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**To Wed or not to Wed:
Investigating Marriage Proposals in Jane Austen's *Pride and Prejudice***

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Abstract

Jane Austen's *Pride and Prejudice* is a classic literary work widely read and studied all over the world. Considered one of the most famous pieces of writing in Austen's time, the novel has been thoroughly analysed especially in terms of its Victorian socio-cultural context where women's lives and future happiness depend greatly on good marriages. Wishing to shed further light on the persuasive techniques deployed in different marriage proposals, we examine three significant dialogues: Mr. Collins's proposal to Elizabeth Bennet, Mr. Darcy's first proposal to Elizabeth Bennet and Mr. Darcy's final proposal to Elizabeth Bennet. The analysis is based on Marwell and Schmitt (1967)'s theory of compliance-gaining strategies and Jacks and Cameron (2003)'s theory of resistance strategies. The findings suggest that in attempting to manipulate Elizabeth Bennet into accepting the proposals, Austen's male characters employ different persuasive techniques in the three dialogues. Interestingly, the findings also suggest further implications on what marriage should be which is contradicting to the socio-cultural environment of the Victorian era.

1. Introduction

The opening sentence of Jane Austen's *Pride and Prejudice* "It is a truth universally acknowledged, that a single man in possession of a good fortune, must be in want of a wife (1)" establishes one of the most-discussed themes of this classic novel: the issue of marriage (See Weinsheimer, 1972; Newton, 1978; Sherry, 1979; Newman, 1983; Wiesenfarth, 1984; Allen, 1985). This sentence bears ideological significance, communicating a social value in Regency England, the transition between Georgian and Victorian eras. The claim that a wealthy man must be looking for a wife also implies that a single woman must be in want of a husband, especially a wealthy one. In this context, the issue of marriage is simply a matter of status. While young men could socially advance through the military, church, or law, the

main method of self-improvement for women was the acquisition of wealth through successful marriage. In Austen's time, there was no real way for young women of the genteel classes to be independent. Few occupations such as a governess were open to them but they were not highly respected and did not pay well. It seems marriage was the only acceptable option for these genteel women to maintain the financial and social status. This can explain the idea of matrimony as a goal in Austen's writing.

In *Pride and Prejudice*, the significance of marriage upon women's lives is portrayed through the Bennet family that bore five daughters, making it necessary for Mrs. Bennet to push one of the girls to get married in order to maintain the family's financial stability. While the eldest daughter, Jane, has a better chance at an advantageous marriage because of her outstanding beauty, the lack of connections makes it almost impossible for her and her sisters to marry well. Despite her family's economic and social inferiority, Elizabeth, the female protagonist of the novel, refuses to let society dictate her life or influence her happiness. Therefore, she defies against her mother's wishes and is determined to marry only for love. Her rebellious viewpoints on marriage make it worth our while to investigate the marriage proposals directed to her by the male characters, Mr. Collins and Mr. Darcy, to see how different techniques of persuasion and resistance can lead us to an idealistic notion of matrimony as proposed by the writer.

2. Research Questions

With the special attention paid to the theme of marriage and its significance, this paper aims to analyse *Pride and Prejudice*'s marriage proposals through the lens of compliance-gaining and resistance strategies which can help shed light on the values that the characters hold and simultaneously on the ideological proposition for the context in which the novel is situated. In other words, we aim to answer the following questions:

1. *What strategies do the characters use to persuade or to resist persuasion?*
2. *How do those strategies give implications to the values that the characters hold and possibly reveal an idealistic idea of marriage proposed by the writer?*

3. Literature Review

3.1 *Pride and Prejudice*

Research on Jane Austen's *Pride and Prejudice* and other novels has been continuous and abundant, both nationally and internationally. It would be impossible to mention every academic piece of writing but for the purpose of this paper, we would like to capture a few interesting research trends which the novel has inspired. Traditionally, literary scholars such as Kliger (1947), Brown (1979), and Fergus (1983) discuss the novel in its relation to the Victorian society of Great Britain. While Kliger analyses the characters' taste in art and their realistic discussion of aesthetics in the late 18th century, Brown and Fergus focus on the didactic aspect of the novel in the course of social changes that were happening in Austen's time.

In addition, numerous analyses have been done on the central issue of marriage, revealing prevalent ideas about women's status in 19th century England. Weinsheimer (1972) examines the likeliness and hierarchy of marriages as well as the values of marriage choices in the novel. Sherry (1979) draws her reading from the way Victorian society is constructed and investigates social constraints that women have to experience especially in their lack of

marriage choices. Sherry's analysis is also maintained by other scholars such as Wiesenfarth (1984) and Newton (1978). Newman's (1983) concentrates on the final nuptial union; while the happy ending is satisfactory, she proposes that the marriage between Mr. Darcy and Elizabeth may come to a termination because of the female protagonist's incorrigible social and financial inferiority. Allen (1985) also touches upon the notion of marriage but from a different perspective: the character of Lydia Bennet, the youngest of the Bennet sister whose imprudent marriage, a result of her unruly, uncontrollable desire, brings about a social censure and prohibition.

