CHAPTER III
METHODOLOGY

3.1 Research Method

This study applied descriptive method, because I want to analyze and describe the conflict on Arthur Miller’s drama entitled “Death of A Salesman “. Data collected can be analyzed using statistical technique and would also be considered quantitative descriptive research. Descriptive research involves describing and interpreting events, conditions or situations of the present. Generally, findings and conclusion only apply to the sample studied. Descriptive research can use qualitative or quantitative methods to describe or interpret a current event, condition and situation.

The research was conducted by two ways ; the first way is library research which is done by reading some references related to it and the second way is field research which is done by analyzing the drama.

3.2 The Technique for Collecting Data

Firstly I read the play for many times as the main source of inspiration to write this thesis to collect the data, I evaluated the way the characters speak that expresses their personalities, actions and all related aspects of their communication in the play.
Most of the data presented in this thesis to support the analyze are relevant collected sentences for the drama. Other significant information is from literature books and some other books of related topics.

3.3 The Technique of Analyzing Data

The analysis will be conducted on the data formulated as the following:

Miller’s plays *Death of A Salesman* (1949), was written in six weeks. It’s concern were rooted in the American ideal of business success, and its conclusions were a challenge, to standard American business valulsion. Willy Loman became a symbol for American in the post war period of growing wealth and affluence. The life of the Salesman has given Willy a sense of dignity and worth, and imagines that the modern world has corrupted that sense by robbing salesman of the value of their personality. *Death of A Salesman* has been given a privilaged position in American drama because it is a modern tragedy. Willy wants to be well liked but as an audience we find it difficult to like a person who whines, complains and accepts petty immorcibility as a normal of life.
CHAPTER IV
THE ANALYSIS OF CONFLICT IN PLAY ‘DEATH OF A SALESMAN’

4.1 The Inner Conflict

As explained in the previous chapter, internal conflict is a conflict that a person struggles against some elements which are in his or her own personality. Internal conflict involves the struggles between a man against forces within himself, his own physical or emotional limitations (man confronted by inner doubts, fears, inhibitions; man overwhelmed with physiological, spiritual or intellectual dilemmas).

4.1.1 Willy Loman’s Inner Conflict

Willy Loman is a salesman and he has worked for the company of Howard Wagner for 36 years. He spends most of his time on the travelling from New York to Boston. Although he is a road man but he earns a small amount of money every week and of course his salary is not enough to fulfill the family’s need. Because of it, he always thinks that he is not a good husband and father for the family.

Willy : “But I gotta be at it ten, twelve hours a day. Other men I don’t know, they do it easier. I don’t know why I can’t stop myself, I talk too much. A man ought to come in with a few words one thing about Charley. He is a man of few words and they respect him (Miller, Act I, 967)”.
From the statements above, we understand that Willy is mad to himself. He has worked hard but why he cannot get the best. He regrets himself by saying that he is a man that talk too much and it makes the people don’t respect him anymore. If he has a lot of money, the people will respect him although he is a talk active man. Willy also lost his confidence because of his low income and status.

Based on this Willy’s statement, we know that he is not as confidence as the most American. He always thinks that mocking him suspicious by laughing at him when he walks and passes.

The feeling of Willy is really hard; the inner conflict begin to occur in his mind. Willy is also a person who likes to accuse himself. He envies to his brother ben because ben gets success but why he doesn’t.

Willy : “I got an awful scare, nearly hit a kid in Yonkers! Why didn’t I go to Alaska with my brother Ben that time! That man was a genius, that man was success incarnate! What a mistake! He begged me to go.”
( Miller, Act 1, 970)

This sentences proves that Willy regret that he hasn’t gone to follow Ben to go to Alaska at this time. If he has gone to Alaska at this time maybe he is a rich man not as a road salesman who spends a plenty of time and energy only to earn a little of money. Desperation has a big effect in someone’s mind and also in Willy’s mind.

Willy faces many kinds of problem in his life and this really disturb him. He thinks that death is the solution of the problem. Sometimes person who is always in the problem, they think death is the easiest solution. Because of the opinion, the only way is they decide to commit suicide and it also happens to Willy Loman. Willy Loman tries to
commit suicide many times with some ways. We know it from Linda dialogue to Biff, her son.

Linda : “ He’s been trying to kill himself.”
Linda : “ Remember I wrote you that he smashed up the car again? In February.”
Linda : “ The insurance inspector came. He said that they have evidence that all these accidents in the last year weren’t accidents.” (Miller, Act 1,981)

From the statements, Linda knows how the feeling of Willy Loman is. Willy is really desperate and he decide to take the easy way, committing suicide by smashing his car and makes it really like an accident but the accident don’t cause him die.

