

## CHAPTER 5

### CONCLUSION & SUGGESTION

#### 5.1. Conclusion

Based on the analysis and interpretation of the data, the following is the conclusion:

1. Mario Teguh as a famous motivator makes an argument based on Toulmin's model. From the three picked episodes, he makes an argument in four various structure forms of the Toulmin's model namely, data-warrant-backing-qualifier-claim, data-warrant-backing-rebuttal-claim, data-warrant-backing-claim, and data-warrant-claim. Furthermore, although he never makes any single perfect argument based on Toulmin's model, he makes a claim with at least the data and warrant in every discussion topic. In fact, the argument which has at least claim, data and warrant is still sound (Renkema 2004, p. 203). In conclusion, he makes the reasonable and sound arguments.
2. In conjunction with the figures of speech findings, the findings of figures of speech are as follows: antithesis, repetition, climax, asyndeton, ellipsis, euphemism, hyperbole, metaphor, polysyndeton, rhetorical question, simile, and satire. Moreover, of all the figures of speech, repetition occurs most frequently among others. It signs that the use of repetition is easy and can make the effect of emphasis so that other people can easily remember the delivered message. On the other hand, only apophasis does not occur in the three episodes of *Mario Teguh Golden Ways*. It can indicate that if Mario

Teguh uses apophasis his rate can be dramatically dropped since the use of apophasis can be considered as hypocrite or inconsistent talk—dangerous. Furthermore, nearly all the aforesaid figures of speech occur in the three episodes of *Mario Teguh Golden Ways*. So it means that Mario Teguh uses many figures of speech in his motivational speech.

## 5.2. Suggestion

Since the rhetoric in speech is the interesting phenomena to research but this research is only limited to the arguments based on Toulmin's model and figures of speech, the researcher would like to suggest some ideas for further research as follows:

1. The studies about the angle of non-linguistics style based on author, period, medium, subject, place, audience, and purpose, on motivational speech.
2. The studies about style based on informal or formal or colloquial language on motivational speech.
3. The studies about the style based on intonation—simple style, glorious and powerful, or middle style on motivational speech.

In addition, the theories of those studies can be found in Keraf (2008, pp.112-124).