Towards the end of the 20th century and the beginning of the new millennia, the analysis of the book has expanded across wider academic disciplines. Almond (1989) investigates the characters' development deploying a psychoanalytical and psychotherapeutic framework, linking a fictional work to a realistic clinical issue. Lacour (1992), on the other hand, approaches the book from a historicist approach, arguing that the transition between the first-person to the third-person narrative – “between speculative and representational realism” (p. 603) -- affects the conception of truth in fiction. *Pride and Prejudice* also invites a philosophical reading; Bonaparte (2005) posits that Austen and her characters are highly philosophical, judged by “the nature of their actions and the language of the narrative” (p.142). Additionally, we have seen attempts to scrutinise Austen's work through a linguistic method. Wijitsopon (2000) studies the stylistics in Mr. and Mrs. Bennet's interactions. In her other work in 2009, she applies corpus linguistics into her analysis of irony. Fischer-Starcke (2009) also employs a corpus stylistic analysis to uncover the hidden meanings of the novel through the identification of keywords and frequent phrases.

3.2 Compliance-Gaining Strategies

The communication theory of compliance-gaining strategies has been widely applied to several different fields of knowledge such as medical science, education, linguistics and sociology. Some of the interesting pieces of research are briefly introduced as follows.

Researchers in the field of medical science have deployed the conceptual framework to study relationships between physicians and patients. Burgoon et al (1987) examine how physicians' use of compliance-gaining strategies affects their patients' satisfaction and compliance in communication. In their later study (1990), selection of verbal compliance-gaining strategies made by primary care physicians becomes the central focus. Furthermore, Wrench and Butterfield (2003) observe ways in which physicians employ their sense of humour, compliance-gaining strategies and perceived credibility to increase their patients' satisfaction and compliance.

Apart from medical science, the compliance-gaining strategies have also played a significant role in other academic realms. Golish (1999) investigates students' use of the strategies to analyse their perceptions towards the credibility and power of graduate teaching assistants in comparison with those of the professors. In linguistics, Baxter (1984) does research on the association between the compliance-gaining strategies and Brown and Levinson's theory of politeness, based on an idea that our interaction is characterised by our desire to be liked. Sociologically, the compliance-gaining strategies are deployed to explain social interactions among people. Sillars (1980) studies people's interactions and persuasive strategies with strangers (noninterpersonal relationships) versus spouses (interpersonal relationships). Another remarkable piece of research is conducted by Rudd, Burant and Beatty (1994). They

survey 115 abused women's use of compliance-gaining strategies to build argumentation and verbal aggression.

3.3 Resistance Strategies

Unlike their compliance-gaining counterparts, the resistance strategies are arguably newer as they were only theorized as recently as 2003 by Jacks and Cameron. Most of the existing literatures or literatures prior to that have therefore been written by them. For example, Cameron, Jacks and O'Brien (2002) conduct an experimental examination of strategies for resisting persuasion. In the study, participants are asked to use five strategies (counterarguing, attitude bolstering, source derogation, negative affect, and assertions of confidence) in their handwriting samples for a lie-detection experiment. Another significant work is Jacks and Cameron's "Strategies for Resisting Persuasion" (2003) in which the seven types of resistance used in our study are posited.

With the aforementioned literatures, we believe that analysing Austen's classic work with a communication framework will help contribute to the existing pool of knowledge and offer another meaningful way of reading and interpretation of this novel.

4. Research Methodology

4.1 Data Selection

Although marriage forms the central focus of this novel and proposals are mentioned several times by different characters (such as Mr. Collins's proposal to Charlotte Lucas and Mr. Bingley's proposal to Jane Bennet), only three marriage proposals, Mr. Collins's proposal to Elizabeth, Mr. Darcy's first and final proposal to Elizabeth, are described in detailed dialogues. They were hence chosen to be the data for our analysis. The three marriage proposals for our analysis can be found in Appendix A.

4.2 Overview of Data Analysis

The method of analysis is based on Marwell and Schmitt (1967)'s theory of compliance-gaining strategies and Jacks and Cameron (2003)'s theory of resistance strategies. Each turn in the dialogues is examined to identify the strategies and classified accordingly. Dominant strategies are then analysed in profundity to shed insight onto the characters' values influenced by their social or personal context and Austen's unconventional viewpoints on marriage.

While the written dialogues of the characters are solid proofs of different deployed strategies (RQ1), it is more difficult to firmly explicate the characters' values and define Austen's true ideas of matrimony (RQ2) because those are simply a matter of our interpretation. Therefore, this paper can possibly offer another scholastic reading of the novel, among many others.

5. Theoretical Framework

5.1 Compliance-Gaining Strategies

Gaining compliance of another person is one of the most common communication goals. Typically, compliance-gaining research explores choices people make about what to say when trying to persuade others to behave in predetermined ways. In line with this field of

research there have been numerous attempts in many areas of communication for example an organizational realm, the media, a cross-cultural aspect education and health (Lamude & Lichtenstein, 1985).