Willy is a salesman and as a salesman, he needs more and more customers. The more customers he has, he will get more commisions. Willy is always proud of himself, because he thinks he knows a lot of people in America. The mayor of province is also one of his friends. Although he has a lot of friends, but his income is not increase. His friends are not good customers for him, because never brought something from Willy. Willy regrets to them. The feeling of Willy makes the conflict between Willy and the societies begins to occur.

Linda : “ Well, next week you’ll do better.”
Willy : “ Oh, I will knock and dead next week. I’ll go to Hartford. I’m very well-liked in Hartford. You know, the trouble, Linda. People don’t seem to take to me.” (Miller, Act 1, 967).

Willy regrets that he is a man that talk to much and it makes the societies don’t respect him. Willy says to Linda that they will laugh when they pass by Willy. Willy hates their actions that always laugh at him.

Willy : “ I know it when I walk in. they seem to laugh at me.”
Linda : “ Why? Why would they laugh at you? Don’t talk that way Willy.”
Willy : “ I don’t know the reason for it, but they just passs me by. I’m not noticed.”
Linda: “But you’re doing wonderful, clear. You’re making seventy to a hundreds dollars a week.”

Willy: “But I gotta be at it ten, twenty hours a day. Other man-I don’t know- they do it easier. I don’t know why— I can’t stop myself talk too much. A man ought a come in with a few words, and they respect him”.

Linda: “You don’t talk too much, you’re just lively.”

Willy: (Smiling) “Well, I figure, what the hell, life is short, a couple of jokes. (to himself) I joke too much!” (the smile goes).

Linda: “Why? You’re…”

Willy: “I’m fat. I’m very-foolish to look at Linda. I didn’t tell you, but Christmas time I happened to be calling on F.H. Stewarts and a salesman I know, as I was going in to see the buyer I heard him say something about— Walrus. And I cracked him right across the face. I won’t take that. I simply will not take that. But they do laugh at me. I know that.” (Miller, Act 1, 967)

Willy Loman is also a type of person that always proud of himself when he has been young. He always says to his children that he knows well every person including the mayor of province. He thinks that he is the most known road man in city.

Willy: “Well, I got on the road and I went north to province, met the mayor.”

Willy: “(he said “morning!”) and I said “you got a fine city here, Mayor” and then he had coffee with me.”

Willy: “You and hap and I and I’ll show you all the towns, America is full of beautiful towns and fine up standing people. And they know me boys, they know me up and down New England, the finest people. And when I bring you fell as up, there’ll be open as same for all of us, cause one thing boys, I have friends, I can park my car in any street in New England and the cops protect it like their own. This summer, hh!” (Miller, Act 1, 963-964)

Willy: “Don’t say! Tell you a secret, boys. Don’t breathe it to a soul. Someday I’ll have any my own business and I’ll never have to leave home anymore.”

Biff: “Like uncle Charley, heh!”

Willy: “Bigger than uncle Charley! Because Charley is not liked. He is liked, but he’s not well liked (Miller, Act 1, 963)
From the statements, we know that Willy Loman is a dreamer. His dream is also the big opponent in his mind. As a human being, we may not dream the impossible thing because it will make us desperate if we can’t get it. If he always stay at home, he may share it with his family Willy began to dream of the impossible things when he is young but until he is old the dream don’t come true. Sometimes financial problem will make person depressive and of course when someone is depressive, he needs someone but when he is far from his family, he will find out somebody else to share it. That happened to Willy Loman: he is a roadman, he spends almost his not at his home and finally he finds a woman to share his problem. He and this woman have an affair and his affair known by Biff, that’s why he hates his father.

Willy : “Cause I get so lonely, especially when business is bad and there is nobody to talk to, I get the feeling that. I will never sell anything again that I won’t make a Living for you or a business, a business for the boys. There is so much I want made for (Miller, Act I , 968)”.

Willy rememorizes all of his false in past and he regrets why his affair can be known by biff. Willy also seems like a grazy person, he will angry to his wife and his friends when he is remembering about something. He also mad to Linda when Linda is mending a pair of silk stockings. The silk Stockings are the symbol of his affair to the woman.

Willy : “(angrily taking them from her) I won’t have you mending stockings in this house! Now throw them out.” (Miller, Act I , 969)

4.2 Outer Conflict
Outer conflict is the conflict between two persons or group, in one of which the hero is the kind person.

