

## TABLE OF CONTENTS

<b>TABLE OF CONTENTS</b> .....	iv
<b>CHAPTER I. INTRODUCTION</b> .....	1
1.1 Background of the Study .....	1
1.2 The Problems of the Study.....	7
1.3 The Objectives of the Study.....	7
1.4 The Scope of the Study.....	8
1.5 The Significance of the Study.....	8
<b>CHAPTER II. REVIEW OF LITERATURE</b> .....	10
2.1 Elicitation.....	10
2.1.1 Definition of Elicitation .....	10
2.1.2 Types of Elicitation.....	12
2.1.3 The Realization of Elicitation Technique .....	16
2.1.3 Reasons of Having Elicitation .....	20
2.1.4 Advantages of Elicitation.....	21
2.1.5 Disadvantages of Elicitation .....	23
2.2 Engagement.....	24
2.2.1 Definition of Engagement.....	24
2.2.2 Types of Engagement .....	25
2.3 Relevant Studies.....	26
2.4 Conceptual Framework .....	34
<b>CHAPTER III. RESEARCH METHODOLOGY</b> .....	35
3.1 Research Design .....	35
3.2 The Data and Source of the Data .....	35
3.3 Technique of Data Collection .....	36
3.4 Technique of Data Analysis.....	37
3.5 Trustworthiness of the Study .....	39
<b>CHAPTER IV. DATA ANALYSIS, RESEARCH FINDINGS AND DISCUSSIONS</b> .....	42
4.1 Data Analysis .....	42
4.1.1 The types of Elicitation technique .....	43
4.1.2 The realization of Elicitation technique .....	52
4.1.3 The Reason of using Elicitation Technique .....	57
4.2 The Research Findings .....	65
4.2.1 The Findings .....	65

4.3 The Discussion .....	67
<b>CHAPTER V. CONCLUSION AND SUGGESTION .....</b>	<b>71</b>
5.1 Conclusion .....	71
5.2 Suggestions .....	72
<b>REFERENCES.....</b>	<b>75</b>
<b>APPENDIX.....</b>	<b>78</b>



THE  
*Character Building*  
UNIVERSITY