Directive Illocutionary Acts in Progressive Relaxation

(Tindakan ilokusioner direktif dalam relaksasi progresif)

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Abstract: Hypnotherapy has become a widely utilized method in medical procedures, not only for reducing pain and emotional stress but also for enhancing recovery, reducing procedure time, and stabilizing physiological parameters. Language plays a pivotal role in hypnotherapy, particularly in the context of directive illocutionary acts, influencing individuals to attain relaxation. This research aims to identify and analyze directive illocutionary acts within scripts of progressive relaxation hypnotherapy and determine the dominant types and functions of speech acts. Employing a qualitative methodology, data were collected from the Indonesian Board of Hypnotherapy (IBH) Hypnotherapy Module. Data on speech acts were analyzed using the enactive model and the Directness Scale. The dominant directive illocutionary acts were identified as Focusing, Commanding, and Calming. This study provides insights into how language influences individuals in achieving relaxation during hypnotherapy. Based on the research findings, it is concluded that Focusing, Commanding, and Calming speech acts play a crucial role in guiding individuals into a trance state during the hypnosis process.

Abstrak: Hipnoterapi telah menjadi metode yang banyak digunakan dalam prosedur medis, tidak hanya untuk mengurangi rasa sakit dan stres emosional tetapi juga untuk meningkatkan pemulihan, mengurangi waktu prosedur, dan menstabilkan parameter fisiologis. Bahasa memainkan peran penting dalam hipnoterapi, terutama dalam konteks tindakan ilokusi direktif, memengaruhi individu untuk mencapai relaksasi. Penelitian ini bertujuan untuk mengidentifikasi dan menganalisis tindakan ilokusi direktif dalam naskah hipnoterapi relaksasi progresif dan menentukan jenis dan fungsi dominan tindakan bicara. Menggunakan metodologi kualitatif, data dikumpulkan dari Modul Hipnoterapi Badan Hipnoterapi Indonesia (IBH). Data tentang tindakan ucapan dianalisis menggunakan model enactive dan Directness Scale. Tindakan ilokusi direktif yang dominan diidentifikasi sebagai Fokus, Memerintah, dan Menenangkan. Studi ini memberikan wawasan tentang bagaimana bahasa memengaruhi individu dalam mencapai relaksasi selama hipnoterapi. Berdasarkan temuan penelitian, disimpulkan bahwa tindakan bicara Focusing, Commanding, dan Menenangkan memainkan peran penting dalam membimbing individu ke dalam keadaan kesurupan selama proses hipnosis.

INTRODUCTION

Hypnosis is conditioned as a state involving focused attention characterized by an increased response capacity to suggestion (Elkins et al., 2015). According to its philosophy, hypnosis has been

present as an ancient medicine since the Egyptian and Greek era initiated by Hippocrates and Parmenides (Drigas et al., 2022). They believed in hypnosis as a healing method that relies on self-recognition to free us from all bad attachments. Nowadays, hypnosis is believed to be one of the effective healing methods. In the process, hypnosis involves the influence of relaxation, level of attention, and verbal suggestion which is believed to affect individual perception and behavior. Therefore, subjects will more easily accept suggestions that can bring them to a better mental mode (Erickson et al., 1976).

The above is because one of the pillars of hypnosis affects the cognitive mechanism. Hypnosis affects the way the human brain works, learns, and develops its own abilities (Drigas et al., 2022). Individuals who are hypnotized will allow themselves to receive suggestions consensually and voluntarily. A suggestion is a stimulus that can make someone do what they are told (Sehabudin et al, 2015). A hypnotized person rarely thinks rationally because their brain has been stimulated in such a way as to receive instructions from the subject.

During the hypnosis process, the subject will receive a relaxation induction in order to make them focus on the suggestion. This suggestion will reactively reduce muscle tension (Sadock et al., 2009) which encourages the acquisition of a state of relaxation either mentally or physically (Sahour et al., 2019). Hypnosis encourages high concentration of attention where suggestion and psychotherapy serve as treatment methods to cure certain symptoms (Axelrad et al., 2017). For example, in the medical field this method is often used to reduce pain, anxiety, and shorten the duration of surgery (Wobst, 2007). Thus, hypnosis has become a widely used healing technique in medical procedures. This technique is known as the hypnotherapy method.

Hypnotherapy is basically a branch of psychological science that examines the use of suggestion to solve problems related to feelings, behavior, and thoughts (Kurniawati et al., 2022; Lapandjang & Rohmadani, 2022). Hypnotherapy is defined as a method that uses hypnosis as a medium to treat various specific conditions (Efremov, 2020). This approach is individualized and multifaceted involving relaxation, focused attention, visualization, and suggestion components (Hadley, 2000; Osborne & Reed, 2019). Komesu et al.'s research (2011) stated that hypnotherapy has an important role in improving relaxation in patients with certain diseases. This is because the presence of suggestions has facilitated them to focus so as to encourage the creation of feelings of relaxation (Olendzki et al., 2020).

Based on this approach, hypnotherapy has successfully become a method that has been widely used in medical procedures. Tefikow et al., (2013) stated that hypnotherapy not only aims to reduce pain and emotional distress, but also to improve recovery, reduce procedure time, and stabilize physiological parameters. In this case, hypnosis methods can be effective through three main mechanisms that control pain, namely: muscle relaxation, perceptual changes, and cognitive interference. Therefore hypnotherapy is considered to have become one of the effective therapeutic methods to be used in treating certain symptoms. Research states that the existence of hypnotherapy is not only economical (Cardena & Svensson, 2014) but also plays a role in improving the quality of life (Carrico et al., 2008; Komesu et al., 2011) and increasing the ability to achieve certain goals (Freeman et al., 1985). As an innovation, hypnotherapy also experienced development in Indonesia. The development of hypnotherapy in Indonesia goes along with the development of hypnotherapy in other countries. Starting from the practice of hypnosis for entertainment to experience enrichment or expansion, which gave birth to a new specialty in the form of hypnotherapy for therapeutic purposes (Gunawan et al., 2021). Hypnotherapy is a technique used by more individuals compared to other techniques, with a higher level of public trust than other approaches. Those who have had hypnotherapy with a therapist are comparable to those who see a psychologist or psychiatrist (Ardian, 2022).

