CHAPTER I
INTRODUCTION

I.1 Background of Analysis

*Death of a Salesman* is an American drama written by Arthur Miller. *Death of a Salesman* was published in 1949 and it was written in six weeks. This drama tells us about the American ideal of business success. There are some characters in this drama; they are Willy Loman, Linda, Biff, Happy, Bernard, The Woman, Charley, Uncle Been, Howard Wagner, Jenny, Stanley, Miss Forshyte and Letta. The main character in this drama is Willy Loman. This drama tells us about a life of a salesman named Willy Loman, who has a high desire to reach the success. This drama belongs to tragic drama. It ends with Willy unable to face the deceptions he has perpetuated and finally he commits suicide.

In this drama we see the ambition of the leading character, Willy Loman, to be a rich man. Even he forces his son to be like him. For Willy, having much money and good appearance are everything. And many people around him do not agree with his statement, include his son Biff.

I choose *Death of Salesman* to be analyzed because this drama is very interesting. This drama is dominated by conflict between one character to another character. As we know conflict is the part of the basic elements of drama. Roberts and Jacobs (1995: 1020) say that the mainspring of plot in a drama is conflict, which can be physical, psychological, and social. Conflict also can involve a character’s struggle against another person, against the environment, or against himself or herself and conflict is very important, because conflict needed to move the plot. Without conflict there will be no movement of the order of plot in a
drama. Based on these explanations, I will analyze the existence of conflict in *Death of a Salesman*.

Drama itself belongs to literature. We must know what literature is. Literature has been widely known in the world. The word literature derives from the Latin ‘littera’ which means letter, which primarily refers to the written or printed words. Actually literature has a large meaning; it does not only refer to the written, but also to the oral works. Literature also means the letter which expresses the feeling, attitude and the life of human in society. There are some characteristics of literature, the first literature is permanent, the second literature is artistic, it means that we can find art and aesthetic sides in literature. A literary work is made to be enjoyed, understood and used by the people. Edgar V. Roberts and Henry E. Jacobs (1995: 1) also say that literature refers to compositions that tell stories, dramatize situations, express emotions, and analyze and advocate ideas. However, Renne Wellek and Austin Warren in their book say that the term literature seems best if we limit it to the art of literature that is to imaginative literature.

At this present time there are three kinds of literature which widely known in this world, they are Drama, Poetry and Prose. The word ‘drama’ derives from the Greek word ‘dram’ which means ‘to do, to act’. Drama is also the kind of literature which designed to be performed by the actors on the stage. The origin word of ‘poetry’ is the Greek word ‘poema’ which means something made or fashioned (in words) and the person who writes the poetry is called a poet. Prose is an ordinary form of spoken and written language. Edgar and Henry in their book, *Literature: An Introduction To Reading and Writing*, mention that prose is
divided into two, they are the prose fiction or narrative fiction and the nonfiction prose. The prose fiction includes myths, parables, romances, novels and short stories, while nonfiction prose include new reports, feature articles, essays, textbooks and etc.

1.2 Statement of Problem

The drama *Death of Salesman* is a drama which dominated by conflict, most characters in this drama experience conflict. In this thesis I want to analyze conflict that experienced by the leading character, the root of conflict and the growth of conflict. Then, I formulate the question to answer:

1. What is the root of conflict?

2. How is the growth of conflict?

1.3 The Objective of Analysis

Based on the statement of the problem, I also make the objective of analysis to answer the questions above. The objectives of analysis are:

1. To show the root of conflict.

2. To explain the growth of conflict.

1.4 The Scope of Analysis

In this thesis, I analyse the leading character’s conflict and I want to make the limitation in order to make the analysis becomes more specific and does not go far from the topic. In this thesis, my analysis will focus on the leading character and the conflict that experienced by him.

1.5 The Significance of Analysis
The analysis of this thesis is expected to give significance to the readers generally and especially for me. The expected significances are:

1. This thesis will give information and add the reader’s knowledge about conflict.

2. This thesis can be the reference for those who want to analyze conflict.

3. This thesis will show the root of conflict and the growth of conflict in *Death of Salesman*.

### 1.6 The Theoretical Approach

Rene Wellek and Austin Warren (1967: 73, 81, 110) in their book, *Theory of Literature* mention two approaches in analyzing literary works; they are intrinsic approach and extrinsic approach. The intrinsic approach is also called the textual analysis, because this approach analyses the literary work based on the text and the structural points of literary work like characters, plot, setting, theme, style, and point of view. While the extrinsic approach is the approach which analyses the literary work and its relation with external factors like biography of the writer, the environment, society, history, psychology, and so on.

In analyzing the conflict, I use the extrinsic approach by connecting the story with the society in that time which brings effect to characters in this drama.

### 1.7 Theoretical Review

Basically, there are some theories of literature, Imitative (mimetic) theory, expressive theory and pragmatic or affective theory and objective theory.

In imitative theory there are two important points that must be noticed. First, it is life which literature imitates or mirrors; in other words, the subject
matter of literature is a manifold experiences of living people. Second, the imitation of life is more than merely a copy of what is apparent to the eyes; in the sense that life should be reinterpreted and recreated. In this case the writer’s imaginative power and talent play important role so that he is able to create good literary works.

Expressive theory is a theory which is related to the writer. In this case we can see that the literature can be seen as the product of the poet, playwright, or novelist. It means that, the writer can express her or his thought and inspiration through his literary works.

Pragmatic literature has a relationship with the reader of a literary work. It is called pragmatic because it has to do with practical result and it can bring an effect to the audience.

Objective theory focuses on literary work itself, its language, forms, and devices. This kind of theory declines the relationship among literary work, historical aspects, sociological aspects, cultural aspects, and biographical aspects.

In analyzing this drama, I use objective theory, because I focus on literary work itself.

I also use the theory of conflict. Theory of conflict is the theory which sees that social change does not occur by values argument which brings changes, but it occurs because of the conflict which makes the different compromise with the first condition. This theory based on the tools of products as the main factor in dividing class in society. Actually, this theory is influenced by Karl Marx’s idea about class and the struggle (quoted from id.wikipedia.org/wiki/Teori_konflik). I use this theory, because I want to analyze the tension of conflict happened
between the characters. For example, the conflict between Willy Loman and his son, Biff. In analyzing this thesis I use Lewis Coser’s theory of conflict. He divided conflict into two terms, they are realistic conflict and non realistic conflict.

1.8  Review of Related Literature

To support the writing of this thesis, I use the thesis of Miranda Siregar which titled The Conflict of The Characters in Mark Twain Novel *The Adventure of Tom Sawyer* (2008). This thesis explain about the types of conflict and this thesis alsi briefly explain that conflict related to plot. So, I can apply it in analyzing my thesis.