Research Article

The Topical Potential of Strategic Manoeuvring in selected novel

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Abstract

Strategic Maneuvering is subsumed under the pragmatic field. It has been found the critical discussion and developed by Eemeren and Houtlosser. The problem statement for this study is how to look into the Topical Potential of Strategic Manoeuvring in a selected novel. The goal of this research is to identify the different types of strategic maneuvering that appear in the text, as well as to investigate the most common type of strategic maneuvering. This study also traces the most common types of Topical potential frequently employed in the selected This research also highlights the presentational device(s) most frequently employed within the information under investigation. The research leads to several conclusions; throughout the novel, assertive speaking act with topical potential is used repeatedly.

1.INTRODUCTION

According to Zarefsky (2006, p. 400-1), Strategic maneuvering refers to the effort to improve the effectiveness of people's narratives of their argumentative encounters in a sense that stratifies their desires "i.e. achieve their own goals". There are several different kinds of strategic maneuvering. strategic maneuvering is described as having "three indivisible characteristics" by Eemeren and Houtlosser (2002, p. 135). "Topical potential, audience demand, and presentational devices"

The present study tries to achieve the following aims

1.Identifying the types of Topical potential in the confrontation stage frequently employed in the selected novel?

2.Identifying the types of Topical potential in opening stages frequently employed in the selected novel?

According to the previous goals, it is hypothesized that:

1. Assertive speech acts of topical potential are frequently maintained in the Confrontational Stage and concluding stage in the text.

2. **Declarative** speech acts of topical potential are frequently maintained in the Opening Stage and argumentation stage in the text.

1. CRITICAL DISCUSSION

2.1 Definition

A critical discussion has four stages, according to the pragma-dialectical ideal model: "confrontational stage," "opening stage," "argumentation stage," and "concluding stage." These stages correspond to the several stages that a verbal argument must go through to arrive at a merits-based conclusion. Each of these processes is crucial in an argumentative discussion that leads to a reasoned

decision on whether the point of view in question is valid or not. Because the model of a critical discussion is perfect, it is important to remember that, even if conducted in an impeccably useful manner, not all four stages recognized within the show must be externalized, let alone that all four stages must be carried out completely unequivocally, at one time, and within the talk. Eemeren et al. (2002, p.24)

2.2 Strategic Maneuvering

According to Eemeren and Garssen (2009: xii), the concept of SM is designed to "bridge the gap between dialectical and rhetorical perspectives by incorporating rhetorical insights in their dialectical approach in a systematic way"

Eemeren et al. define argumentative "techniques" as the instruments employed to preserve the balance between efficacy and reasonableness. This shows that a communication gap exists between a dialectical and a rhetorical approach to argumentation research (cf. Leeman, 1992; Toulmin, 2001). These pragmatic tactics can be used to bridge the gap, indicating that rhetorical and dialectical approaches are complementary in the sense that they both aim to persuade (cf. Krabbe, 2002; Leff, 2002).

Eemeren and Houtlosser (2002, p.135) identify "three indivisible features" of SM that are essential for a thorough examination of the SM triangle. Eemeren (2010, p. 95) suggested the following triangle:

Figure (1) The Strategic Maneuvering Triangle (Following Eemeren, 2010: 95).

Topical Potential

Audience Demand

Presentational Devices
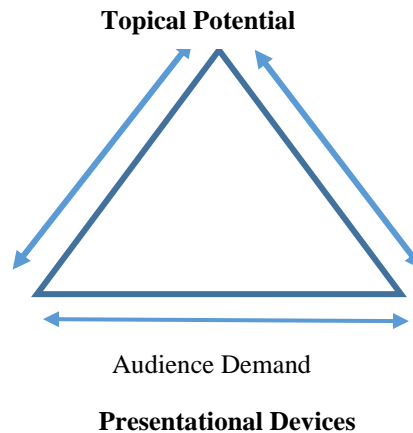
The three factors are clear from this diagram: topical potential, audience demand (also known as audience orientation), and presentational devices. Each of these three has various realizations (as indicated below), but how they have been presented appears to leap over the effectiveness and into a murky region! Nonetheless, Kauffeld, 2002; Tindale (2009, p.44) makes it apparent that these three intertwined parts define the rhetorical dimension of SM: "they are significant in themselves for...defining how rhetoric might be incorporated into argumentation." Those three aspects are the pragma-dialectical translation of rhetoric, it is clear today. As a result, effectiveness appears to be a three-part concept, each of which should be examined separately.