During the hypnosis process, individuals will receive relaxation induction that asks them to focus on suggestions that can cause mental, physical relaxation and reduce muscle tension (Sahour et al., 2019). Sanyal et al., (2004) mentioned that the stages of hypnotherapy start from the process of induction, *deepening*, suggestion, and termination. So in its application, the hypnotherapy method

requires a language model that can support individuals to focus attention. The concentration of attention is useful to increase suggestibility that can encourage the creation of relaxation in the brain. In addition, this method also involves the ability of progressive relaxation in each stage.

The progressive relaxation method will make the subject's breath and muscles get a sense of relaxation. The involvement of this technique is because hypnotherapy itself is a therapy that uses hypnosis method with the help of other techniques (Lapandjang & Rohmadani, 2022). This technique is needed to activate the subconscious then reprogram thoughts, feelings, and behavior according to the subject's wishes or in other words, it can change negative thought patterns into more positive thought patterns through relaxation.

To support the individual to be at that level of relaxation, a certain language model is needed in conducting hypnotherapy. These suggestions are delivered by the therapist by using persuasive language and influencing the individual's subconscious mind. The use of appropriate and effective language models can help change the mindset and behavior of individuals in accordance with the goals of therapy. This language model plays an important role in increasing the individual's concentration in order to achieve a *trance* state at the induction stage. Therefore, a language model is needed that has the ability to provide positive suggestions to create relaxation in individuals in hypnotherapy (Annisa et al., 2019).

In a hypnotherapy session, the therapist uses language to give instructions and suggestions to the individual with the aim of inducing the desired change of mind or behavior. Speech acts play an important role in this because the therapist uses language with the aim of influencing the client to achieve a deeper level of relaxation or overcome certain problems. The concept of *speech* act theory, also known as *'speech act'*, was first introduced by British philosopher John Langshaw Austin in a series of lectures he delivered in 1955. Later, this concept was incorporated and taught through his book entitled *How to Do Things with Words* published in 1962 (Putri & Nugroho, 2022) Austin classified speech acts into three types, namely locutionary acts (the act of saying something), illocutionary acts (the act of doing something), and perlocutionary acts (the act of affecting someone) (Andriyani et al., 2021; Astari et al., 2023; Searle, 1979; Wiwaha et al., 2021). Suggestions used in the context of hypnosis are not only used to perform a specific action, but also aim to influence the hypnosis subject.

Hypnotherapy, a technique that aims to access the subconscious mind, involves the use of various kinds of speech acts, so that individuals can enter into a *trance* state. One of the speech acts that is often used by therapists when conducting hypnotherapy is directive illocutionary speech acts to give instructions, orders, or suggestions to individuals with the aim of influencing their thoughts, feelings, or behaviors. Persuasion is a speaking skill used by the speaker to convince the speaker to do something that the speaker wants, either now or at a different time. Persuasive acts are forms of speech based on the principle of directive speech acts that function to instruct, direct, or ask speakers to take actions in accordance with the speaker's wishes (Novitasari et al., 2019). The use of specialized and persuasive language in the form of directive speech acts is used to induce desired changes in the mental and physical state of individuals. For example, in the hypnosis induction process, the therapist might use directive speech acts to lead the individual into a state of deep relaxation. The therapist may give instructions such as "*You will feel calmer and more relaxed*" or "*Slowly, begin to feel your body become light.*" Through the use of this language, the therapist creates suggestions aimed at achieving a deep hypnotic *trance* state.

Research on hypnotherapy has developed not only in the context of text-related language phenomena, but also in relation to other disciplines. Until now, hypnotherapy research continues, as can be found in the following studies: "*Language in the Hypnotherapy of Depression Healing: A Neurolinguistic Study*" (Sutama et al., 2023); "*The effect of cognitive behavioral therapy for insomnia on sedative-hypnotic use: A narrative review*" (Sweetman et al., 2021); "*Neural Mechanisms of Hypnosis and Meditation*" (Benedittis, 2015) "*Experience and clinical efficacy of gut-directed hypnotherapy in an Asian population with refractory irritable bowel syndrome*" (Sasegbon et al., 2022); "*Hypnosis and Meditation*" (Benedittis, 2015) "*Hypnotic Induction and Therapeutic Suggestions in First-Trimester Pregnancy Termination*" (Marc, 2010); *"Randomized Controlled Trial of Brief Mindfulness Training and Hypnotic Suggestion for Acute Pain Relief in the Hospital Setting"* (Garland, et al.,

2017) and "*Marital Hypnotherapy: A Session with Milton Erickson with Commentary*" (Zeig & Tanev, 2020). Based on the research that has been done, there is no comprehensive finding on speech acts in the context of hypnosis or hypnotherapy that completely classifies speech acts, especially on directive speech acts in progressive relaxation hypnosis.

When hypnosis occurs, individuals will experience a relaxation stage that is intended to focus attention on certain suggestions that aim to achieve mental and physical relaxation, and reduce muscle tension (Sahour et al., 2019). To be able to achieve the relaxation stage, it is necessary to use the right and appropriate language model so that individuals can enter into a *trance* state. Through this urgency, it is necessary to conduct a study that focuses on the use of language models in progressive relaxation by looking at directive illocutionary acts. With the analysis of directive illocutionary acts in progressive relaxation, it is expected that an effective form of language model will be obtained for the therapist to use in conducting hypnotherapy on individuals in order to achieve the maximum stage of relaxation. For that reason, this research will focus on the language model by examining the directive illocutionary speech acts contained in progressive relaxation hypnotherapy.