4.2.1 Biff’s Outer Conflict

The outer conflict in act 1 between Willy and Biff. Biff is the oldest son of Willy. Biff and Willy hasn’t got any good relation although they are father and son. Willy thinks that actually biff can do everything well because he has the ability to do it but he doesn’t want to do it.

Willy : “The trouble is he’s lazy good admit!”

Willy : Biff is a lazy bum” (Miller, Act 1, 954)

When Biff has been at a senior high school, Biff has done a big mistake, he has stolen something and of course it makes Willy hates him. Willy is a disciplines and honest man. He never teach his son to steal something. Willy is angry to him.

Willy : ‘Loaded with it. Loaded! What is he stealing?
He’s giving it back, isn’t he? Why is he stealing?
What did I tell him? I never in my life told him
Anything but decent things.” (Miller, Act 1, 970)

All the fathers in this world love his son and Willy Loman also loves biff and proud of him.

Willy : “That’s just what I man. Bernard can get the best marks in school, Y ‘ understand, but when he gets out in the business world, Y’ understand. You are going to be five ahead of him…” (Miller, Act 1, 965)

Biff is his idol when he is at senior high school but later they don’t like each other because of some problems. Biff has left the home years and at the time Willy is all
right and there is no fighting at the Loman house. But as soon as Biff comes back to home, the fighting starts.

Linda: “But you no sooner come home in the door than you're fighting.” (Miller, Act 1, 978)

Linda also knows that Biff and Willy can’t be together so Linda as a mother asks Biff to do her favor.

Linda: “Biff dear, if you don’t have any feeling for him, then you can’t have any feeling for me!”

(Miller, Act 1, 979)

Biff and Willy are not easy to get along. They will fight as son as they meet they look like a dog and a cat.

Biff: “What the hell is the matter with him?”
Linda: “Don’t, don’t go near him!”
Biff: “Stop making excuses for him! He always, always wiped the floor with you. Never had an ounce respect for you.”
Biff: “He’s got no character. Charley wouldn’t do this not in this not in his own house sweeping out that vomit from his mind.”
Biff: “People are worse off than Willy Loman. Believe me, I’ve seen them.”
Linda: “Then make Charley your father, Biff. You can’t do than, can you? I don’t say he’s a great man. Wily loman never made a lot of money. He’s not the finest character that ever lived. But he’s a human being and a terrible thing is happening to him. So attential must be paid. He’s not to be allowed to fall like an old dog. Attention must be finally paid to such a person, you called him crazy…”

(Miller, Act 1, 979)
Willy likes to compare Biff and Bernard but Biff doesn’t like the way his father comparing him so he tries to argue to abort it to his father. The ways of their speaking also create a conflict.

Willy: “… You never grew up. Bernard doesn’t wistle in the elevator, I assure you.”
Biff: “(as though to laugh Willy out of it) Yeah, but you do, pop.” (Miller, Act 1, 982)

The conflict in act one, Death of A Salesman is when Biff and Willy meet after a long time they have never met each other.

4.2.2 Happy’s Outer Conflict

Biff: “(starting to go out after Willy). What the hell is the matter with him?” (Happy stops him)
Linda: “Don’t. Don’t go near him!”
Biff: “Stop making excuses for him! He always, always wiped the floor with you, never had an ounce of respect for you."
Happy: “He’s always had respect for…”
Biff: “What the hell do you know about it!”
Happy: “(Surlily) just don’t call him crazy!”
Biff: “He’s got no character. Charley wouldn’t do this. Not in his own house sweeping out that vomit from his mind.”
Happy: “People are worse off than Willy Loman. Believe me, I’ve seen them!”
Linda: “Then make Charley your father, Biff. You can’t do that, can you? I don’t say he is a great man. Willy Loman never made a lot of money. His name was never in the paper. He is not the finest character that ever lived. But he is a human being and a terrible thing is happening to him. So attention must be paid. He is not to be allowed to fall into his grave like an old dog. Attention must be finally paid to such a person you called him crazy…” (Miller, Act 1, 979)

Statements as can be seen above show how their relationship. Willy doesn’t do anything he just call his son, “Hey, hey Biff” with laugh but Biff doesn’t feel happy with his father. They will fight as soon as they become together. The statements also
show us that Biff like to compare his father with his neighbor, Charley. Biff thinks that
Charley is the best father for his family because he has good behaviour and Charley
never done the things that make his family unhappy. The statements of Biff really make
willy stress. Biff seems like to blame Willy because of his failure to attend the
university. Actually, willy has seen stressed because he only earns a small amount of
money and he owes much money to other people.