In particular, Marwell and Schmitt (1967) propose the sixteen compliance-gaining strategies as follows:

Strategies	Descriptions
1. Promise	(If you comply, I will reward you.) “You offer to increase Dick's allowance if he increases his studying.”
2. Threat	(If you do not comply I will punish you.) “You threaten to forbid Dick the use of the car if he does not increase his studying.”
3. Positive Expertise	(If you comply you will be rewarded because of “the nature of things.”) “You point out to Dick that if he gets good grades he will be able to get into a good college and get a good job.”
4. Negative Expertise	(If you do not comply you will be punished because of "the nature of things.") “You point out to Dick that if he does not get good grades he will not be able to get into a good college or get a good job.”
5. Liking	(Actor is friendly and helpful to get target in "good frame of mind" so that he will comply with request.) “You try to be as friendly and pleasant as possible to get Dick in the 'right frame of mind' before asking him to study.”
6. Pre-giving	(Actor rewards target before requesting compliance.) “You raise Dick's allowance and tell him you now expect him to study.”
7. Aversive Stimulation	(Actor continuously punishes target making cessation contingent on compliance.) “You forbid Dick the use of the car and tell him he will not be allowed to drive until he studies more.”
8. Debt	(You owe me compliance because of past favors.) “You point out that you have sacrificed and saved to pay for Dick's education and that he owes it to you to get good enough grades to get into a good college.”
9. Moral Appeal	(You are immoral if you do not comply.) “You tell Dick that it is morally wrong for anyone not to get as good grades as he can and that he should study more.”
10. Positive Self-Feeling	(You will feel better about yourself if you comply.) “You tell Dick he will feel proud if he gets himself to study more.”
11. Negative Self-Feeling	(You will feel worse about yourself if you do not comply.) “You tell Dick he will feel ashamed of himself if he gets bad grades.”
12. Positive Altercasting	(A person with "good" qualities would comply.) “You tell Dick that since he is a mature and intelligent boy he naturally will want to study more and get good grades.”
13. Negative Altercasting	(Only a person with "bad" qualities would not comply.) “You tell Dick that only someone very childish does not study as he should.”

14. Altruism	(I need your compliance very badly, so do it for me.) “You tell Dick that you really want very badly for him to get into a good college and that you wish he would study more as a personal favor to you.”
15. Positive Esteem	(People you value will think better of you if you comply.) “You tell Dick that the whole family will be very proud of him if he gets good grades.”
16. Negative Esteem	(People you value will think worse of you if you do not comply.) “You tell Dick that the whole family will be very disappointed (in him) if he gets poor grades.”

Marwell and Schmitt use an exchange-theory approach as the basis for this compliance-gaining model. A person will comply in exchange for something else offered by the other person. This approach is based on the assumption that people act to gain something from others in exchange for something else. This model is therefore power oriented. It implies the idea that you can gain compliance if you have enough power in terms of resources and can provide something they want (Littlejohn & Foss, 2008).

5.2 Resistance Strategies

In line with compliance-gaining techniques, resistance strategies have also been explored. Jacks and Cameron (2003) compile the variety of strategies individuals may use to resist persuasion from the persuasion literature. They postulate the following seven types of responses that have been posited as strategies for resisting attitude change:

Strategies	Descriptions
1. Counterarguing	The direct rebuttal of message arguments (Abelson, 1959; Buller, 1986).
2. Attitude bolstering	Support arguing—that is, generating thoughts in favor of one’s original attitude without directly refuting message arguments.
3. Social validation	Resisting the message by bringing to mind the important others who share one’s original attitude (Festinger, 1950, 1954).
4. Source derogation	A resistance strategy that involves insulting the source, dismissing his or her expertise or trustworthiness, or otherwise rejecting his or her validity as a source of information (Buller, 1986)
5. Negative affect	Responding to the persuasion attempt by getting angry, irritated or otherwise upset (Abelson and Miller 1967)
6. Selective exposure	Resisting persuasion by leaving the situation or actively tuning out the persuasive message (Brock & Balloun, 1967; Kleinhesselink & Edwards, 1975).
7. Assertions of confidence	Explicitly asserting that nothing or no one could ever change one’s opinion.

In using the two theories of compliance-gaining and resistance strategies, we hope to better understand the mechanisms of the personal or social values that influence the characters’ persuasion or resistance.

6. Results and Discussion

The three dialogues involving marriage proposals in *Pride and Prejudice* have been examined and categorised in accordance with the compliance-gaining and resistance strategies.

