

CHAPTER 2

FRAMEWORK OF THEORIES

As I mentioned the previous chapter, the theories that I will apply for this research are intrinsic and extrinsic approach. The intrinsic approach consists of characterization of the characters through telling and showing methods, analysis of plot and setting. The extrinsic approach that is applied in this research is the theory of psychological manipulation which consists of the tactics of manipulation in a relationship context and the impact of the psychological manipulation in relationship.

2.1. Intrinsic Approach

Through intrinsic approaches, I use the concept of characterization through telling and showing methods, plot, and setting.

2.1.1. Characterization

Character is one of the important elements of fiction. Without character, there will be no plot and, hence, no story. For most readers of fiction, the primary attractions lay in the characters, in the endlessly fascinating collection of men and women whose experiences and adventures in life form the basis of plots of the novels and stories which they appear. (Pickering & Hooper, 1981: 27)

According to Pickering & Hooper (1981: 27-35), the methods of characterization in the novels;

2.1.1.1. Characterization Through the Use of Names

Names are often used to provide essential clues that aid in characterization. Some character is given a name that suggests their dominant or controlling traits. Names can also contain literary or historical allusion that aid in characterization by mean association. (Pickering and Hooper, 1981, p. 28)

2.1.1.2. Characterization Through Appearance

In the world of fiction, details of appearance (what a character wears, and how he looks) often provide essential clue to character. Details of physical appearance can help to identify a character's age and the general of his physical and emotional health and well-being: whether the character is strong or weak, happy or sad, calm or agitated. (Pickering and Hoeper, 1981, p. 29)

2.1.1.3. Characterization by the Author

In the most customary form of telling the author interrupts the narrative and reveals directly, through a series of editorial comments, the nature and personality of the characters, including the thoughts and feelings that enter and pass through the character's mind. The author not only directs our attention to a given character, but tells us exactly what our attitude ought to be. (Pickering and Hoeper, 1981, p. 30).

2.1.1.4. Characterization Through Dialogue

The dialogue tells us relatively little about the personality of the speakers. The author trims everything in the dialogue that is in consequential, that remains weighty and substantial and carries with it the force of the speaker's attitudes, values, and beliefs. To analyze this, there are several ways that can be applied, there are for what is being said, the identity of speaker, the occasion, the identity of the person or persons the speaker is addressing, the quality of the exchange, and the speakers' tone of voice, stress, dialect, and vocabulary. (Pickering and Hoeper, 1981, p. 32)

a.) What is Being Said

We must pay attention to the substance of the dialogue itself. For example, if the speaker insists on talking about himself or only a single subject, we may conclude that we have either an egoist or a bore (Pickering and Hoeper, 1981, p. 32).

b.) The Identity of the Speaker

Something delivered by the main character, which in this case is more important than a minor character, although sometimes information by minor character can provide important about main characters (Pickering and Hoeper, 1981, p. 32).

c.) The Occasion

Location or situation can be affected a person's character, but we should always consider the likelihood that seemingly idle talk on the street or café has been include by the author because it's somehow important to the story (Pickering and Hoeper, 1981, p. 33).

d.) The Quality of the Exchange

The way the character speaks from the ebb, rhythm or flow will reveal their mental quality. When a character addressed no one in particular, or others are not present his speech called a monologue (Pickering and Hoeper, 1981, p. 33).

e.) The Speaker's Tone of Voice, Stress, and Vocabulary

The characters in the novel are also a figure that can be analyzed by their voice, accent, dialect and vocabulary. If we observe and examine it correctly, we can understand it (Pickering and Hoeper, 1981, p. 33).

f.) The Identity of the Persons the Speaker Is Addressing

This narrative is performed by the characters in the story, where one character tells the story of another character (Pickering and Hoeper, 1981, p. 33).

2.1.1.5. Characterization Through Action

In order to establish character on basis of action, it is necessary to scrutinize the several events of the plot for what they seem to reveal about the character, about their unconscious emotional and psychological states. A gesture and facial expression usually carry with it less significant than some larger of act. If the reader

is able to discover this motivation, then it is not difficult to determine the character (Pickering and Hoeper, 1981, p. 34).