Willy : “ What do we owe? “
Linda : “Well, on the first there’s sixteen dollars on the
refrigerator…”
Linda : “ Well, there’s nine sixty for the washing machine. And
for the vacuum cleaner there’s three and a half due on
the fifteenth. Then the roof you got twenty one dollars
remaining.”
Linda : “ No, they did a wonderful job. Then you owe frank for
the carburetor.
Linda: “ Well you owe him three and a half, odds and end comes
to around a hundred and twenty dollars by the fifteenth.”
Willy : “ A hundred and twenty dollars! My god, if business
does pick up I don’t know what I’m gonna do!”
(Miller, Act 1, 966-967)

Willy goes of the Frank chop’s house, the place where he and his sons will get
the dinner after he meets charley at his office. Willy with hope has some conversation
with his older son, Biff and he’s sure that his son already gets something from Bill
Oliver. Willy asks his son about this morning when Biff meet Oliver.

Willy : “You had a couple already, didn’t you?”
Biff : “Just a couple, yeah.”
Willy : “Well, what happened, boy? (nodding affirmatively,
with a smile) everything go alright?” (Miller, Act 2,
1010)
Willy : “ On the edge of his chair) “what kind of a welcome did
he give you?”
Biff : “He won’t even let you work on commission?“
Willy : “I’m out! (driving) so tell me, he gave you a warm
welcome?
Willy : “(as though biff had been interrupting) “well, what
happened? It’s great news, Biff. Did he take you into his office or did you talk in the waiting room?”

Biff : “Well, he came in, see, and…”
Willy : “(With a big smile)”’what’d he say? Betcha he threw his arm around you?”
Biff : “Well, he kind a…”
Willy : “(To Biff) ”is that where you had the drinks?”
Biff : “Yeah, he gave me a couple of no, no

(Miller, Act 2,1011-1012)

In the middle of their speeches about the day, the conflict between Willy and Biff occur but the conflict doesn’t continue because Willy tells them that he has been fired this morning so Biff takes pity to him.

Willy : “(angrily) “All right, now listen to me…”
Biff : “Why don’t you let me finish?”
Willy : “I’m not interested in stories about the past or any crop of that kind because the woods are burning, boys, you understand? There’s a big blaze going on all around, I was fired today.”
Biff : “(shocked) “How would you be?”
Willy : “I was fired, and I’m looking for a little good news to tell your mother, because woman has waited and the woman has suffered. The gist of it is that I haven’t got a story left in my head, Biff. So, don’t give me a lecture about facts and aspects. I’m not interested. Now, what’ve you got say to me?” (Miller, Act 2, 1011)

Willy thinks that biff has a good talk with Oliver, so he asks Willy many kinds of question about how is Oliver to him. Firstly, Biff tries to cheat him by saying that Oliver is very kind to him but finally he can’t continue it and biff become angry again.

The question of his father makes him bored and frightened because he steals something in Oliver’ office.

Biff : “His answer was (he breaks off, suddenly angry) Dad, you’re not letting me tell you what to tell you!”
Willy : “(accusing angered) “you didn’t see him, did you?”
Biff : “I did see him!”
Willy : “What’d you insult him or something? You insulted
him, didn’t you?”
Biff : “Listen, will you let me out of it will you just let me
out of it!” (Miller, Act 2, 1012)

In the Death of A Salesman, Arthur Miller uses the style of flashback. The
flashback is found when Willy is dreaming to the past and it happens for many times.
When Willy is talking to Biff and Happy, he suddenly remembers what Bernard says to
him about Biff’s failure in his life. The conversation between them becomes very strange
because Willy mentions about the math.”

Willy : “(Wildly) “Math, math, math!”
Biff : “Take it easy, pop!”
Biff : (at the table, now audible, holding up a gold fountain pen)…
So, I’m washed up with Oliver, you understand?
Are you listening to me?”
Willy : (at a loss) “Yeah, sure. If you had flunked…”
Biff : “Flunked what? What are you talking about?”
Willy : “Don’t blame everything on me! I didn’t flunk math,
you take what pen?”
Willy : (seeing the pen for the first time) “You took Oliver’s
pen?” ) (Miller, Act 2, 1013)

The conflict in this play is when Biff knows that his father has other woman in
Boston. He hates his father because his mother has done the best thing in the family but
why his father does it to her. Miller doesn’t put the root of playwright. The root of
conflict is found when rememorizes about his false that make his son doesn’t attend the
universities because he has been flunked of math. Willy also promises the woman
stockings. That’s why every time when he sees Linda takes stockings, he will angry
because stocking is the symbol of his affair.

4.2.3 Howard’s Outer Conflict
Unfortunately Willy doesn’t happy for along, when he goes to meet his boss, Howard. Willy faces the problem with his boss. Willy thinks that he is too old to travel and two of his sons will earn money by themselves so he doesn’t need a large amount of money.