6.1 The Characters' Strategies

A. Mr. Collins and Elizabeth

The first proposal was offered to Elizabeth Bennet, the second daughter of the five Bennet sisters, by Mr. Collins, a pompous clergyman who was going to inherit Mr. Bennet's property. According to Marwell and Schmitt's compliance-gaining strategies, Mr. Collins' strategies can be categorised as follows:

Mr. Collin's proposal

Compliance Gaining-Strategy	Statement
Liking	"Believe me, my dear Miss Elizabeth, that your modesty, so far from doing you any disservice, rather adds to your other perfections."
Positive Esteem	"You would have been less amiable in my eyes had there <i>not</i> been this little unwillingness; but allow me to assure you, that I have your respected mother's permission for this address."
Moral appeal	"...first, that I think it a right thing for every clergyman in easy circumstances (like myself) to set the example of matrimony in his parish;..."
Altruism	"...secondly, that I am convinced it will add very greatly to my happiness..."
Positive Esteem	"...and thirdly -- which perhaps I ought to have mentioned earlier, that it is the particular advice and recommendation of the very noble lady whom I have the honour of calling patroness."
Altruism	"But the fact is, that being, as I am, to inherit this estate after the death of your honoured father (who, however, may live many years longer), I could not satisfy myself without resolving to chuse a wife from among his daughters,..."
Promise	"but I cannot imagine that her ladyship would at all disapprove of you. And you may be certain that when I have the honour of seeing her again, I shall speak in the highest terms of your modesty, economy, and other amiable qualifications."
Promise	"It does not appear to me that my hand is unworthy your acceptance, or that the establishment I can offer would be any other than highly desirable. My situation in life, my connections with the family of De Bourgh, and my relationship to your own, are circumstances highly in my favour;"
Threat	"...and you should take it into farther consideration that, in spite of your manifold attractions, it is by no means certain that another offer of marriage may ever be made you. Your portion is unhappily so small, that it will in all likelihood undo the effects of your loveliness and amiable qualifications."
Threat	"... when sanctioned by the express authority of both your excellent parents, my proposals will not fail of being acceptable."

Employing resistance strategies to analyse Elizabeth’s verbal and nonverbal responses, her resistance strategies can be sorted as below:

Elizabeth’s refusal

Resistance Strategies	Statement
Counterarguing	“I do assure you that I am not one of those young ladies (if such young ladies there are) who are so daring as to risk their happiness on the chance of being asked a second time.”
Assertions of Confidence	“I am perfectly serious in my refusal.”
Counterarguing	“You could not make <i>me</i> happy, and I am convinced that I am the last woman in the world who would make <i>you</i> so. Nay, were your friend Lady Catherine to know me, I am persuaded she would find me in every respect ill qualified for the situation.”
Assertions of Confidence	“I thank you again and again for the honour you have done me in your proposals, but to accept them is absolutely impossible. My feelings in every respect forbid it. Can I speak plainer? Do not consider me now as an elegant female, intending to plague you, but as a rational creature, speaking the truth from her heart.”
Counterarguing	“In making me the offer, you must have satisfied the delicacy of your feelings with regard to my family, and may take possession of Longbourn estate whenever it falls, without any self-reproach. This matter may be considered, therefore, as finally settled.”
Selective Exposure	To such perseverance in wilful self-deception Elizabeth would make no reply, and immediately and in silence withdrew; determined, if he persisted in considering her repeated refusals as flattering encouragement...

From the data in the two tables, Mr. Collins initiated his marriage proposal with the liking strategy. He tried to impress Elizabeth by admiring her, pointing out her modesty as one of her other perfections. After that, positive esteem was applied. He asserted that Mrs. Bennet, Elizabeth’s mother, had already approved his decision to propose to Elizabeth. It signifies Mrs. Bennet would be happy for her if she agreed to his proposal.

However, Elizabeth was not moved by Mr. Collins’ strategies. Instead of being flattered by the compliment and his verbal expression of affection for her, she almost laughed. Elizabeth did not believe that Mr. Collins was overwhelmed with his passionate love for her as he stated. This can be seen as “distrust” one of the four faces of resistance as Knowles and Linn (2004) elaborate that distrust occurs when people become guarded when faced with a proposal or offer.

Self-conceitedly ignoring Elizabeth’s reaction, Mr. Collins continued his proposal through the strategy of moral appeal. He posited that marrying him was a right option as they would set the good example for town people. Mr. Collins as a clergyman believed that he and his future wife would help illustrate how to be a good couple in the Christian context.

Furthermore, Mr. Collins used altruism by directly stating that this marriage would make him happy. It is implied he was asking Elizabeth to help him as a favor. The altruism strategy was immediately followed by positive esteem. Mr. Collins cited Lady Catherine De Bourgh, his patroness, as a way to persuade Elizabeth to marry him. This noble lady recommended him to get a wife and would appreciate his marriage with Elizabeth. Then the altruism strategy was employed again. Mr. Collins postulated that marrying Elizabeth would help satisfy his need to relieve his uneasiness as he was going to inherit Mr. Bennet's house after his death. In Austen's time, women could not inherit or own anything. As Mr. Bennet had only daughters, his other male relative, Mr. Collins, would be the one to inherit his property.