2.2.1 Strategic Maneuvering Classifications

Starting with pragma-dialectical terms, this indicates that in argumentative talk, attempting to attain the association's impact of acknowledgment of a factious move by the intended audience is a given, as is attempting to achieve this impact based on the merits of the contentious move while remaining within the

reasonableness bounds set by the rules for basic dialog. Because pursuing these two points at the same time creates an unavoidable tension, a possible starting point for the pragma-dialectical method is that the arguers involved in making argumentative motions must move intentionally to maintain the balance. Because strategic maneuvering is critical in coping with the pugnacious bound, the concept of strategic maneuvering is the major instrument used in pragma-dialectics in accounting for the key plan of pragma-dialectics. (p. 93–96 in van Eemeren 2010). The strategic maneuvering associated with each argumentative move shows itself in three unique perspectives. van Eemeren (2010 p. 93–96). As The following:

2.2.1.1 Topical Potential

To begin, there is the option that is generated using "topical potential": A topical choice from the topical potential refers to the "viewpoint, or perspective from which the arguer selects the argumentative move or moves he makes in strategic maneuvering, or at least in the piece of strategic maneuvering we are interested in" as one of three essential aspects of SM (van Eemeren 2010, p. 96).

In the instance of personal attacks, the pick from the topical possibilities concerns, first and foremost, who the arguer accuses and what the arguer accuses that person of. The "topical potential" associated with a particular dialectical stage refers to the set of relevant alternatives available in that stage of the resolution process. Simons put it this way: (1990,p.114)

In other words, the assortment of conceivable factious moves that are so to speak accessibly to be made at a specific point in the talk. A decision has been reached using numerous options when a factious move is made, regardless of whether it involves a viewpoint, a beginning stage, or another argumentative action. The determination from the topical potential may, for example, include a decision of specific beginning stages, as opposed to other discretionary beginning stages as the purpose of flight of the goal procedure. It can likewise include the decision of a specific sort of argumentation, state sober-minded argumentation rather than argumentation from similarity, or argumentation by model rather than power argumentation. Simons (1990, P.114)

2.2.1.1.1 *Speech Act Theory*

According to Buck (2002), there are two modes of communication: verbal and nonverbal communication. The use of words as elements in verbal communication is a method of conveying messages. Nonverbal communication is a method of conveying messages through the use of gestures, bodily movements, eye contact, facial expressions, and general appearances. according to Jasczolts (2002: 209), Intentions and inferences are fundamental to communication.

Kemmerling (2002) defines Speech act theory as a subfield of pragmatics that thinks about how words are utilized not as they were to display data but moreover to carry out actions. The speech act theory was presented by Oxford logician J.L. Austin in How to Do Things with Words and advance created by American rationalist J.R. Searle. A speech act, according to Grundy (2000: 53), is the intent that a speaker achieves while employing language in context, the meaning of which is inferred by listeners. The locutionary speech act is comparable to making a specific utterance with a specific sense and reference, which is roughly comparable to meaning in the traditional sense (Austin, 1962: 108). It considers the degree to which utterances are said to perform locutionary acts illocutionary acts, and/or perlocutionary acts Cutting (2002, p.16). The following sentences show an example of the locutionary speaking act:

1. *It's so dark in this room.*
2. *The box is heavy.*

The situation described in the previous two sentences is accurate. The first sentence alludes to the room's brightness, while the second refers to the box's weight.

Relying on the speech act theory suggested by Searle (1979), it would be conceivable to know what speech act got to the contribution to settling the distinction of supposition.

From Searle's perspective, there are only five illocutionary focuses that speakers can accomplish on suggestions in an utterance, namely: assertive, commissive, directive, declaratory and expressive illocutionary focuses. Speakers accomplish the assertive point when they speak to how things are within the world, the commissive point when they commit themselves to do something, the directive point when they attempt to induce listeners to do something, the declaratory point when they do things within the world at the moment of the expression exclusively by ideals of saying that they do and the expressive point when they express their states of mind around objects and realities of the world (Vanderkeven and Kubo 2002).

The theory of speech actions was developed by Austin (1962) and Searle (1969). Van Eemeren & Grootendorst states that the speech acts have a role in a theoretical examination of the argumentation for resolving a contrast of opinion. They supply a theoretical background for the investigation and the assessment of the argumentative discussions. As Garssen (2010, p.14) mentions that "van Eemeren and Grootendorst observe that speech act theory is the best analytical instrument so far developed in descriptive interpretative pragmatics".