2.1.2. Plot

Plot is the narrative of the event, the emphasis falling on causality. These activities are carefully arranged in a specific order to help readers understand the story and stimulate readers' curiosity. The plot is usually created as realistic as possible, so as not to confuse the reader about random and uncertain events. Therefore, a logical and necessary relationship between the plot and other elements of the novel is needed (Pickering & Hoeper, 1981: 19-20). The plot usually includes the following five specific stages:

2.1.2.1. Exposition

The exposition is the beginning section in which the author provides the necessary background information, sets the scene, establishes the situation, and dates the action (Pickering & Hoeper, 1981: 17).

2.1.2.2. Complication

The complication or referred to as rising action, breaks the exiting equilibrium and introduces the character and the underlying or inciting conflict (Pickering & Hoeper, 1981:17).

2.1.2.3. Crisis

Crisis or climax is that moment at which the plot reaches its point of greatest emotional intensity (Pickering & Hoeper, 1981: 17).

2.1.2.4. Falling action

After the crisis has been reached the tension subsides and the plot moves toward appointed conclusion (Pickering & Hoeper, 1981: 17).

2.1.2.5. Resolution

The final section of plot is resolution, it records the outcome of the conflict and establishes some new equilibrium or stability. The resolution also referred as the conclusion (Pickering & Hoeper, 1981: 17).

2.1.3. Setting

Setting is a term that, in its broadest sense, encompasses both the physical locale that frames the action and the time of day or year, the climatic conditions and the historical period during which the action take place. Setting helps the reader visualize the action of the work, and adds credibility and air of authenticity to the character. To understand the purpose of the setting we must pay attention to the descriptive passages in which the details of settings are introduced. Setting has five possible functions, setting as background for action, setting as antagonist, setting as a means of creating appropriate atmosphere, setting as a means of revealing character, and setting as a means of reinforcing theme (Pickering & Hoeper, 1981: 38-40).

2.1.3.1. Setting as Background for Action

Setting as background of action is extensive and highly developed, where setting—in the form of costume, manners, events, and institutions, all peculiar to a certain time and place—is rendered in minute detail to give a sense of real life (Pickering & Hoeper, 1981: 38).

2.1.3.2. Setting as Antagonist

Setting in the form of nature can function as a kind of causal agent or antagonist, helping to establish plot conflict and determine the outcome of events (Pickering & Hoeper, 1981: 39).

2.1.3.3. Setting as a Means of Creating Appropriate

Setting that author made to manipulate their settings as a means of arousing the reader's expectation and establishing an appropriate state of mind for events to come (Pickering & Hoeper, 1981: 40).

2.1.3.4. Setting as a Means of Revealing Character

Setting as a revealing character will tell the reader more about the character and his state of mind than it will about the actual physical setting itself (Pickering & Hoeper, 1981: 41).

2.1.3.5. Setting as a Means of Reinforcing Theme

Setting is described and displayed in conversation or in action to lead the audience to the story's thematic connection. The goal of this setting is to enhance and highlight the theme of a literary work (Pickering and Hoeper, 1981: 42).

2.1.4. Theme

Theme is one of those key concepts that may represent a lot of various ideas to different people. The theme might refer to a moral or lesson that could be learned from the work, or it could encourage some form of correct conduct. The term "theme" could also refer to the main focus, problem, or issue of the work (Pickering and Hoeper, 1981: 61).

2.2. Extrinsic Approach

Extrinsic approach is a method of interpretation outside the literature work but somehow it still correlates with the literature itself. As we understand before, analyzing literature work can be used by two approaches.

2.2.1. Psychology in Literature

Psychology is the scientific study of the mind and behavior. Psychology is actively involved in studying and understanding mental processes, brain functions, and behavior (Boyack, Klavans, & Borner, 2005). Psychological approach in literature cannot be ignored, because the created fictional characters are related to that aspect. There is a very strong correlation between literature and psychology for the fact that both of them deal with human beings and their reactions, perceptions of the world, miseries, wishes, desires, fears, conflicts and reconciliations; individual and social concerns, by means of varied concepts, methods, and approaches.