METHOD
Research Type and Approach

This research uses a qualitative method that is carried out by collecting and analyzing data and then proceeding to form a generalization of the case. Through this method, the research subject will be understood and described through the use of words or language (Moleong, 2000). The choice of this method is related to the purpose of the research, which is to understand and describe directive illocutionary acts more comprehensively. This approach helps the researcher to explore the meaning and understanding of the subject more precisely which cannot be achieved by quantitative methods that focus more on statistical analysis. With this method, the researcher applied a descriptive approach with the aim of obtaining a detailed description of directive illocutionary acts in progressive relaxation so as to produce a valid conclusion.

Data and Data Sources

The data of this research is sourced from the Hypnotherapy Module *of Indonesian Board of Hypnotherapy* (2002) which discusses about hypnotherapy induction. IBH module was chosen because IBH is the largest hypnotherapy organization in Indonesia that has a record of more than 38,462 members. Currently, the IBH module has been accessed by thousands of people who have an interest in the field of hypnotherapy. In it, this module includes an induction script that has a crucial role in the hypnosis process. This is because the induction part is a condition of changing the conscious state to a subconscious state that plays an important role in the processing of suggestions.

In this study, researchers only draw on progressive relaxation induction as research data. This selection is based on the fact that progressive relaxation induction is the earliest stage that plays an important role in activating the subconscious area. The activation of this area will make it easier for individuals to reprogram thoughts, feelings, and behaviors according to their wishes.

Data Collection Technique

Data collection is done to understand the phenomenon or research subject comprehensively, in this case, the directive illocutionary acts in progressive relaxation hypnotherapy scripts based on the function and type of speech acts. The speech act data were initially identified and divided into two categories, namely directive and non-directive speech acts. Both data were then put into the data card and numbered or coded according to the type of verb in the speech act based on the enaction model and *Directness Scale of* speech act verbs. Below is the flow of data collection described through the following chart.
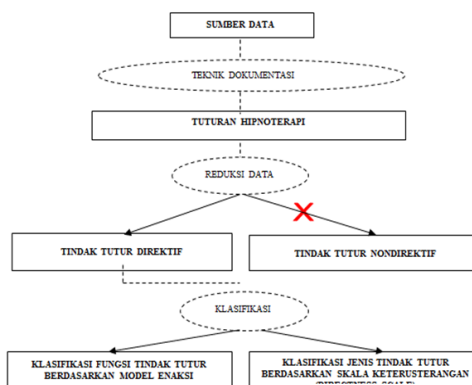
Chart 1
Data Collection Flow

Data Analysis Technique

The data that have been collected are then analyzed using the commensurate method. This method involves language elements in the form of meaning and purpose of speech as a determining device. The elements are classified based on the function and type of speech acts. The enaction model is used to examine the function while the Directness Scale is used to examine the type of speech act. Furthermore, this study uses a pragmatic approach to describe the types of directive illocutionary speech acts that dominantly appear in progressive relaxation induction. With this approach, we can obtain systematic results related to speech acts that are effectively used to make individuals feel relaxation and enter into a *trance* state when doing hypnotherapy.

RESULTS AND DISCUSSION

The directive speech act verbs in hypnotherapy are classified as the first step in the data analysis process. This classification process is based on the *Enaction Model* (EM) which is known as an effective tool to classify the function of each speech act, which in this study is specialized in the context of hypnotherapy speech. The classification with Enaction Model begins by reviewing the whole hypnotherapy transcript which is focused on the directive speech act verbs used in the hypnotherapy induction script. After the review, the researcher will identify and record the verbs to be classified based on the Enaction Model which focuses on the function and type of speech acts in influencing the hypnotherapy process on the hypnotized subject.

The framework offered by the Enaction Model has the aim of understanding how the verbs of directive speech acts can affect the subject's behavior and clarify the important role of directive speech acts in the process of hypnotherapy by hypnosis. This grouping process has significance in providing a deeper insight into how directive speech acts work in the context of hypnotherapy.

To facilitate the reading and understanding of the data, the result of the classification that has been done is then presented in the form of a table (see Table 1). In this table, the directive speech act verbs that have been grouped based on the Enaction Model are presented to illustrate the variety and complexity of directive speech acts in hypnotherapy. Therefore, the initial stage of this data analysis has great significance, not only in answering the research questions, but also in describing the use of directive speech acts in hypnotherapy and formulating stimuli in the next stage.

Table 1
Classification of Directive Speech Verbs Based on the Enaction Model

Verbs of Directive Speech	EN Code	Progressive Relaxation Induction Type
Focusing	EN1ac	13
Commanding	EN6b	1
Calming	EN7ca	20
	Σ	**34**

Table 1 provides an overview of the classification of directive speech act verbs in hypnotherapy induction based on the Enaction Model, which also includes the number of each directive speech act verb used in the data source.

In this table, each speech act verb is grouped using EN codes that refer to the classification in the *Enaction Model* which aims to provide an overview of the extent to which these verbs are used in hypnotherapy induction.

From 34 directive speech acts found in hypnotherapy induction on *Progressive Relaxation* script, it can be seen the distribution and prevalence of different directive speech act verbs. The verb 'Calming' is the most frequent verb, with a frequency of 20 (58.80%) utterances. This indicates that the hypnotherapy session focuses on creating a calm and soothing environment for the subject so that the subject is able to enter into the subconscious mind or *trance* state easily. In the second position is the verb 'Focusing' as many as 13 (38.20%) utterances which indicate that hypnosis attempts to guide the subject to be able to focus the attention on specific things based on the subject's experience. Next is 'Commanding' verb with 1 (2.90%) utterance which indicates that hypnotherapy induction in *Progressive Relaxation* script minimizes the use of 'Commanding' verb so that the subject does not feel pressured in performing an action. Overall, this table illustrates the diversity of verbs used in directive speech acts in the hypnotherapy induction process so that the linguistic approach applied in this hypnotherapy can be described to add comprehensive insights.