Willy : “Well, tell you the truth, Howard. I’ve come to the decision that I’d rather not travel any more.”
Howard : “not travel! Well, what’ll you do?”
Willy : “Remember, Christmas time, when you had the party here you said you’d try to think of some spot for me here in town.”
Howard : “With us?”
Willy : “Well, sure.”
Howard : “Oh, yeah, yeah. I remember. Well, I couldn’t think of anything for you, Willy.”
Willy : “I tell ya, Howard. The kids are all grown up, I don’t need much any more. If I could take home well, sixty five dollars a week, I could swing it.”
Howard : Yeah, but Willy, see I …”
Willy : “I tell ya what, Howard. Speaking frankly and between the two of us, Y’ know, I’m just a little tired.”
Howard : “Oh, I could understand that, Willy and we do a road business. We’ve only got a half dozen salesman on the floor here.” (Miller, Act 2, 993-994)

Howard refuses Willy’s favor. In Howard mind, Willy should do the road job to earn money. Willy tries to say something to howard and ask for low salary sixty dollars a week to forty dollars a week. Howard still refuses it and finally he asks willy to retire from his job as a salesman.

Willy : (with increasing anger) Howard, all I need to et my table is fifty dollars a week.”
Howard : “But where am I going to put you, kid?”
Willy : “Look, it isn’t a question of weath I can sell merchandise, is it?”
Howard : “No, but it’s a business, kid and everybody’s gotta pull his own weight.”
Willy : “If I had forty dollars a weak, that’s all I’d need forty Dollars, Howard.” (Miller, Act 2, 994-995)
At the same time, Howard fires Willy.

Howard : “Willy, you can’t go to boston for us.”

Willy : “Why can’t I go?”

Howard don’t want you to represent us. I’ve been meaning to tell you for along time now.”

Willy : “Howard, are you firing me?”

Howard : “I think you need a good long rest, Willy.”

(Miller, Act 2, 996)

He is regret why Willy rude to Howard and it makes Howard fires him and make Willy like as a crazy man.

Willy : “Pull myself together! What the hell did I say to him? My God, I was yelling at him! How could I? (Willy breaks off, starting at the light, which occupies the chair, animating it. He approaches this chair, standing across the desk from it.)

Frank. Frank, don’t you remember what you told me that time? How you put your hand on my shoulder, and Frank… (he leans the desk and as he speaks the dead man’s name accidentally switches on the recorder and instantly)

Willy : (leaping away with fright, shouting) “Ha! Howard! Howard! Howard!”

Howard : “What happened?”

Willy : (Pointing at that machine, which continous nasally, childishly with the capital cities) shut it off! Shut it off!

(Miller, Act 2, 996)

Although Willy is too old to travel but he really needs the job. By doing this business he will get money for paying all of the family need. As the modern people in America they have more utilities like refrigerator, insurance, washing machine of course
money is the most important thing. How he can pay all of the payment without working

Linda notices to him to pay something before he leaves home that morning.

    Linda : “ And Willy, don’t forget to ask for a little advance,
            because we’ve got the insurance premium. It’s the grace
            period now.”
    Willy : “That’s a hundred…?”
    Linda : “A hundred and eight, sixty eight. Because we’re a little
            short again.”
    Willy : “Why are we short?”
    Linda : “Well, you had the motor job on the car…”
    Willy : “ That Goddam Studebaker!”
    Linda : ”And you got one more payment on the refrigerator…”
    (Miller, Act 2, 989 )

Willy likes to dream to the past to remember all of the things that can make
him be proud of. Before Howard fires him, he also say to Howard that he has a good
sales in 1928.

    Willy : (stopping him) “I’m talking about your father! There’s
            promises made across this desk! You mustn’t tell me
            you’ve got people to see. I put thirty four years into
            this firm, Howard and now I can’t pay my insurance you
            can’t eat the orange and throw the feel away. A man is not
            a piece of fruit (after a pause) now pay attention, your
            father in 1928 I had a big year. I averaged a hundred and
            seventy dollars a week in commisions.”
    Howard : (impatiently) “Now, Willy, you never averaged…”
    Willy : (banging his hand on the desk) “ I averaged a hundred
            and seventy dollars a week in the year of 1928. ! And your
            father come to me or rather I was in the office here, it was
            right over this desk and he put his hand on my
            shoulder.” (Miller, Act 2, 995)

4.2.4. Charley’s Outer Conflict

Willy has the conflict with Charley, his neighbor. Willy is always jealous of
Charley. Because of his bad behaviour, jealous, he hates Charley very much. He often
underestimated Charley but Charley is still the best friend of him. Charley always helps
him when he is in trouble especially in financial problem.
Charley is also the only person who comes to his funeral.