An author represents life according to his/her objectives, perceptions, ideologies, and value judgments and opens the doors of the unknown and invisible worlds to readers not only by arousing feelings and emotions but also by helping them to discover the meaning of life and existence. Clearly, literature enables individuals to know and question their identities by raising consciousness and awareness. It is to be noted that man and existence have always been fundamental elements in most scientific studies, fine arts and literature. (Lodge, 2002:10) In the

literature, there are many types of psychology approaches that are applied in the theme of the literary works. In this research, I will analyze the psychological manipulation which is reflected in the novel.

2.2.2. Psychological Manipulation

Manipulation is defined as ways in which individually or purposefully (although not necessarily consciously) alter, change, influence, or exploit others. Also, manipulation represents three major components of a proposed interactional framework of personality (Buss, 1987). The first one deals with nonrandom entry into, or avoidance of certain environments. The second is defined by actions, strategies, upsets, conflicts, coercions and reputation that are unintentionally elicited by individuals displaying certain characteristic. The third one proposes class of mechanisms, is defined as the means by which individuals intentionally influence, alter, or shape those selected by the environments.

Psychology of manipulation is a type of social influence that aims to change the behavior or perception of others through indirect, deceptive, or underhanded tactics. By advancing the interests of the manipulator, often at another's expense, such methods could be considered exploitative and devious. According to Dotsenko (1997), manipulation is a type of psychological impact, the skillful execution of which leads to the latent excitement of another person's intentions that do not coincide with his/her actual existing desires (Dotsenko, 1997: 51). In a psychological manipulation concept, manipulators often use some tactics or strategies in order to manipulate their victim. As a result, the victims who are psychologically manipulated by the manipulators will have some impacts that affect their life. For further analysis, I will explain the tactics of psychological manipulation and the impact of psychological manipulation for the victim.

2.2.2.1. Psychological Manipulation Tactics

Psychological manipulation tactics are used by the manipulator to manipulate his victim. According to Buss, Gomes, Higgins, and Lautherbach (1987), there are six tactics of manipulation in the context of relationship; charm, silent treatment, coercion, reason and debasement. These tactics showed individual difference consistency across the context of behavioral investigation (getting

another to do something) and behavioral term (getting another to stop doing something).

a.) Charm

Buss defines that charm is a compliment. For example, we act charming to the victims while we ask them to do what we want until they do it. The charm tactic is used more frequently for behavioral elicitation (Buss, 1987: 1218).

b.) Silent Treatment

Buss defines that silent treatment is the tactic which is conducted by ignore the victim until they agree to do something that we want. For example, like ignore the victim until they agree or be silent, and not responding to them. This tactic is used for terminating unwanted behavior of others (Buss, 1987: 1218).

c.) Coercion

Buss defines that coercion is the tactics which conducted by criticize the victim or yell at them for not doing we want. For example, like we demand the victims to something we want, and if they don't do that, we criticize them or yell at them for not doing it. This tactic is used to make the victim feeling wrong and guilty (Buss, 1987: 1218).

d.) Reason

Buss defines that reason is the tactic which by giving the reason why the victim should do something as we want. We need to explain them the reason why we want them to do it, and point out all the good things that will come from doing it (Buss, 1987: 1218).

e.) Regression

Buss defines that regression is the tactic when we make them feel uncomfortable by whining at them until they do what we want. For example, pout the victim or sulk at them. This is powerful tactical links with emotional stability. This tactic will make the victims feel guilty and uncomfortable for not doing what we want. (Buss, 1987: 1218)

f.) Debasement

Buss defines that debasement is the tactics to act submissive, so the victim will do what we want. For example, like lowering our voice, allow ourselves to be debased and look sickly when we order or ask them to do something, so they will do it. (Buss, 1987: 1218)

Furthermore, in the book entitled *In sheep's clothing: understanding and dealing with manipulative people*, Simon (1996) identifies some manipulative techniques; denial, rationalization, playing the victim role, blaming others, feigning innocence.