Function of Speech Actions Based on *Enaction Model*

Based on the analysis, there are 3 speech act functions based on the Enaction Model which are then derived into 5 different speech act verb (SAV) subfunctions. The following are the speech act verbs contained in the hypnotherapy speech, namely Focusing (EN1ac), Commanding (EN6b), and Calming (EN7ca).

Focusing (EN1ac)

The verb focus is used in directive speech acts with the intention to show attention to something, such as focus on the mind, visual, hearing, or other focus. The use of verbs to focus attention is found in 13 data examples taken from the Hypnotherapy Module *of Indonesian Board of Hypnotherapy* (IBH). Consider the following data 001 to 013.

(1) "**Pay attention** to the muscles and nerves around your eyes!" (002/PR)
(1) "**Look** at the forehead up!" (005/PR)
(2) "And **feel** every little part that might feel tense and stiff!" (006/PR)
(3) "Now **watch** your face!" (009/PR)
(4) "While continuing to breathe, **feel** if there is tension there!" (010/PR)
(5) "**Feel** the part!" (011/PR)
(6) "Now **look** at your chin!" (013/PR)
(7) "**Pay attention** to the muscles that move your chin!" (014/PR)
(8) "Now, **watch** your neck!" (016/PR)
(9) "**Pay attention** to the muscles that move your neck!" (017/PR)
(10) "When you **look** at your hands, when you **look** at every bone" and "muscle, that sense of relaxation radiates to your hands." (022/PR)
(11) "**Feel** that the area consists of muscles, organs, glands, and nerves!" (024/PR)
(12) "Now **turn your attention** to the soles of your feet, to an area with lots of small muscles and bones!" (031/PR)

Based on the Enaction Model, data 001 to 013 which are classified as directive speech acts are classified as **focusing** speech act verbs. The speech act verb focusing is classified into the function of *taking into/taking out focus* 'focusing/shifting focus' (EN1), with the category of *taking into focus* 'focusing' (EN1a) and has the subcategory of *pointing* 'directing'. In data 001 to 013, there is a pattern marked by the presence of the verbs pay attention, 'feel', and 'turn your attention' so that this speech act is

grouped into the speech act of focusing and classified into sensory verbs. The hypnotherapists utilize sensory verbs to focus or direct the subject's attention on certain things.

The directive speech act of focusing with imperative verbs **pay attention** or **look** is found in data 001, 002, 004, 007, 008, 009, 010, and 011. Imperative verbs **pay attention** or **look** are usually used when someone asks other subjects to direct their attention to one particular thing. In the context of hypnotherapy, hypnosis uses the directive speech act verb "pay attention" so that the subject directs his attention to certain body parts or to a certain thing. This focusing verb aims to increase the subject's focus, because the level of focus is considered as a requirement in achieving a deeper hypnotic state until it enters the subconscious mind or *trance* state.

Furthermore, the directive speech act of focusing with the use of the imperative verb **feel** is marked in data 003, 005, 006, and 012. In the context of hypnotherapy, hypnosis uses the imperative verb "feel" which aims to focus the subject's attention on a certain thing so that the sensation or tension in that part can be felt by the subject. By doing so, the subject's awareness and attention to their body sensation will increase, which will then bring a deeper relaxation experience to the subject.

The directive speech act of using the imperative verb **turn your attention** is found in data 013. Similar to the verb 'pay attention', the use of the imperative verb 'turn your attention' also functions to direct the subject's attention to be focused on a certain body part. In this case, hypnosis tries to direct the subject's attention to his feet.

Commanding (EN6)

Directive speech acts using command verbs aim to give instructions to the subject to perform certain actions. There is one example of data containing the use of command verbs, namely in data 014 below.

(2) *"Silakan **tarik** napas panjang dan **tutuplah** mata saat Anda menghembuskan napas!"* (001/PR)
(13) "Please **take** a deep breath and **close** your eyes as you exhale!" (001/PR)

The data above are classified as directive speech acts and grouped as **commanding** speech act verbs based on the Enaction Model**.** This commanding speech act verb is grouped into the function of *commanding* 'to order' (EN6), with the category of *command* 'to order' (EN6b). In data 014, the commanding directive speech act belongs to the commanding type using imperative verbs or explicit commands. Imperative verbs play an important role in the course of hypnotherapy which functions to give clear orders or instructions to the subject regarding the actions that must be done or avoided by the subject. Through a simple and direct structure, imperative verbs can give power or authority to the instructions given by hypnosis so that the instructions given become more strongly accepted by the subject and increase the subject's possibility to follow the instructions.

Calming (EN7ca)

The directive speech act with the verb calming aims to give an order for the subject to be calm and relaxed. There are 20 data containing calming speech acts which can be seen in data 015 to 034 below.

(3) *"**Lemaskan** dan **lepaskan semua ketegangan** yang ada di sana!"* (003/PR)
(4) *"**Lemaskan** setiap otot sehingga mata Anda benar-benar rileks!"* (004/PR)
(5) *"**Lemaskan, lemaskan** dahi Anda!"* (007/PR)
(6) *"**Lepaskan ketegangan** di sana sehingga dahi Anda terasa sangat-sangat rileks!"* (008/PR)
(7) *"Dan **lemaskan** otot-otot di bagian tersebut sehingga Anda benar-benar sangat rileks dan santai!"* (012/PR)
(8) *"**Lemaskan** setiap otot yang ada di sana sehingga dagu Anda benar-benar sangat rileks dan santai!* (015/PR)