The contrast between Searle's theory and Eemeren's is that Searle notices that speech acts have a connection between a sentence and the illocutionary act, but this is unsuitable to argumentation. He thinks that investigation of the illocutionary acts is fundamental. At this point, Eemeren and Grootendorst (1983, p.32) state that "it should be noted that it is, of course, possible for two or more sentences to make up a single illocution. Thus many sentences together can form a single statement or piece of information and a recommendation or piece of advice can be so complicated that it is difficult to express in a single sentence".

Speech act theory gives a reasonable tool for managing verbal communication that is engaged at solving a contrast of opinion in agreement with the pragma-dialectical principles. Utilizing this theory, the verbal moves made in the different stages of a critical discussion to solve a variance of opinion can be depicted as speech acts. Therefore, we will shed light based on the typology of speech acts proposed by Searle (1979). Speech acts supply a helpful influence to solving a variance of opinion. This typology recognizes five types of speech acts, as Eemeren and Grootendorst(2006, p. 94-6) illustrate, over the four stages of a critical discussion like the following:

1.Assertives

This is the first sort of speech acts recognized by Searle. Assertive can take place in a critical discussion since they can express the opinion at issue and also assertive speech acts can be found in most of the stages of the argument. Eemeren and Grootendorst concur with Downes by asserting this (1998: 378). These are speech actions in which the speaker or writer describes the current condition of circumstances concerning a specific topic. They may serve not as it was too specific the point of view beneath discourse, but moreover to progress argumentation in the guard of the point of view, or to decide the result of the discussion. Standpoints or arguments can be put forward using such assertiveness as statements, claims, suppositions, and denials.

An example of an assertive speech act would be the following:

3. *The earth is flat.*

Black (2006: 20) argues that "much fiction consists largely of representative speech acts; in particular, much of the narrator's activity consists of representative speech acts".

2. Directives

The "directives" are the second sort of speech act. Some of the instructions are useful in a critical conversation, but not all of them are. The speaker or author attempts to persuade the listener to do something or give up something by using these speech acts, e.g. to ask or request and to prohibit. In this type the speaker or author has authority over the listener, then it would be a request or an invitation. Directives such as orders and prohibitions are essentially excluded

from a critical discussion. furthermore, the party who has come up with a standpoint can only be challenged to argue his standpoint; a challenge to a fight, for instance, is in this case not permitted. An example would be the following:

4. *Could you close the door, please?*

3. Commissives

The third sort of speech act is called commissive. By implies of these speech acts a speaker or author obligates himself to the listener or reader to do something or to give up something. Commissives could play diverse roles in a critical discussion: Mirza, Ramia (2016, P. 85)

(1) to accept or reject a perspective of view

(2) to accept a challenge to defend a position

(3) to decide to start a debate

Some commissives that are useful in a critical discussion, like agreeing with the rules of the discussion, can only be performed in collaboration with the other party.

An example of commissive speech act would be:

5. *I'm going to London tomorrow*

4. Expressives

The expressive speech act is the fourth type of speech act. They don't participate in a critical debate. because the purpose of an expressive is to convey a sentiment, and the speaker makes no obligations that are directly connected to the resolution of a dispute by using this speech act In other words, speech acts such as jokes that do not directly contribute to the resolution of an argument. Because ordinary expressions of feelings do not establish propositional commitments relevant to resolution, expressives do not play a specific role in resolving a difference of opinion.

An example of expressing apology would be the following:

6. *I am sorry for lying to you*

5. Declarative

Declarative speech is the sixth sort of speech act. If the speaker enacts this speech, he creates a specific situation in the world., for instance, If an employer addresses one of his employees with the following:

7. *You are fired.*

By expressing these words, he not only describes but also creates, a particular situation of events. This speech act relates the content of utterances with reality, usually in the forms of language usage consisting of new statements. This speech act shows the authority of the speaker to behave toward the preliminary and doubtful utterance"(Fahmi& Rustono,2018:33). So this type of speech acts, perfectly, has not any role in a critical discussion. Eemeren and Grootendorst (1984, p. 109-112) refer to an exception to this general rule. However, there is one subtype of declarative called 'usage declaratives' that can serve a useful function in a critical discussion that generally relates to language use where no specific institutional context is included. According to Eemeren et al. (2007, p. 14), "The goal of

declarative usage which includes words like define, specify, explain, and elucidate—is to improve or simplify the listener's or reader's understanding of other speech acts. These speech acts are performed by the speaker or writer to show how a certain speech act (or part of a speech act) should be interpreted ". Eemeren, et al. (2007, p. 14) explain that "the purpose of usage declarative-including, for instance, to define, to specify, to explain, and to elucidate-is to increase or facilitate the listener's or reader's understanding of other speech acts. The speaker or writer performs these speech acts to shed light on how a particular speech act (or part of a speech act) should be interpreted".