In response to Mr. Collins' persuasive strategies, Elizabeth employed the resistance strategy. First of all, she just thanked him for the compliment and simply turned down the proposal. After realizing that Mr. Collins misunderstood she was playing coy and actually secretly accepting his proposal, Elizabeth used counterarguing, one of the resistance strategies. Counterarguing involves direct rebuttal of message arguments. To counter Mr. Collins' belief that she was like most young ladies who typically acted coy when faced with the proposal, Elizabeth told Mr. Collins that if she was really going to accept the proposal, she would not dare to refuse him because she could not be certain of the chance of being asked a second time. After that, Elizabeth turned to assertions of confidence which involves explicitly asserting that nothing or no one could ever change one's opinion. Using this strategy, Elizabeth insisted that her refusal should be taken literally and seriously. In addition, through the use of counterarguing, addressing the argument Mr. Collins used to persuade her that a marriage with her would bring him happiness, she counterargued that she could not make him happy. Similarly, for the point of Lady Catherine's recommendation, Elizabeth persisted that the lady would find her ill qualified for his wife.

Mr. Collins then counterargued that Lady Catherine would not disapprove of Elizabeth. Moreover, using the promise strategy he offered to convince the lady of Elizabeth's modesty, economy, and other agreeable qualifications.

After that, through the use of counterarguing strategy, referring to Mr. Collins's argument that marrying Elizabeth would help relieve his feeling uneasy because he was going to inherit her house, Elizabeth pointed out just only the fact that Mr. Collins made a proposal to her should help him feel better with regard to her family and after her father's death he may take possession of Longbourn estate, her family's house, without any self-reproach. It therefore was not necessary that the proposal be fulfilled.

Despite facing Elizabeth's firmly repeated refusals, Mr. Collins still considered her negative reactions as her encouragement. He cited the reasons why he was certain that Elizabeth would not refuse him. Through these reasons, Mr. Collins made use of the promise and threat strategies. Firstly, he referred to the benefits that would belong to Elizabeth if she yielded to his persuasion. She would be able to enjoy a desirable life accompanied with his property and connections. Then, immediately Mr. Collins used threat, maintaining that it was very unlikely that she would be offered another marriage proposal despite her amiable qualifications because she had no substantial property or wealth.

Again Elizabeth resisted the persuasion through assertions of confidence. With the purpose to make her intention to refuse the proposal clear, she stated it was "absolutely impossible" to convince her of the marriage with him as it was against her feeling.

Finally, seeing Elizabeth still insisted her solid refusal, Mr. Collins resorted to the threat strategy again by stating if he asked her parents to pressure her, his proposals would not fail. Through this statement, Mr. Collins threatened to employ her parents' authority over their daughter. If Elizabeth did not yield obediently, she would be forced to anyway by her parents.

For Elizabeth's part, to respond to Mr. Collins' self-deception and persistence in considering her repeated refusals as flattering encouragement, Elizabeth chose to use selective exposure. She just ignored him, giving him no response.

B. Mr. Darcy and Elizabeth

The second proposal was offered to Elizabeth by Fitzwilliam Darcy or Mr. Darcy, a wealthy gentleman and the master of Pemberley. His proposal can be seen as the turning point of *Pride and Prejudice*. Employing the compliance-gaining theory, Mr. Darcy's strategies can be classified as shown in the table:

Mr. Darcy's first proposal

Compliance-Gaining Strategy	Statement
Liking	"In vain have I struggled. It will not do. My feelings will not be repressed. You must allow me to tell you how ardently I admire and love you."

Responding to Mr. Darcy's proposal, Elizabeth employed a variety of resistance strategies as below:

Elizabeth's refusal

Resistance Strategies	Statement
Counterarguing	"I have never desired your good opinion, and you have certainly bestowed it most unwillingly... The feelings which, you tell me, have long prevented the acknowledgment of your regard, can have little difficulty in overcoming it after this explanation."
Counterarguing	"I might as well enquire,...why, with so evident a design of offending and insulting me, you chose to tell me that you liked me against your will, against your reason, and even against your character? Was not this some excuse for incivility, if I <i>was</i> uncivil?"
Source Derogation	"Had not my own feelings decided against you, had they been indifferent, or had they even been favourable, do you think that any consideration would tempt me to accept the man, who has been the means of ruining, perhaps for ever, the happiness of a most beloved sister?"
Source Derogation	"I have every reason in the world to think ill of you. No motive can excuse the unjust and ungenerous part you acted <i>there</i> ."
Source Derogation	"But it is not merely this affair," she continued, "on which my dislike is founded. Long before it had taken place, my opinion of you was decided. Your character was unfolded in the recital which I received many months ago from Mr. Wickham."