(9) *"**Lemaskan** leher Anda, buang semua ketegangan dan kekakuan di sana!" (018/PR)*
(10) *"**Santai**! **Rileks**! Leher Anda lemas. Setiap otot dan syaraf menjadi sangat lemas!" (019/PR)*
(11) *"**Santai** dan **rileks**! Setiap sel menjadi sangat santai dan rileks!" (020/PR)*
(12) *"Sekarang, **rasakan** bahwa rasa santai dan rileks tadi menjalar ke tangan Anda saat Anda memperhatikan tangan Anda!" (021/PR)*
(13) *"Saat Anda lakukan ini, **lemaskan** tangan Anda dan biarkan setiap otot, setiap syaraf dan setiap selnya menjadi sangat santai dan malas!" (023/PR)*
(14) *"**Sebarkan** rasa santai tadi ke setiap otot, setiap organ, setiap kelenjar dan setiap syaraf di sana!" (025/PR)*
(15) *"**Sebarkan** rasa santai dan rileks tadi sehingga menjalar ke bagian perut dan melemaskan setiap otot, setiap organ, setiap kelenjar, dan setiap syaraf!" (026/PR)*
(16) *"Sekarang, saat Anda memperhatikan dada, **biarkan** setiap fungsi sel berfungsi semestinya dan membuat Anda menjadi sangat lemas, santai dan rileks!" (027/PR)*
(17) *"Saat perhatian Anda ke kaki Anda, **sebarkan** rasa santai tadi ke sana, menjalar turun ke paha lalu ke betis!" (028/PR)*
(18) *"Sekarang **lemaskan** otot-otot kaki Anda... **lemaskan** kaki dengan sangat sempurna!" (029/PR)*
(19) *"**Biarkan** kaki Anda menjadi sangat santai dan rileks!" (030/PR)*
(20) *"**Lemaskan** telapak kaki Anda, **lemaskan**!" (032/PR)*
(21) *"**Biarkan** kaki Anda menjadi rileks, santai dan lemas!" (033/PR)*
(22) *"**Rasakan**, nikmatnya menjadi santai dan hal ini sangatlah wajar dan sehat!" (034/PR)*

(14) "**Relax** and **release all the tension** that's there!" (003/PR)
(15) "**Relax** every muscle so that your eyes are completely relaxed!" (004/PR)
(16) "**Relax**, **relax** your forehead!" (007/PR)
(17) "**Release the tension** there so that your forehead feels very, very relaxed!" (008/PR)
(18) "And **relax** the muscles in that area so that you are really very relaxed and at ease!" (012/PR)
(19) "**Relax** every muscle that's there so that your chin is really very relaxed and at ease! (015/PR)
(20) "**Relax** your neck, get rid of all the tension and stiffness there!" (018/PR)
(21) "**Relax**! **Relax**! Your neck is limp. Every muscle and nerve is so limp!" (019/PR)
(22) "**Relax** and unwind! Every cell becomes very relaxed and relaxed!" (020/PR)
(23) "Now, **feel** that relaxed and relaxed feeling radiate into your hands as you watch your hands!" (021/PR)
(24) "As you do this, **relax** your hands and let every muscle, every nerve and every cell become very relaxed and lazy!" (023/PR)
(25) "**Spread** that relaxed feeling to every muscle, every organ, every gland and every nerve in there!" (025/PR)
(26) "**Spread** that sense of relaxation so that it travels to the abdomen and relaxes every muscle, every organ, every gland, and every nerve!" (026/PR)
(27) "Now, when you look at your chest, **let** every cell function properly and make you become very limp, relaxed and relaxed!" (027/PR)
(28) "As your attention goes to your feet, **spread** that relaxed feeling there, down your thighs and then into your calves!" (028/PR)
(29) "Now **relax** your leg muscles... **relax** them perfectly!" (029/PR)
(30) "**Let** your feet become very relaxed and relaxed!" (030/PR)
(31) "**Relax the** soles of your feet, **relax**!" (032/PR)
(32) "**Let** your feet be relaxed, relaxed and limp!" (033/PR)
(33) "**Feel** the joy of being relaxed and it's perfectly natural and healthy!" (034/PR)

Data 015 to 034 are classified as directive speech acts and classified as **calming** speech act verbs based on the Enaction Model**.** *Calming* speech act verbs are grouped into the function of *influencing* 'influencing' (EN7), with the category of *stimulating/calming* 'stimulating/calming' (EN7c), and the subcategory of *calming* '*calming*'. The calming speech act functions to help the subject feel calmer and less tense in their body and mind. For example in example data (016) "Relax every muscle so that

your eyes are completely relaxed!", data (023) "Relax and unwind! Every cell becomes very relaxed and relaxed!", data (027) "Spread that sense of relaxation so that it travels to the abdomen and relaxes every muscle, every organ, every gland, and every nerve!", and data (031) "Let your feet become very relaxed and relaxed!", have the purpose that the subject directs attention to their own body and develops body awareness. Often hypnotists do this as the first step in the relaxation process by using the verbs **relax, spread,** and **let**.

These speech acts use imperative verbs, such as data (021) "Relax your neck, get rid of all the tension and stiffness there!", data (018) "Release the tension there so that your forehead feels very, very relaxed!", and data (034) "**Feel** the joy of being relaxed and it's perfectly natural and healthy!". This speech act has similarities with the directive speech act of commanding. The difference lies in the purpose of the calming directive speech act which is more specific than the commanding directive speech act. In general, this speech act functions to create an effect that allows the sensation of relaxation and comfort experienced by the subject and the sensation of feeling the body releasing tension to become more relaxed and relaxed.

Types of Speech Actions Based on *Directness Scale*

The next effort is to further compile the types of speech acts used in hypnotherapy based on the directness scale as the benchmark. This arrangement is categorized as the second step in the data analysis process. In this part, the classification focuses on the directive speech act verbs contained in the hypnotherapy speech. Below is the classification result presented in the following Table 2.