Usage declaratives are useful in all stages of argumentation. For instance, usage declarative could serve to form clear a distinction of views. Moreover, the usage declarative could simplify the discussion promise to the arguers. It can also be utilized against the approval and disapproval of the viewpoint, or to have other roles in the argumentative discourse.

These five categories as adopted from Searle (1979) are shown in the following figure:

Figure (2) Speech Act Classification Following Searle (1979)
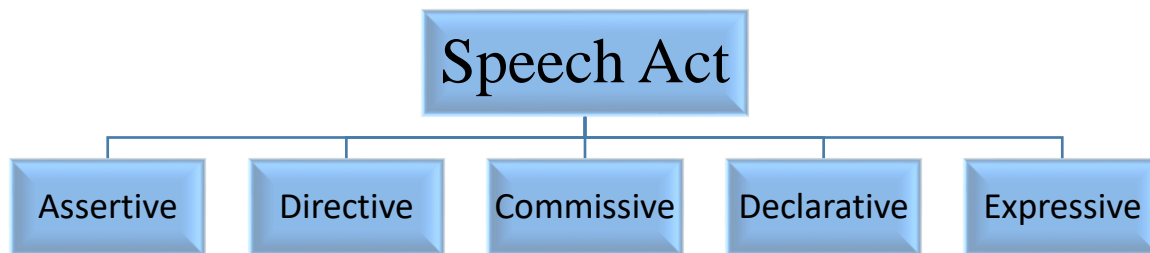
2.2.1.2 Audience Demand

The second type strategic maneuvering includes a shift to "audience demand," which refers to taking into account the preferences and acceptability of the audience when planning the arguments or it is meant that the inclinations of the audience members or peruses that a speaker or writer in the contentious talk expects to arrive. Eemeren and Houtlosser (2009: 6) assure that the methodical investigation of audience demand at various stages of a critical conversation begins with the conventional pragma-dialectical theory's introduction of the unique distribution of speech acts.

At first, look, examining the preparatory criteria for acceptable speech acts may appear elusive. However, the situation is not as perplexing as it appears. Eemeren and Grootendorst (2004: 163-5) already highlighted six ways (viz. six) in which provisions given out in the ideal model of a critical debate can be disregarded.

According to Perelman and Olbrechts-Tyteca (1969: 179), disagreements overvalues are sometimes transmitted to the audience as disagreements about facts, because that is how the audience understands them and is more easily accommodated. The argumentation motions that are made must be adjusted under the viewpoints and frames of reference of the persons who are to be persuaded to effectively reach the audience. Variation in audience demand may, for example, be due to audience members or peruses remembering specific realities for the material beginning stages or particular rules for the procedural beginning stages in order to reach a condition of flying for the target procedure.

2.2.1.3 Presentational Devices

The third type of strategic maneuvering includes the employment of "presentational devices," which refers to the strategic use of appropriate discursive forms in argumentation. These characteristics may be present in all or part of each stage of a debate.

The total number of elaborate and different methods for articulation that can be used in providing proximity to an argumentative move or The decision made in making use of the available presentational alternatives is aimed at making the most appropriate decisions in the statement and other presentational properties of the argumentative moves. The use of presentational techniques can, for example, result in the introduction of a perfectly unambiguous distinction of supposition at issue, as well as the decision to leave it. Perelman and Olbrechts-Tyteca regard a figure to be argumentative (1969, p. 169). if it results in a shift in perspective.

3. METHODOLOGY

3.1 Data Collections

The information is gathered from three samples chosen at random from the text. It's available on the internet at http://ova.arg-tech.org. The data was obtained from the website http://www.debates.org.

3.2 Model of Analysis

The study deals with analyzing a selected novel, in which the pragma-dialectical approach is applied. The eclectic model has been developed to investigate the various strategies used in each of the Strategic Maneuvering's stages. Thus, the present study's model consists of stages of Strategic Maneuvering by Eemeren (2010), classification of SM by Eemeren and Houtlosser (2002), the rules of reasonableness by Eemeren et al. (2002), speech act classification by Seale (1979).