Assertions of Confidence	“You could not have made me the offer of your hand in any possible way that would have tempted me to accept it.”
Source Derogation	“From the very beginning, from the first moment I may almost say, of my acquaintance with you, your manners, impressing me with the fullest belief of your arrogance, your conceit, and of disapprobation, on which succeeding events have built so immovable a dislike; and I had not known you a month before I felt that you were the last man in the world whom I could ever be prevailed on to marry.”
Attitude Bolstering	It was gratifying to have inspired unconsciously so strong an affection. But his pride, his abominable pride, his shameless avowal of what he had done with respect to Jane, his unpardonable assurance in acknowledging, though he could not justify it, and the unfeeling manner in which he had mentioned Mr. Wickham, his cruelty towards whom he had not attempted to deny, soon overcame the pity which the consideration of his attachment had for a moment excited.

Mr. Darcy began his proposal with “liking”, expressing his love for Elizabeth. Moreover, he pointed out because of her social inferiority he had tried to suppress his feeling but his love for her was too strong. Then, he asked her to accept his hand.

Infuriated by his feeling of her social inferiority, Elizabeth used counterarguing. She stated that she had never desired him to admire or love her and as he maintained that he had tried to suppress his feeling he should have little difficulty in overcoming it.

Asked for the reasons of her refusal, she again used counterarguing, asking back why he insulted her by telling her that he loved her against his will, against his reason, and even against his character. She claimed this could be an excuse for incivility of bluntly refusing him. Then, source derogation was used. Elizabeth attacked Mr. Darcy’s trustworthiness and credibility, blaming him for his intervention that deprived her beloved sister, Jane, a chance of getting married with Mr. Bingley. She argued that there was no way for her to accept his hand as he destroyed her sister’s happiness. Afterwards, again using source derogation she posited that she had every reason in the world to hate him.

After Mr. Darcy accepted that he separated Mr. Bingley, his friend, from her sister, Elizabeth continued the strategy of source derogation. She allegedly attacked Mr. Darcy for his role in disinheriting Wickham.

Seeing Mr. Darcy still insisted his attitudes and actions were natural and just, Elizabeth became angry and used the strategy of assertions of confidence saying that there was no possible way to make her yield to his proposal. Then, again source derogation was used. She stated that from the very beginning, he was marked by his arrogance and conceit which developed her dislike for him.

After that, pondering over the situation, Elizabeth used “attitude bolstering” to support her decision to refuse Mr. Darcy’s proposal. At first, she was flattered by his strong affection for her but afterwards she came up with good reasons to refuse him. She convinced herself of his appalling character, thinking of his pride, his role in destroying her sister’s happiness and his alleged cruelty towards Mr. Wickham.

However, after Elizabeth read Mr. Darcy's letter clarifying himself, she began to reevaluate her feelings towards Darcy. In the letter, he claimed that he urged Bingley to distance himself from Jane because he thought their romance was not serious. As for Wickham, he was a liar who attempted to elope with his young sister, Georgiana Darcy. Moreover, Elizabeth learnt that Mr. Darcy had secretly helped pay Wickham to marry her younger sister, Lydia, who had eloped with him. This leads to Mr. Darcy's second proposal:

C. Mr. Darcy's second proposal

Compliance-Gaining Strategy	Statement
Pregiving	"If you <i>will</i> thank me,... let it be for yourself alone. That the wish of giving happiness to you might add force to the other inducements which led me on, I shall not attempt to deny. But your <i>family</i> owe me nothing. Much as I respect them, I believe I thought only of <i>you</i> ."
Liking	" <i>My affections and wishes are unchanged</i> "

We can see that pregiving could change Elizabeth's attitude regarding his character. When Elizabeth expressed her gratitude for his helping her younger sister, Mr. Darcy told her, he did this for her. This can be seen as pregiving as something was given before the second proposal would be made. Apparently, Elizabeth had already formed a good opinion towards him even before he asked her to marry him for the second time. Therefore, when he used "liking" telling her that his love and wishes to marry did not change, she tenderly accepted his proposal. No resistance strategy was therefore used in this interaction.

6.2 The Implications of the Characters' Social Values

To recapitulate, through Mr. Collins's and Mr. Darcy's compliance gaining strategies and Elizabeth's resistance strategies, their characters, the values they hold and the ideological implication are simultaneously revealed.

Through Mr. Collins' use of altruism (two times), we can learn more about his character. Despite trying to show otherwise, obviously Mr. Collins thought only of himself. Altruism is the strategy we use to persuade others to yield to our request just for our own sake. Mr. Collins just proposed to Elizabeth in order to avoid a self-reproach; his claim that his marriage with her will add to his happiness also reflects his self-centeredness.

Moreover, Mr. Collins representing the social values at that time mostly alludes to the external factors and the material world implying the values of the Victorian era as a way to persuade Elizabeth. His use of positive esteem shows that he paid a lot of attention to other people's opinions. Positive esteem is used to convey that people you value will think better of you if you comply. By citing Mrs. Bennet's approval and Lady Catherine's recommendation, he believed that it would influence Elizabeth to yield easily. Through moral appeal, promise and threat, Mr. Collins's held beliefs and simultaneously the society's values are uncovered. For moral appeal, to be good Christians was an important thing. For promise, what Mr. Collins offered was regarding such material and superficial matters as connections and a comfortable life. For threat, he threatened Elizabeth through parental pressure and the risk of not having a chance to get married. It signifies women at that time could not really make their own decision in terms of marriage. Such external factors as parents' opinions and a material aspect were of great importance.