Willy : “A man who can’t handle tools is not a man, you’re disgusting.”

Charley : "Don’t call me disgusting, Willy.” (Miller, Act 1, 972)

Willy mocks Charley because he doesn’t know how to put the ceiling in the living room. When Charley tells Willy that the Ebbets Fields just blew up, Willy doesn’t believe it.. He thinks that Charley is jealous to him because his older, Biff will be a Red Grange after the game in Ebbets Field is over and biff will be paid with twenty five thousand a year. He shouts some rude words to Charley but Charley doesn’t hate him because of his statement.

Charley : “Don’t you hear the radio? Ebbet field just blew up.”
Willy : “You go to to hell! (Charley laughs. Pushing them out). Come on, come on! We’re late.”
Charley : “Willy, when are you growing to up?”
Willy : “Yeah, heh? When this game is over, Charley. You’ll be laughing out of your other side of your face. They’ll be calling him as another red grange. Twenty-five thousand a year.”
Charley : “Is that so?”
Willy : “Well, then I’m sorry, willy. But tell me something?”
Willy : “What?”
Charley : “Who is Red Grange?”
Put up your hands. Goddam you, put up your hands.”
Willy : “Who the hell you think you’re, better than every body else? You don’t every thing, you bog, stupid… put up your hands.”
Willy (off stage) : “What are you walking away for? Don’t walk away. You’re going to say something say it to my face! I know you’re laughing at me behind at my back. You’ll laugh out of the other side of your Goddam face after this game. Touch down. Right between the goal posts.” (Miller, Act 3, 1000)
Charley is also the person who gives Willy money. Willy says that he should pay the insurance. Willy ashes to saying that he has not money at all but charley understand the condition of Willy.

Charley: “Why everybody must like you? Who liked J.P. Morgan? Was he impressive? In a Turkish bath he’d look like a butcher. But with his pockets on he was very well liked. Now listen, Willy, I know you don’t like me, and nobody can say I’m in love with you, but I will give you a job because just for the hell of it, put it that way. Now, what do you say?”
Willy: “I just can’t work for you, Charley?”
Charley: “What’re you jealous of me?”
Willy: “I can’t work for you, that’s all, don’t ask me why.”

Charley (angered, takes out more billls): “you’ve been jealous of me all your life, you damned fool! Here, pay your insurance.” (he puts the money in Willy’s hand) (Miller, Act 2, 1004)

Failure will make someone jealous to succeed person and it also happens Willy. Willy always refuses Charley offer to give him a job. It’s because Willy is jealous to Charley success. Willy doesn’t want Charley to take a pity to him. But Charley is the best friend and neighbor for Willy. He helps him every time as he can.

Willy: “I offered you a job. You make fifty dollars a week and I won’t send you on the road.”
Willy: “I’ve got a job.”
Charley: “Without pay? What kind of job without pay? (he rises) now, look, kid, enough is enough. I’m no genius but I know when I’m being insulted.”
Willy: “Insulted.”
Charley: “Why don’t you want to work for me?”
Willy: “What’s the matter with you? I’ve got a job.”
Charley: “Then what’re you walking in here every week for?”
Willy: (getting up) “Well, if you don’t want me to walk in here…” (Miller, Act 2, 1004)
The biggest regret in Willy’s life is when he refuses his brother invitation to go to Alaska. Ben has bought Timberland there and he needs someone to look after it so he asks Willy to do it. Firstly, Willy gets interesting in the job but Linda doesn’t allow him to go. Linda thinks that her husband has got a good job in New York. Someday, Willy will succeed in his job as a salesman as the eighty four years salesman named Dave. Although Dave is too old but he can earn money by himself, he just call some of his customer, the business will run. Besides that in his funeral ceremony many people come to give him the final respect. That’s why Willy chooses to be a salesman than go to Alaska with Ben. If he follow Ben that time, maybe he is a rich man now as a failing salesman. Suddenly Willy rememorizes the entire thing that Ben says when he is fired by Howard.

Ben : “Now, look here, William. I’ve bought timberland in Alaska and I need a man to look after things for me.”
Willy : “God, Timberland! Me and my boys in those Grand outdoors!”
Ben : “You’ve a new continent at your doorstep, William. Get out of these cities, they’re full of talk and team payments and courts of law. Screw on your first and you can fight for a fortune up there.”
Linda : “You’re doing well enough, Willy.”
Ben : (to Linda) “Enough for what, my dear?”