Table 2
Classification of Directive Speech Acts Based on the Type of Speech Acts

SAV/Type	MD	SH	Total
Focusing	12	1	**13**
Commanding	1		**1**
Calming	20		**20**
Σ	33	1	34

Ket:
SAV   : Speech Act Verb
MD   : *Mood Derivable*
SH   : *Strong Hint*

From the table above, four main groups of speech act types have been found from the classification of directive speech acts consisting of: *Mood Derivable* (MD) and *Strong Hint* (SH). The two groups are further elaborated in the following interpretation.

Derivable Mood

In its classification, *derivable mood* has a feature that makes the use of its meaning more explicit. This feature is characterized by the presence of imperative verb markers. This data contains as many as 12 utterances that are identified as containing types of speech acts with *derivable mood* forms. These types consist of: focusing, commanding, calming, restraining, and preventing. These five types are further elaborated through the following analysis.

1) *Derivable Mood* - Focusing

In hypnotherapy, there are sixteen speech data that contain the type of *Mood Derivable* - Focusing which will be referred to as Focusing (MD). Below are the data.

(35)   *"**Perhatikan** otot-otot dan syaraf di sekitar mata Anda!" (002/PR)*
(36)   *"**Perhatikan** bagian dahi ke atas!" (005/PR)*
(37)   *"Dan **rasakan** setiap bagian kecilnya mungkin terasa tegang dan kaku!" (006/PR)*
(38)   *"Sekarang **perhatikan** bagian wajah Anda!" (009/PR)*
(39)   *"Sambil terus bernapas, **rasakan** apabila ada ketegangan di sana!" (010/PR)*

(40) *"**Rasakan** bagian tersebut!" (011/PR)*
(41) *"Sekarang **perhatikan** bagian dagu Anda!" (013/PR)*
(42) *"**Perhatikan** otot-otot yang menggerakkan dagu Anda!" (014/PR)*
(43) *"Sekarang, **perhatikan** leher Anda!" (016/PR)*
(44) *"**Perhatikan** pada otot-otot yang menggerakkan leher Anda!" (017/PR)*
(45) *"**Rasakan** bahwa daerah tersebut terdiri dari otot-otot, organ-organ, kelenjar-kelenjar, dan syaraf-syaraf!" (024/PR)*
(46) *"Sekarang **arahkan** perhatian pada telapak kaki Anda, ke suatu daerah yang banyak otot kecil dan tulang!" (031/PR)*

(35)   "**Pay attention** to the muscles and nerves around your eyes!" (002/PR)
(36)   "**Look** at the forehead up!" (005/PR)
(37)   "And **feel** every little part that might feel tense and stiff!" (006/PR)
(38)   "Now **watch** your face!" (009/PR)
(39)   "While continuing to breathe, **feel** if there is tension there!" (010/PR)
(40)   "**Feel** the part!" (011/PR)
(41)   "Now **look** at your chin!" (013/PR)
(42)   "**Pay attention** to the muscles that move your chin!" (014/PR)
(43)   "Now, **watch** your neck!" (016/PR)
(44)   "**Pay attention** to the muscles that move your neck!" (017/PR)
(45)   "**Feel** that the area consists of muscles, organs, glands, and nerves!" (024/PR)
(46)   "Now **turn** your attention to the soles of your feet, to an area with lots of small muscles and bones!" (031/PR)

Data 035 to 046 are classified as a type of *derivable mood* with the *speech act verb* focusing. This happens because the text contains imperative verbs to bring the attention of readers or listeners to focus on the sensations felt. The imperative words are "pay attention", "feel", and "turn". These words aim to sharpen the listener's sense of focus so that they become more aware of their physical and mental conditions.

Derivable moods refer to *moods* that can be derived from imperative verb forms. In this situation, the *mood* contains commands or instructions to direct more attention to the body and feelings. These verbs instruct the listener to perform a certain action. This is the characteristic of directive speech. Directive speech acts have a role in shifting attention and awareness so that listeners can gain a high level of focus.

Furthermore, the word "focusing" contains an attempt to shift one's focus. This word tries to direct a person's attention to focus more on their body and feelings. By providing guidance to the listener, it makes this speech act classified as a directive speech act.

2) *Mood Derivable* - Commanding

Mood Derivable - Commanding or what will be referred to as Commanding (MD), contains one hypnotherapy speech data which is presented below.

(47) *"Silakan **tarik** napas panjang dan **tutuplah** mata saat Anda menghembuskan napas!" (001/PR)*
(47)   "Please **take** a deep breath and **close** your eyes as you exhale!" (001/PR)

The data above is classified as part of the *derivable mood* with the verb "to order". This is because the word is imperative which contains instructions to be obeyed by the listener. Through the marker "command", imperative verbs such as "take" and "close" can be marked. These words aim to give orders which make these data classified as *derivable moods* with commanding speech acts. In this case, Commanding (MD) contains a high level of directivity through the content of the markers that are increasingly evident. This is why imperative verbs can affect the change of listener's behavior.

3) *Mood Derivable* - Calming

The speech act *Mood Derivable* - Calming or what will be called Calming (MD) contains 20 hypnotherapy data described through the data below.