Through Elizabeth's use of resistance strategies, we also learn more about her character and the social values. Reacting to Mr. Collins' persuasion, she mostly employed counterarguing and assertions of confidence in order to make her refusal clear. Counterarguing was used to refute Mr. Collins' reason why she should not marry him point by point. The reasons he cited were not convincing for her she could firmly argue back. This implies there is a value clash between Mr. Collins and Elizabeth. Mr. Collins values what is outside, the material reality, whereas Elizabeth values what is inside, the feeling and sincerity. His various compliance-gaining strategies do not work because his held values are against Elizabeth's. It turns out she does not care about what he values and simultaneously what he used as a reason to persuade her such as other people's opinion, a connection with a noble lady and wealth. The liking strategy was also ineffective as Elizabeth realized he was not sincere and did not really love her. When Mr. Collins persisted considering Elizabeth's refusal as her modest encouragement. He could not comprehend that what he offered to give her was not what she cared about. When she believed it was useless to convince of her refusal, she turned to use selective exposure, choosing to ignore him and being determined not to yield.

For Mr. Darcy's first proposal, he was not much different from Mr. Collins in terms of caring much about social status. Although he used the liking strategy in the beginning, he could not help pointing out her social inferiority. Responding to Mr. Darcy's first proposal, Elizabeth mostly used counterarguing and source derogation. Again, Elizabeth's wittiness was shown when she effectively argued back. However, differently from the strategies used to resist Mr. Collins's persuasion, source derogation was used to attack Mr. Darcy. Elizabeth placed an emphasis on his destroying her elder sister's happiness and disinheriting Wickham. Infuriated by his contempt for her family and his involvement in destroying the happiness of people she was fond of, Elizabeth rejected him bluntly with assertions of confidence. Even after the situation, she used attitude bolstering, trying to come up with the evidence to justify her decision.

However, after pre-giving was used, Elizabeth had formed a new attitude towards him, being moved by his secret help and feeling very grateful. Then, when proposed by Mr. Darcy for the second time, she did not resist it anymore.

Not only for the resistance strategies used, the absence of some strategies also communicates ideological significance. Elizabeth with a passive role being asked to give her hand had to resist through arguing back point by point. Obviously, social validation, which involves resisting the message using the important others who share one's original attitude, was not used because what Elizabeth was doing went against the social expectation. From a traditional perspective, it was logical for a young woman with no fortune to marry a man who could help support her financially.

Interestingly, the way Mr. Collins and Mr. Darcy employed compliance-gaining strategies can for some extent communicate the play of patriarchal power over women. Wheelless, Barraclough and Stewart (1983) classify the compliance-gaining schemes according to the kinds of power employed by communicators when attempting to gain the compliance of another individual. From the compliance-gaining strategies, there are three types of power. The first one is the ability to manipulate the consequences. It can lead people to use such strategies as promises and threats. It reflects the communicators' power to affect another person's expectations and consequences. In the novel, the use of promise and threat strategies

demonstrates the two male characters had the social and financial power to offer Elizabeth something they expected she wanted. The second type of power is the ability to determine one's relational position with the other person. With such power, communicators may use the strategies such as liking and positive or negative esteem. Both Mr. Collins and Mr. Darcy used liking as a beginning for their proposal. The third category of power is the ability to define values or obligations. A communicator has the credibility to tell the other what is right and wrong for the other person to comply by behaving in accordance with this standard. Mr. Collins's use of moral appeal involves this kind of power. With these three kinds of power to make use of a variety of compliance-gaining strategies, Mr. Collins and Mr. Darcy had no doubt of a favorable answer. However, against the social expectation, Elizabeth turned down the two prospective proposals as her held belief, true feeling rather than material wealth, did not conform to the mainstream values. This could be interpreted as Austen's proposition of a true, idealistic notion of proper marriage where love should take precedence over financial or status gain.

On the one hand, the use of compliance-gaining strategies the male characters in the novel relied on signifies the passive role of women, waiting to be persuaded or waiting to be offered by men with social and financial power to respond to their need. The use of resistance strategies, on the other hand, reveals Elizabeth's rebellious sprits challenging the social norms. Although marriage at time was largely about the social status and material need, Elizabeth could successfully get married because of love, being true to her own feeling.

7. Conclusion

As illustrated in this paper, marriage is a very significant factor of women's security. While the social and legal obligations during the Victorian era did not leave much choice for women, Austen created her female protagonist, Elizabeth Bennet, to be different. Her determination to marry for love separates her from the rest of the characters and her social settings. Mr. Collins gives reasons for his marriage based on his own personal happiness, his patroness's recommendation and his clerical duty, Mr. Darcy's first proposal, despite being offered out of love, carries with it his biases towards Elizabeth's inferior background; therefore, Elizabeth rejects both offers. Only when Mr. Darcy prioritises his love for her, does she accept his hand in the conjugal union. Interestingly, the analysis of the dialogues based on the theoretical framework could effectively point out ways in which the characters express their beliefs and values that they uphold.