Linda : (frigtened Ben and angry to him) “Don’t say those things to him! Enough to be Happy right here, right now. (to Willy while Ben laughs). Why must everybody conquer the world you’re well liked, and the boys love you, and someday (to Ben) why old man Wagner told him just the other day that if he keeps it up he’ll be a member of the firm, didn’t he, Willy?”
Willy : “Sure, sure. I’m building something with this firm, Ben and if a man is building something he must be on the right track, musn’t he?”
Ben : “What are you building? Lay your hand on it, where is it?”
Willy : (hesitantly) “that’s true Linda, there’s nothing.”
Linda : “Why (to Ben) there’s a man eighty four years old…”
Willy: “That’s right, Ben. That’s right. When I look at that man I say, what is there to worry about?”

Willy: “It’s true ben. All he has to do is going into any city, Pick up the phone and he’s making his living and you know why?” (Miller, Act 2,997-998)

4.2.5 Bernard’s Outer Conflict

After he has been fired, Willy goes to Charley’s office. He meets Bernard there. Bernard Is the classmate of biff but Biff doesn’t has the thing like Bernard has a family with two sons and all of his friends are rich, but why biff doesn’t have it. In Willy’s mind Biff is more popular than Bernard when they are in the senior high school especially in sport. Biff is one of the best baseball & football player at that time and Willy thinks at Biff’s life is ended because his failure in the Ebbet Field game. Bernard doesn’t get the same opinion with Willy. The biggest failure in life is he doesn’t attend the iniversity because he has flunked by the math teacher. Willy rememorizes all the things that happen at that time and suddenly he becomes angry to Bernard because he remembers on something and he realizes that is absolutely his false.

Willy: (angrily) “Nothing. What do you mean, ‘what happened?’ what’s that got to do with anything?”

Bernard: “Well, don’t get sore.”

Willy: “What are you trying to do, blame it on me? If a boy lays do is that my fault?”

Bernard:” Now, Willy, don’t get…”

Willy: “Well, don’t, don’t talk to me that way! What does that mean ‘ what happened?” (Miller, Act 2, 1003)

Outer conflict can be divided into four:

1) The conflict between character and other character

2) The conflict between character and nature

3) The conflict between character and society

4) The conflict between character and his God.
The conflict between character and other character

In this play, Willy is in conflict with:

*Biff Loman*, he is the oldest son of Willy.

Actually willy loves and proud of Biff. But after biff becomes an adult, he and biff don’t like each other. He thinks that Biff has bad behaviour. He is a lazy person. On the other hand, Biff also has the reason why he hates his father. Biff thinks that his father has no character. His father already has a woman who loves him much, Linda who is also his mother. But why he does not feel satisfaction with it. Willy has an affair with other woman in Boston.

*Charley*, as Willy’s neighbor.

Willy likes to underestimated Charley. Willy is jealous to Charley because charley has his own business. Charley doesn’t need to spent te time in the road and along time to earn money but he must do it and only earns a small amount of money. Anyway, Charley is the best friend of him and always helps him.

*Happy*, the youngest son of Willy.

Willy also has the conflict with Happy but the conflict is not as big as the conflict with Biff. Willy only underestimated Happy by saying that Happy’s income cannot fulfill their needs. Willy thinks how Happy’s low income can retire him from his job.

*Howard Wagner*, the boss of Willy.

Willy has the conflict with Howard because Howard refuses his request to having a New York job. Howard is not only refuses Willy’s favor to work in New York but Howard also fires him. It makes Willy angry and shouts rude words to Howard.
Bernard, the son of Charley and also the classmate of Biff.

Willy has the conflict with Bernard because Bernard says that Biff will flunk math. Willy doesn’t like Bernard says it to him because he thinks that Biff is a clever boy and three of University are waiting for him.

The conflict between Character and Nature

Willy has the conflict with the nature. According to the nature law, human being will be old and of course Willy as a human being will get older. When human being is getting old he will lose the ability for doing something. For example his sight is not clear as before and he will easy to get tired. Willy also gets this problem but he does not realize it.

Linda : “but you’re sixty year old. They can expect you to keep traveling every week.”
Willy : “I’ll have to send a wire to Portland. I’m supposed to see brown and Morrison tomorrow morning at ten o’clock to show the line. Good admit, I could sell them!”
(he starts putting on his jacket). (Miller, Act 1, 953)

When Willy leaves home at the morning, he forgets to take his glasses. Linda notices him about his glasses because Linda knows that he will find difficulties in his sight if he does not wear the glasses. After Linda reminds him, he realizes that glasses are very important for him. In his sixty year old, Willy often forgets to take his things.