3.3 Pragmatic Analysis of Strategic Manoeuvring in the novel

Extract 1

As mentioned in the eclectic model of analysis, Strategic Manoeuvring has two main parties, reasonableness and effectiveness. The first part has also been restricted by the ten rules. So in this excerpt, the arguers don't violate these rules in a critical discussion while the second part of strategic maneuvering. It has also been restricted that effectiveness is modeled by "three inseparable aspects" of strategic maneuvering: topical potential, audience demand, and presentational devices.

The first stage is a confrontation in which participants "*Mr. Hercule Poirot and Ratchett*" present a point of view while during the debate, a second member either misgivings or contradicts it. To study this stage, we divided it into three levels.

In all stages, none of the rules of reasonableness has been violated

1. **Confrontation Stage:**

Starting with topical potential is signified by speech acts:

First, the Speech act that is utilized in the excerpt, "*Mr. Poirot, I want you to take on a job for me.*" We find directive because the speaker requests the listener.

2. **Opening Stage:**

In this stage, participants, "Mr. Hercule Poirot and Ratchett." try to resolve the difference of viewpoints so we classified this stage into three-level to analyze it. Starting with topical potential is signified by speech acts:

First, the Speech act that is utilized in the excerpt " *But this, Mr. Poirot, means big money." "He repeated again in his soft, persuasive voice," "Big money."* We find assertive because the speaker tries to express his opinion to persuade the listener.

3. Argumentation Stage

In this excerpt, *"Only one enemy?"* the hero Mr. Poirot tries to protect his point of view at issue by implying the argument against the questions and other basic reactions of the antagonist. Therefore we categorized this stage into three-level to analyze it.

First, starting with topical potential is signified by speech acts:

Speech act:

"Will twenty thousand dollars tempt you?" we find another type of speech act is Commisives because the speaker uses this attitude to commit themselves to future actions, and also consider as Directive because the speaker makes an offer to the listener.

First, *"Name your figure, then,"* Directive speech act is employed in this speech.

4. Concluding Stage

This stage is found in the excerpt *"What's wrong with my proposition?"*

"Poirot rose. If you will forgive me for being personal—I do not like your face, M. Ratchett," "he said. Mr. Poirot insists on his point of view and he rejected the case." we categorized this stage into three-level to analyze it.

Starting with topical potential is signified by speech acts:

First, Speech act: Poirot rose. *"If you will forgive me for being personal—I do not like your face, M. Ratchett,"* he said. In this excerpt, we find a directive speech act in which the hero *" Poirot"* rejects to take the case.

Extract 2

In this excerpt, Reasonability is maintained in this maneuver because none of its rules have been broken.

1- The Confrontation Stage

This stage of maneuvering strategies is about *"when the crime occurred"* this maneuvering between *"Dr. Constantine and Mr.Poirot " "Dr. Constantine is of the opinion that death occurred at about 1 A.M."*

"It is difficult to speak exactly in these matters," said the doctor, "but I think I can say definitely that death occurred between midnight and two in the morning."

"When was this M. Ratchett last seen alive? asked Poirot."

The first participant said his opinion and the other participant doubt it.

Starting with topical potential is signified by speech acts:

First, the Speech act (SA) that is utilized in the excerpt we find assertive because the two participants claim that the crime happened at a specific time.

2. Opening Stage

It occurred when they try to resolve the difference of perspective. *"It is difficult to speak exactly in these matters, said the doctor," "but I think I can say definitely that death occurred between midnight and two in the morning."*

Starting with topical potential is signified by speech acts:

In this excerpt *"but I think I can say definitely that death occurred between midnight and two in the morning."* The novelist used assertive speech because the speaker wants to make suppositions for the time of the crime.

3. Argumentation Stage

Dr. Constantine and Mr.Poirot try to protect their point of view by evidence *"When was this M. Ratchett last seen alive? asked Poirot"*

So we classified this stage into three levels to analyze it.

Starting with topical potential is signified by speech acts:

First, *"When was this M. Ratchett last seen alive?"* directive speech act used in this excerpt because In this type the speaker has authority over the listener.

4.Concluding Stage:

The victim is still alive at about twenty minutes to one. *"He is known to have been alive at about twenty minutes to one when he spoke to the conductor, said M. Bouc."*

"That is quite correct," said Poirot. "I myself heard what passed.

That is the last thing known?"

"Yes."