(48) *"**Lemaskan** dan **lepaskan semua ketegangan** yang ada di sana!" (003/PR)*
(49) *"**Lemaskan** setiap otot sehingga mata Anda benar-benar rileks!" (004/PR)*
(50) *"**Lemaskan**, **lemaskan** dahi Anda!" (007/PR)*
(51) *"**Lepaskan ketegangan** di sana sehingga dahi Anda terasa sangat-sangat rileks!" (008/PR)*
(52) *"Dan **lemaskan** otot-otot di bagian tersebut sehingga Anda benar-benar sangat rileks dan santai!" (012/PR)*
(53) *"**Lemaskan** setiap otot yang ada di sana sehingga dagu Anda benar-benar sangat rileks dan santai!" (015/PR)*
(54) *"**Lemaskan** leher Anda, buang semua ketegangan dan kekakuan di sana!" (018/PR)*
(55) *"**Santai**! **Rileks**! Leher Anda lemas. Setiap otot dan syaraf menjadi sangat lemas!" (019/PR)*
(56) *"**Santai** dan **rileks**! Setiap sel menjadi sangat santai dan rileks!" (020/PR)*
(57) *"Sekarang, **rasakan** bahwa rasa santai dan rileks tadi menjalar ke tangan Anda saat Anda memperhatikan tangan Anda!" (021/PR)*
(58) *"Saat Anda lakukan ini, **lemaskan** tangan Anda dan biarkan setiap otot, setiap syaraf dan setiap selnya menjadi sangat santai dan malas!" (023/PR)*
(59) *"**Sebarkan** rasa santai tadi ke setiap otot, setiap organ, setiap kelenjar dan setiap syaraf di sana!" (025/PR)*
(60) *"**Sebarkan** rasa santai dan rileks tadi sehingga menjalar ke bagian perut dan melemaskan setiap otot, setiap organ, setiap kelenjar, dan setiap syaraf!" (026/PR)*
(61) *"Sekarang, saat Anda memperhatikan dada, **biarkan** setiap fungsi sel berfungsi semestinya dan membuat Anda menjadi sangat lemas, santai dan rileks!" (027/PR)*
(62) *"Saat perhatian Anda ke kaki Anda, **sebarkan** rasa santai tadi ke sana, menjalar turun ke paha lalu ke betis!" (028/PR)*
(63) *"Sekarang **lemaskan** otot-otot kaki Anda... **lemaskan** kaki dengan sangat sempurna!" (029/PR)*
(64) *"**Biarkan** kaki Anda menjadi sangat santai dan rileks!" (030/PR)*
(65) *"**Lemaskan** telapak kaki Anda, **lemaskan**!" (032/PR)*
(66) *"**Biarkan** kaki Anda menjadi rileks, santai dan lemas!" (033/PR)*
(67) *"**Rasakan**, nikmatnya menjadi santai dan hal ini sangatlah wajar dan sehat!" (034/PR)*

(48) "**Relax** and **release all the tension** that's there!" (003/PR)
(49) "**Relax** every muscle so that your eyes are completely relaxed!" (004/PR)
(50) "**Relax**, **relax** your forehead!" (007/PR)
(51) "**Release the tension** there so that your forehead feels very, very relaxed!" (008/PR)
(52) "And **relax** the muscles in that area so that you are really very relaxed and at ease!" (012/PR)
(53) "**Relax** every muscle there so that your chin is really very relaxed and at ease!" (015/PR)
(54) "**Relax** your neck, get rid of all the tension and stiffness there!" (018/PR)
(55) "**Relax**! **Relax**! Your neck is limp. Every muscle and nerve is so limp!" (019/PR)
(56) "**Relax** and unwind! Every cell becomes very relaxed and relaxed!" (020/PR)
(57) "Now, **feel** that relaxed and relaxed feeling radiate into your hands as you watch your hands!" (021/PR)
(58) "As you do this, **relax** your hands and let every muscle, every nerve and every cell become very relaxed and lazy!" (023/PR)
(59) "**Spread** that relaxed feeling to every muscle, every organ, every gland and every nerve in there!" (025/PR)
(60) "**Spread** that sense of relaxation so that it travels to the abdomen and relaxes every muscle, every organ, every gland, and every nerve!" (026/PR)
(61) "Now, when you look at your chest, **let** every cell function properly and make you become very limp, relaxed and relaxed!" (027/PR)
(62) "As your attention goes to your feet, **spread** that relaxed feeling there, down your thighs and then into your calves!" (028/PR)

(63)   "Now **relax** your leg muscles... **relax them** perfectly!" (029/PR)
(64)   "**Let** your feet become very relaxed and relaxed!" (030/PR)
(65)   "**Relax** the soles of your feet, **relax**!" (032/PR)
(66)   "**Let** your feet be relaxed, relaxed and limp!" (033/PR)
(67)   "**Feel** the joy of being relaxed and it's perfectly natural and healthy!" (034/PR)

The data above is classified as a *derivable mood* with the speech act of "calming". In the data, there is a word content that aims to create a calm atmosphere so that the listener feels relaxed. In its application, the hypnosis process is carried out by the speaker through the use of speech acts related to efforts to relax the muscles of the body, reduce tension, and create a sense of comfort. The effort is characterized by embedding the markers of the speech act of Calming (MD) which consists of: (1) Embedding words that describe a relaxed situation, such as the words "relax". (2) Building a sense of focus around the parts of the body that are to be relaxed, such as the muscles of the eyes, forehead, neck, hands, feet, and the body as a whole. (3) Embedding words or sentences that will make the listener feel comfortable and relaxed, such as the word "feel". (4) The presence of commands from the speaker that build a sense of relaxation, such as in the use of the words "let", "release", and "spread".

The process of creating a relaxed situation makes the data above classified as a *derivable mood - calming*. In its application, the speaker utters utterances that describe a relaxed atmosphere so as to encourage the listener to reduce the tension felt. In addition, the commands spoken by the speaker will help the listener to obtain and achieve the required relaxed state.

Strong Hint

Strong Hint does not contain imperative markers. This causes its speech function to be classified as a form of hint or statement. The classification result states that there is one hypnotherapy speech data classified as *strong hint* which is characterized by the use of focusing speech act.

1) Strong Hint - Focusing

Strong Hint - Focusing or what will be referred to hereafter as Focusing (SH), contains one hypnotherapy utterance which is presented through the following data.

   (68)   *"Saat **Anda perhatikan** tangan Anda, saat **Anda memperhatikan** setiap tulang dan otot, rasa santai tadi menjalar ke tangan Anda." (022/PR)*
   (68)   "When **you look at** your hands, when **you look at** every bone and muscle, that sense of relaxation spreads to your hands." (022/PR)

The data is classified as a form of Focusing (SH) because the utterance contains instructions or directions to create feelings and sensations that can help listeners gain relaxation. While the *mood derivable* "focusing" is imperative, the *strong hint* "focusing" is like a statement or news sentence. Nonetheless, they both aim to make the listener experience deeper relaxation.