a.) Denial

According to Simon (1996), denial is the tactic of manipulation when the manipulator refuses to admit that they have done something wrong. In a manipulation tactics, the manipulators are really aware of what they doing, and they just simply lying on the truth.

b.) Rationalization

According to Simon (1996), rationalization is the tactic of manipulation when the manipulators are attempting to assert that their behavior isn't really as harmful or irresponsible as someone else may be claiming.

c.) Playing the victim role

According to Simon (1996), playing the victim role is the tactic of manipulation when the manipulator portrays themselves as a victim of circumstance or of someone else's behavior in order to gain pity, sympathy or evoke compassion and thereby get something from another. Caring and conscientious people often cannot stand to see anyone suffering and the manipulator often finds it easy to play on sympathy to get cooperation.

d.) Projecting the Blame (blaming others)

Projecting the blame or blaming other in manipulation tactic is when the manipulator scapegoats in often subtle, hard-to-detect ways. Often, the manipulator will project their own thinking onto the victim, making the victim look like they

have done something wrong. Manipulators will also claim that the victim is the one who is at fault for believing lies that they were conned into believing, as if the victim forced the manipulator to be deceitful. All blame, except for the part that is used by the manipulator to accept false guilt, is done in order to make the victim feel guilty about making healthy choices, correct thinking and good behaviors. It is frequently used as a means of psychological and emotional manipulation and control. Manipulators lie about lying, only to re-manipulate the original, less believable story into a "more acceptable" truth that the victim will believe. Projecting lies as being the truth is another common method of control and manipulation. Manipulators may falsely accuse the victim of "deserving to be treated that way". They often claim that the victim is crazy or abusive, especially when there is evidence against the manipulator. (Simon, 1996)

e.) Feigning innocence

Feigning innocence as manipulation tactic is when the manipulator tries to suggest that any harm done was unintentional or that they did not do something that they were accused of. Manipulator may put on a look of surprise or indignation. This tactic makes the victim question their own judgment and possibly their own sanity.

Shackelford (as cited in Bobera, 2016) states that specific manipulation tactics in the context of emotional manipulation within romantic relationships could also be investigated to provide a more distinguished view of both ability and willingness aspects of emotional manipulation. Identifying which tactics are associated with willingness to emotionally manipulate is of particular importance, especially since some manipulation tactics are associated with violence towards romantic partners.

2.2.2.2. The Impact of Psychological Manipulation

Psychological Manipulation will leave a traumatized impression on the victim victims of manipulation frequently seek psychological help to cope with a relationship with the manipulators which is a source of great frustration and stress to them. Braiker (2004) states that the "honeymoon" or initial period of relatively benign influence, typically has long passed, and the manipulator has tightened the

strings of coercive control. Sometimes the victim knows full well that manipulation is at play and that he or she is caught in a web partly of his or her own making. Other times, however, the victim lacks clarity on the true nature of the manipulative dynamic in which he or she is enmeshed (Braiker, 2004: 155). Braiker (2004) explains some impacts of psychological manipulation which happen to the victim;

a.) The Emotional Toll of Manipulation

Braiker (2004) defines that being manipulated means that you are ceding control over your own feelings, actions, and even thoughts to someone else. Once manipulation takes hold, the lever of control is more closely related to the fear or threat of losing the promised gain or to the threat or fear of another dreaded or undesirable loss or other negative consequence. (Braiker, 2004:158)

b.) Frustration and Dissatisfaction with the Relationship

Braiker defines that victims who try to change the relationship but remain unsuccessful in doing so are understandably frustrated, when needs are not met; they become more exaggerated and pressing—not less. Psychologically, frustration leads to hostility and aggression just as surely as night follows day. Even though the victim may suppress the mounting anger, fearing negative consequences if she were to risk direct expression to the manipulator, the toxic emotional and physical consequences of heightened hostility levels still take their toll (Braiker, 2004:162).