Starting with topical potential is signified by speech acts:

First, In this excerpt *"He is known to have been alive at about twenty minutes to one, when he spoke to the conductor, said M. Bouc."* There is assertive speech act because the speaker describes a state of affairs regarding a certain matter.

Extract 3

In this excerpt, Reasonability is maintained in this maneuver because none of its rules have been broken.

1- Confrontation Stage

This stage of maneuvering strategies is about *"when the crime occurred"* this maneuvering between Dr. Constantine and Mr.Poirot *"Dr. Constantine is of the opinion that death occurred at about 1A.M."*

"It is difficult to speak exactly in these matters, said the doctor," "but I think I can say definitely that death occurred between midnight and two in the morning."

"When was this M. Ratchett last seen alive? asked Poirot."

The first participant said his opinion and the other participant doubt it.

Starting with topical potential is signified by speech acts:

First, the Speech act that is utilized in the excerpt we find assertive because the two participants claim that the crime happened at a specific time.

2. Opening Stage occurred when they try to resolve the difference of perspective. *"It is difficult to speak exactly in these matters," said the doctor, "but I think I can say definitely that death occurred between midnight and two in the morning."*

Starting with topical potential is signified by speech acts:

In this excerpt *"but I think I can say definitely that death occurred between midnight and two in the morning."* The novelist used assertive speech because the speaker wants to make suppositions for the time of the crime.

3. Argumentation Stage Dr. Constantine and Mr.Poirot try to protect their point of view by evidence *"When was this M. Ratchett last seen alive?" asked Poirot*

Starting with topical potential is signified by speech acts:

First, *"When was this M. Ratchett last seen alive?"* directive speech act used in this excerpt because In this type the speaker has authority over the listener, then it would be a request.

4. Concluding Stage that the victim is still alive at about twenty minutes to one. *"He is known to have been alive at about twenty minutes to one, when he spoke to the conductor, said M. Bouc." "That is quite correct, said Poirot." "I myself heard what passed.*

That is the last thing known?"
"Yes."
Starting with topical potential is signified by speech acts:
First, In this excerpt *"He is known to have been alive at about twenty minutes to one when he spoke to the conductor, said M. Bouc."* There is an assertive speech act because the speaker describes a state of affairs regarding a certain matter.

4. RESULTS AND DISCUSSIONS
4.1 Discussing the Results of Speech Acts in all stages of strategic Maneuvering in the selected novel.
Table (1) SA in Confrontation Stage

Speech Acts in Confrontation Stage (1)			
No.	Searle's classification	Frequency	Percentage
1	Assertive	18	75 %
2	Declarative	4	16.66 %
3	Commissive	Zero	0 %
4	Directive	1	4.16 %
5	Expressive	1	4.16 %
Total		24	100%