As mentioned earlier, the purpose of this study is to identify and analyze the directive illocutionary acts in progressive relaxation hypnotherapy scripts, as well as to determine the dominant types and functions of speech acts. This section will describe the language model used in progressive relaxation hypnotherapy scripts based on the analysis that has been done.

Based on the analysis above, it can be seen that there are three functions of speech act verbs based on the enaction model that dominate in the progressive relaxation hypnotherapy script, namely Focusing, Commanding, and Calming. Calming speech acts have the largest percentage frequency, indicating the high level of focus of the therapist in creating calmness in the subject. Calming verbs aim to create a relaxed atmosphere, help the subject to reduce tension, and achieve a relaxed state. Focusing verbs indicate an attempt to guide the subject to focus their attention based on the subject's experience, creating the desired direction of concentration. By directing attention to thoughts and feelings, Calming verbs play a role in distracting and enhancing the subject's focus. Meanwhile, the

verb Commanding with the lowest frequency shows that hypnotherapy is minimal in giving direct orders.

In this case, the high frequency of Calming verbs is in line with the purpose of their use as the core of the induction process, which is for the subject to achieve a state of relaxation or a change in the level of consciousness from a fully conscious state into a subconscious state. This statement is in line with Searle's (1979) opinion which states that the main characteristics of directive speech act verbs are to cause someone to do something and change the world according to the speaker's words. Thus, the effort to create a change in the subject's level of consciousness becomes more effective through the utilization of directive speech act verbs.

Furthermore, with regard to the type of speech acts classified based on the *Directness Scale (Blum-Kulka et al., 1989; Blum-Kulka & Olshtain, 1984)* this study found two different functions, namely *mood derivable* and *strong hint*. The results of the *mood derivable* classification include Focusing, Commanding, and Calming verbs. Of the three verbs, the speech act verb Calming dominates in the progressive relaxation hypnotherapy script. Meanwhile, the function of *strong hints* in the hypnotherapy script only appears once, namely Focusing. The findings show that the speech act verbs Focusing, Commanding, and Calming are not only expressed directly with the impositive strategy, but can also be expressed indirectly which is unconventional. Therefore, classification with the Directness Scale can produce variations in the use of directive speech acts.

Based on the search, there is no research that examines directive illocutionary speech acts in progressive relaxation hypnotherapy scripts. In this research, it is found that the function of illocutionary speech acts based on enaction model is dominated by Focusing, Commanding, and Calming acts. While the directive speech acts based on the Directness Scale consist of *Mood Derivable* and *Strong Hints*. When compared to the previous research, directive speech act verbs are not only found in hypnotherapy scripts, but also can be used in other contexts. In the research conducted by Nurohmah & Nurhadi (2024), it was found the use of directive with verbs of commanding speech acts in autistic children therapy which was realized in imperative verbs. In another context, directive speech acts were found in the drama script "Harut dan Marut" by Ali Ahmad Bakatsir analyzed by Fendi Utomo (2022). In the study, the directive speech act of Calming was found. There is a difference between the previous research and the research conducted. In this study, the speech act verbs Calming and Focusing can be realized with imperative verbs, while the speech act verbs Commanding can be marked with and without imperative verbs. This difference is caused by the Enaction Model which provides more variety to understand the use of speech act verbs, especially in directive speech acts. This indicates that the use of enaction model in classifying speech act verbs can produce more varied types and functions of speech acts when compared to the models used in previous studies. Based on this description, the results of this analysis can be used as an effective language model for therapists to use in conducting hypnotherapy on the subject in order to enter into a *trance* state and achieve maximum relaxation stage. The utilization of Enaction Model and Directness Scale can provide a varied combination of functions and types of directive speech acts.

CONCLUSION

Based on the results of the discussion above, two conclusions are obtained that answer the research objectives. First, the speech act functions analyzed based on the enaction model dominantly use the acts of Focusing, Commanding, and Calming. With these three functions, individuals are directed to focus on commands related to hearing, thoughts, and visuals that encourage them to enter the *trance* phase and reach the stage of relaxation. Second, the types of directive speech acts analyzed based on the Directness Scale consist of *Mood Derivable* (MD) and *Strong Hint* (SH). It was found that MD speech acts are more dominantly used in progressive relaxation scripts because they are more explicit and easily understood by clients, making them more effective in providing clear instructions. Both types can be used as a benchmark to assess which type of speech act is effective to use in focusing attention in order to achieve a relaxed state both mentally and physically. This research only focuses on examining directive illocutionary speech acts in progressive relaxation scripts. The implication of this research is that it can contribute to the development of more

effective hypnotherapy techniques, especially in the selection of the right words and sentences to guide clients to achieve optimal relaxation. In addition, this research also opens up opportunities for further research on the use of speech acts in other therapeutic contexts. Future research can be directed to examine different types of speech acts, such as assertive, commissive, expressive, and declarative in order to support the creation of diversity in linguistic studies, especially pragmatics, which is not only useful for science but also society.

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Author contribution	:	Jatmika Nurhadi leads and is responsible for all research projects entitled "Directive Illocutionary Acts in Progressive Relaxation." He wrote the entire manuscript, collaborated with the second, third, and fourth authors, and served as the corresponding author, overseeing submission and revisions. Second Author, Eka Rahmat Fauzy, was responsible for translating the manuscript. Nurul Ashyfa Khotima contributed to writing, data analysis, and performed the plagiarism check. Sintia Hapsyah Rahman was responsible for collecting data and formatting the manuscript according to the journal's guidelines and ensuring accurate citation and reference management throughout the document. Four authors also approved the final manuscript.
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