Linda : (calling after him a she runs to the kitchen table for a handkerchief). “You got your glasses?”
Willy : (feel for them, then comes back in). “Yeah, yeah, got my glasses.”
Linda : (living him the handkerchief). “And a handkerchief.”
Willy : “Yeah a handkerchief.”
Linda: “And your saccharine?”
Willy: “Yeah, my saccharine.” (Miller, Act 2, 990)

Willy is the New England man. So, he thinks that he may not do his job in New York because New York is not his home town. New York is not suit him to do a job. So, he should travel out of New York to earn money. This is a conflict with the nature, Willy argue that New York is not unfamiliar with him.

Linda: “Willy, dear. Talk to them again. There’s no reason why you can’t work in New York.”
Willy: “They don’t need me in New York. I’m the New England man. I’m vital in New England.” (Miller, Act 1, 952)

Willy has never realized that he is old. Every time Linda tell him not to travel again, he doesn’t listen to Linda’s advice. He thinks that he is still a young Willy who can do all the things including for traveling everyday. On fact, he needs glasses to make his sight clear. From this conditions, it means will is old his sight has a little of problem. Willy states that New York is not his place for doing business. He is a New England man. He’s vital in New England. In this case, Willy has the conflict with the nature, that’s New York.

The conflict between Character and Societies

Willy also has the conflict with the societies. As a salesman Willy need customers to buy something from him. Although Willy is proud of himself because he knows a lot of people but he has only a few of customers. The customers just pass him but they don’t buy something from Willy. Willy hates them because they don’t give him
income by buying his goods. Customers are a society. Willy doesn’t like the costumers, it means he has the conflict with the society.

The society calls him as Walrus. Willy is fat and they think that Willy is look likes the sea animal – Walrus. Willy doesn’t like they call him with the animal name. So, when Christmas and he comes to F.H Steward, he cracked across the face of one of a salesman because he hears that he calls him Walrus.

Willy thinks that the society in present is not like the society in the past. The society in past is kind and more respect to other persons. He knows it when he meets the old salesman, Dave Singleman. Dave is a eighty-four years old salesman but he still can sell his goods because the customers are respect him. When Dave died, his funeral is very crowned. But now all of the respect, comradeship are cut and dried. From will’s statements about the society in present, we know how the feeling of Willy’s. Willy doesn’t like them much. He has much complain about them.
CHAPTER V

CONCLUSION AND SUGGESTIONS

5.1 Conclusions

There are two kinds of conflict in this play, inner conflict and outer conflict. Inner conflict is the conflict which goes on the mind of the hero and between him and a goal he has set himself. Outer conflict is the conflict between characters in a play.

Willy and biff have two kinds of conflict in their life, inner conflict and outer conflict. Willy has the outer conflict with:

- **Biff Loman**, his oldest son,
- **Charley**, his neighbor,
- **Happy**, his youngest son,
- **Howard Wagner**, his boss,
- **Bernard**, Biff’s classmates.

Willy Loman has the inner conflict. There are many causes that make Willy fall into inner conflict. One of them is because he gets paid very low. His low income makes him depressed and this low income is no appropriate for an average American after World War II. Jealous is the prime factor that makes Willy fall into outer conflict. Biff is attacked by inner conflict because he is a son that his father too much. Because of he knows that his father has an affair with another woman in Boston, he hates his father. Every time, he wants to talk to his father, he will remember to the woman in the Boston’s hotel room. Actually he doesn’t hate his father.

5.2 Suggestions
As a final point, I would like to give several suggestions after analyzing the play completely. Based on the analyzing of Arthur Miller’s play, I recognizes that Arthur Miller’s play entitled *Death of A Salesman* deals with conflict.

I want to remind the readers to minimize conflict in their life because conflict will gave the bad effect for them, and other persons. Another, committing suicide by the person who has the problem in his life is not the best solution. He may think that his life and his problem will and after he died. But his family will be sad all the time and feel regret of his action in committing suicide.

I realizes that it is essential to recognize the moral teaching from a literary work. Good knowledge about the similar problem would bring benefit for all the community. For this reasons, I hopes this thesis may educate the young generations in the right viewpoint. Therefore, I suggest the students of English Literature to write their thesis dealing with Arthur Miller on *Death of A Salesman* from other plays. They bring many benefits in knowledge, and also improve the English Languange comprehension. In closing this thesis, I hopes that this thesis can be of some help for students of English Literature who wish to enrich their knowledge about English literature especially about Miller’s literary works.