Figure (1) SA in Confrontation Stage
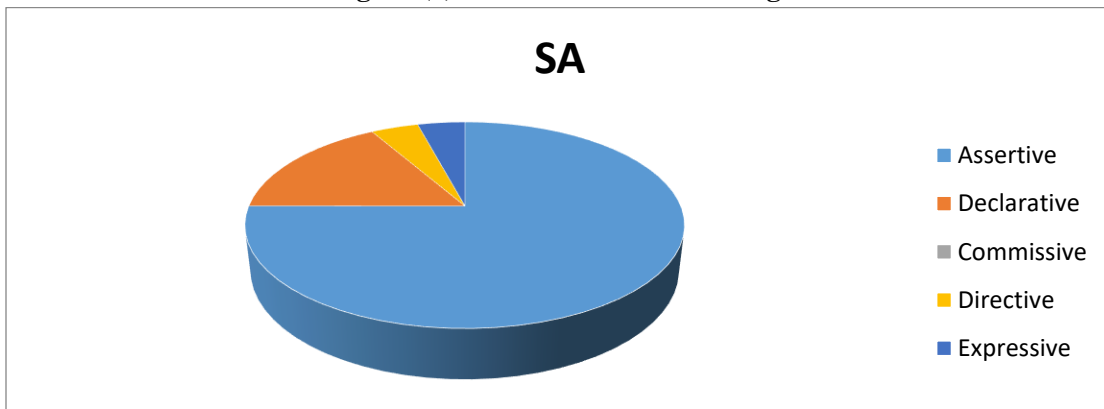
In the confrontation stage, assertive is dominant among other types of speech acts, assertive of stating is used and it has the frequency (18) with the percentage of 75%, While declarative is utilized and it has the frequency (4) with the percentage of 16.66%. Next, directive and expressive are utilized and they have the frequency (1) with the percentage of 4.16%. commissive is not utilized with this stage it has the frequency of (0) with the percentage of 0% in this stage. These findings are shown in table (1) and figure (1) above.
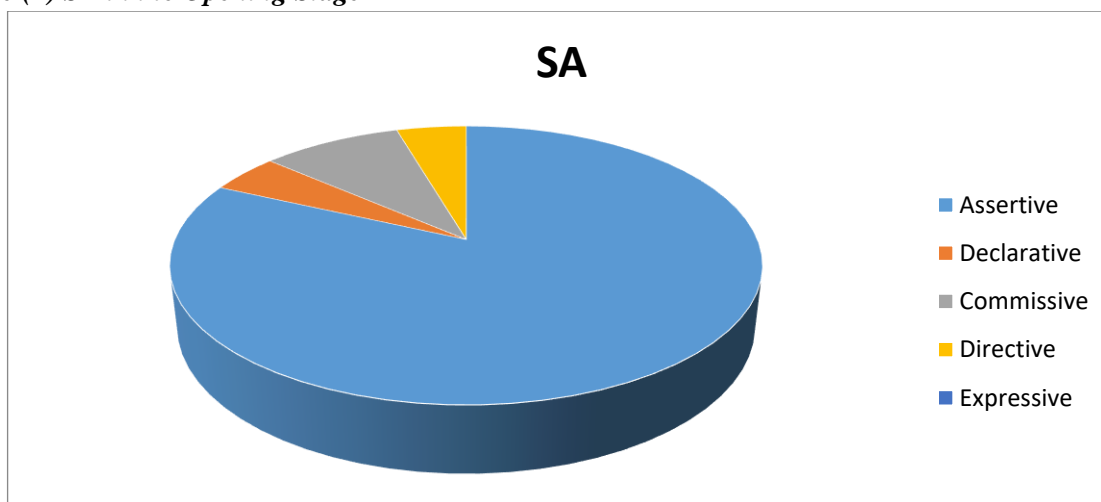
Table (2) SA in the Opening Stage

Speech Acts in Opening Stage (2)

| No.	Searle's classification	Frequency	percentage
1	Assertive	18	81.81 %
2	Declarative	1	4.54 %
3	Commissive	2	9.09 %
4	Directive	1	4.54 %
5	Expressive	Zero	0%
Total		22	100%

Figure (2) SA in the Opening Stage

In the opening stage, Assertive is used and it has a frequency of (18) with a percentage of 81.18%. while comissive is utilized and it has the frequency(2) of with 9.09%. Declarative and directive are used and they have the frequency (1) with the percentage 4.54%. the results of the analysis have shown that the expressive speech act is not used and it has the frequency of (0) with the percentage of 0% in this stage. These findings can be clarified by table (2) and figure (2).

Table (3) SA in Argumentative Stage

| SA in Argumentative Stage 3			
No.	Speech Act	frequency	percentage
1	Declarative	4	17.39 %
2	Assertive	14	60.8695 %
3	Commissive	3	13.043 %
4	Directive	2	8.695 %
5	Expressive	Zero	0 %
Total		23	100%

Fig

ure (3) SA in Argumentative Stage
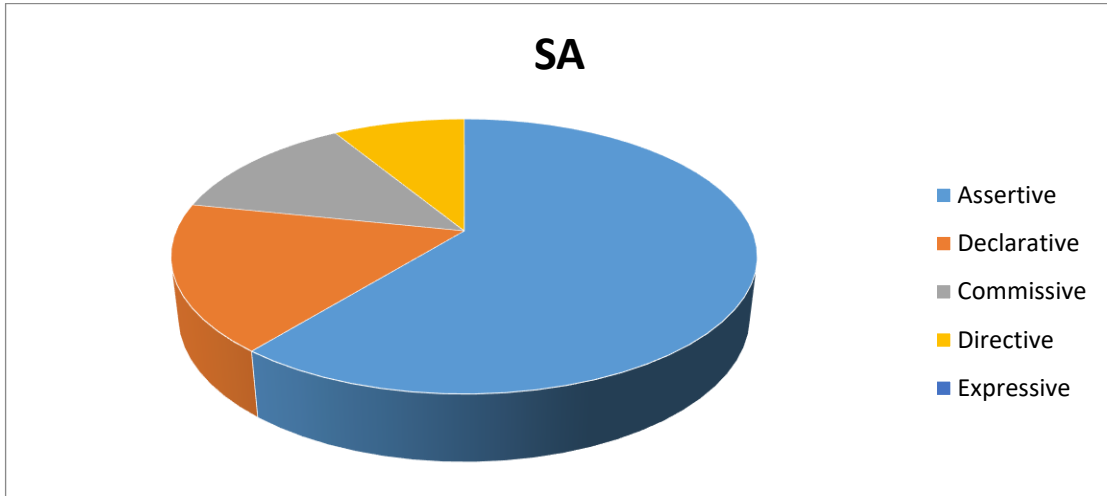
The analysis of the Speech act in the Argumentation stage has found that assertive is used and it has a frequency of (14) with the percentage of 60.8695%. while declarative is utilized and it has the frequency of (4) with the percentage of 17.39%. comimissive is used and it has a frequency of (3) with the percentage of 13.043%. Expressive is not used and it has the frequency of (0) with the percentage of 0%. These findings can be clarified by table (3) and figure (3).

