this field in line with the development of globalization era.