c.) Diminished Self-Reliance and Lowered Self-Esteem

Braiker states that manipulative relationships serve the ego demands of the manipulator and chip away at the self-esteem of the victim. The more the victim succumbs to the control of the manipulator, the less he will be able to perceive himself as an autonomous, independent, and self-reliant adult. The victim's diminished self-respect, enhanced dependency, and growing sense of helplessness and loss of control combine to form a dangerous formula for the development of clinical depression (Braiker, 2004:163).

d.) Entrapment and Victimization

Braiker states that manipulative relationships create stress for their victims for many reasons. The victim feels trapped—ensnared in a pattern of

manipulation—and cannot envision a viable way out and gets trapped in a self-image of victimization. This means something more than that a victim feels like a victim. The psychological profile of victimization includes a pervasive sense of helplessness, passivity, and loss of control; pessimist and negative thinking; and strong feelings of guilt, shame, self-blame, and depression. This way of thinking can lead to hopelessness, despair, and even giving up on the possibility of making things better or different in the future (Braiker, 2004:166).

2.3. Literature Review

This research focuses on the psychology of personality; psychological manipulation. I use literature review consisting of primary and secondary source. The primary source I use is a novel entitled *My Dark Vanessa* written by Kate Elizabeth Russel. This study focuses on the depression that the main character should through because of manipulative relationship in *My Dark Vanessa* novel by Kate Elizabeth Russel. There are other related studies which also focus on depression and manipulation in psychology.

The first previous research that I will review is the thesis that uses the same novel as I analyzed. The research entitled *A Portrayal of Woman Liberal Feminism as Reflected in Kate Elizabeth Russel's My Dark Vanessa* by Risna, the graduated student of Bosowa University. In her research, Risna (2021) uses feminism studies of women liberal on the character Vanessa. She uses the same approaches; intrinsic and extrinsic approaches in order to analyze her research. This research is definitely different with my concepts research, because I use the concept of psychological manipulation; the tactics of manipulations to behavior of manipulative. One the other hand, Risna's research is focused on the feminism for women liberal.

The second similar research is a journal entitled *Able Versus Willing to Manipulate Partners in Romantic Relationship* by Tamara Bobera, University of Tasmania, 2016. In her research, Bobera (2016) focused on emotional manipulation. The analysis of the study is based on an emotional manipulation as the dark side of emotional intelligence. Emotional manipulation within romantic relationships can have devastating effects, including violence towards romantic partners (Shackelford, 2 Goetz, Buss, Euler, & Hoier:2005) With a similar focus, this research is almost the same as my research. The difference is the aim of the

subject being analyzed as I limited my research to the main character of the novel *My Dark Vanessa*. My research focuses on how the manipulation concept including tactics also impact of manipulation that reflected on the main character Vanessa & Strane. Meanwhile, Bobera thesis discussed about ability of emotional manipulation and how they deal with them through emotional manipulation

The third similar research is a journal entitled *Emotional Abuse Dalam Hubungan Suami – Istri* by Greta Vidya, 2017. In her research, Vidya (2017) focuses on the emotion abused & manipulation that reflected in relationship. Emotional abuse or it can also be referred to as emotional blackmail is a form of direct or indirect manipulation where others threaten to punish the victim when victims don't do what they want (Forward, 2007). The manipulator will use the emotional abuse to their victims, like using the charming to make the victim can't bear to refuse. This research is different with my concepts research, because I use the manipulation tactics to prove the manipulation relationship concept, while Vidya's research is focused to the emotional abuse in the relationship.

In the three journals of literature review above had different causes of the research. The first one is journal from Risna (2021). Risna's research discusses about portrayal of woman liberal feminism. The second one is the journal from Tamara Bobera (2016). Bobera's research discusses about emotional manipulation. The third one is the journal from Greta Vidya (2017). Vidya's research discusses about the emotional abused & manipulation that reflected in relationship.

In order to conduct this study, I will use the intrinsic approach; characterization, plot and setting and relate them to the psychology literature approaches. The book I use is *Concise Companion to Literature* by Pickering & Hoeper. Based on psychology literature approach, I use theory of the tactics of psychological manipulation and the impact of psychological manipulation from some experts.