Table (4) SA in Concluding Stage

SA in Concluding Stage 4			
No.	Speech Act	frequency	Percentage
1	Assertive	18	%78.26
2	Declarative	2	%8.695
3	Commissive	1	%4.3478
4	Directive	2	%8.695
5	Expressive	zero	%0
Total		23	100%

Figure (4) SA in Concluding Stage
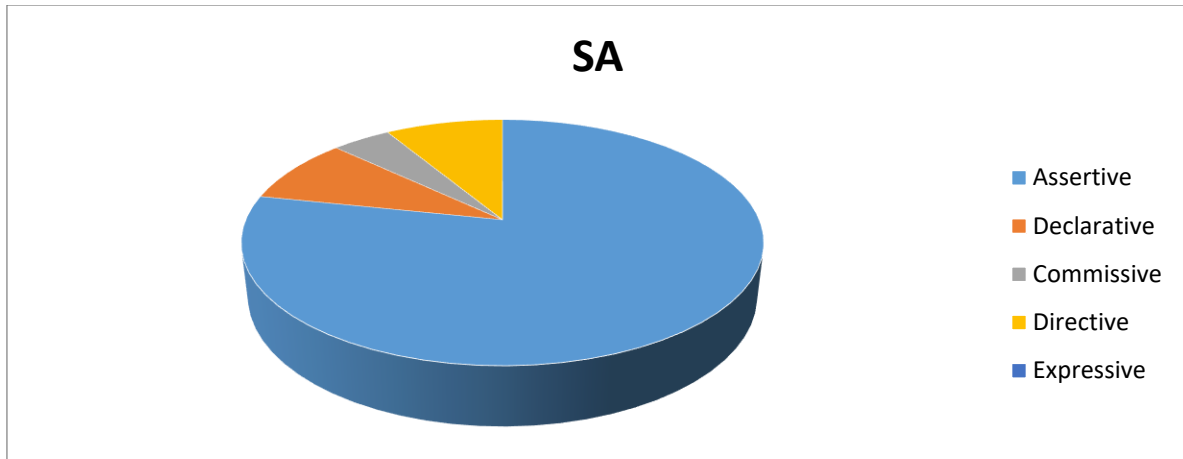
The analysis of Speech act in the Concluding Stage has found that assertive is used and it has the frequency of (18) with the percentage of 78.26% while declarative is utilized and it has the frequency of (2) with the percentage 8.695%. comimissive is used and it has the frequency of (1) with a percentage of 4.3478%. Expressive is not used and it has the frequency of (0) with the percentage of 0%. These findings can be clarified by table (4) and figure (4).

5. Conclusions

The present study concluded that assertive speech act of topical potential is frequently employed in this novel of Agatha Christie because, In the confrontation stage, assertive is dominant among other types of speech acts, assertive of stating is used and it has the frequency (18) with the percentage of 75%. In the opening stage, Assertive is used and it has a frequency of (18) with a percentage of 81.18%. The analysis of the Speech act in the argumentation stage has found that assertive is used and it has a frequency of (14) with the percentage of 60.8695%. The analysis of the Speech act in the concluding stage has found that assertive is used and it has the frequency of (18) with the percentage of 78.26% because the subject of the novel is based on the crime of the murder and another point is the type of novel is a detective one, in which the author uses different ways to attract the reader through the styles that Agatha Christie was known to use. Such techniques include communicating needs and points of view in addition to claims, statements, and supposition.; which are found in most stages of strategic maneuvering. Therefore, the second hypothesis is verified.

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