Furthermore, the voice and desire of Austen, being a female writer of the late 18th century where women did not have much influence in the British society, could be heard and perceived through the character of Elizabeth. When the male counterparts exercise their power and dominance over Elizabeth, she resists their attempt and only surrenders herself when she has an equal share of love and happiness in the marriage. This is what we believe as in what Austen's true definition of marriage is: love.

8. Recommendations for Future Research

Other instances in *Pride and Prejudice* are worth further investigations of compliance-gaining and resistance. As this paper focuses on the interaction between the male characters and Elizabeth, possible future analyses can cover interactions among female characters such as those between Mrs. Bennet and Elizabeth and Lady Catherine de Bourgh and Elizabeth.

The analysis will certainly shed light onto the characters and the social context in which they live.

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Appendix A: Three marriage proposals

A. Mr. Collins and Elizabeth (Chapter 19)

"Believe me, my dear Miss Elizabeth, that your modesty, so far from doing you any disservice, rather adds to your other perfections. You would have been less amiable in my eyes had there not been this little unwillingness; but allow me to assure you, that I have your respected mother's permission for this address. You can hardly doubt the purport of my discourse, however your natural delicacy may lead you to dissemble; my attentions have been too marked to be mistaken. Almost as soon as I entered the house, I singled you out as the companion of my future life. But before I am run away with by my feelings on this subject, perhaps it would be advisable for me to state my reasons for marrying—and, moreover, for coming into Hertfordshire with the design of selecting a wife, as I certainly did."

"My reasons for marrying are, first, that I think it a right thing for every clergyman in easy circumstances (like myself) to set the example of matrimony in his parish; secondly, that I am convinced that it will add very greatly to my happiness; and thirdly—which perhaps I ought to have mentioned earlier, that it is the particular advice and recommendation of the very noble lady whom I have the honour of calling patroness. Twice has she condescended to give me her opinion (unasked too!) on this subject; and it was but the very Saturday night before I left Hunsford—between our pools at quadrille, while Mrs. Jenkinson was arranging Miss de Bourgh's footstool, that she said, 'Mr. Collins, you must marry. A clergyman like you must marry. Choose properly, choose a gentlewoman for my sake; and for your own, let her be an active, useful sort of person, not brought up high, but able to make a small income go a good way. This is my advice. Find such a woman as soon as you can, bring her to Hunsford, and I

will visit her.' Allow me, by the way, to observe, my fair cousin, that I do not reckon the notice and kindness of Lady Catherine de Bourgh as among the least of the advantages in my power to offer. You will find her manners beyond anything I can describe; and your wit and vivacity, I think, must be acceptable to her, especially when tempered with the silence and respect which her rank will inevitably excite. Thus much for my general intention in favour of matrimony; it remains to be told why my views were directed towards Longbourn instead of my own neighbourhood, where I can assure you there are many amiable young women. But the fact is, that being, as I am, to inherit this estate after the death of your honoured father (who, however, may live many years longer), I could not satisfy myself without resolving to choose a wife from among his daughters, that the loss to them might be as little as possible, when the melancholy event takes place—which, however, as I have already said, may not be for several years. This has been my motive, my fair cousin, and I flatter myself it will not sink me in your esteem. And now nothing remains for me but to assure you in the most animated language of the violence of my affection. To fortune I am perfectly indifferent, and shall make no demand of that nature on your father, since I am well aware that it could not be complied with; and that one thousand pounds in the four per cents, which will not be yours till after your mother's decease, is all that you may ever be entitled to. On that head, therefore, I shall be uniformly silent; and you may assure yourself that no ungenerous reproach shall ever pass my lips when we are married."

"You are too hasty, sir," she cried. "You forget that I have made no answer. Let me do it without further loss of time. Accept my thanks for the compliment you are paying me. I am very sensible of the honour of your proposals, but it is impossible for me to do otherwise than to decline them."

"I am not now to learn," replied Mr. Collins, with a formal wave of the hand, "that it is usual with young ladies to reject the addresses of the man whom they secretly mean to accept, when he first applies for their favour; and that sometimes the refusal is repeated a second, or even a third time. I am therefore by no means discouraged by what you have just said, and shall hope to lead you to the altar ere long."

"Upon my word, sir," cried Elizabeth, "your hope is a rather extraordinary one after my declaration. I do assure you that I am not one of those young ladies (if such young ladies there are) who are so daring as to risk their happiness on the chance of being asked a second time. I am perfectly serious in my refusal. You could not make me happy, and I am convinced that I am the last woman in the world who could make you so. Nay, were your friend Lady Catherine to know me, I am persuaded she would find me in every respect ill qualified for the situation."

"Were it certain that Lady Catherine would think so," said Mr. Collins very gravely—"but I cannot imagine that her ladyship would at all disapprove of you. And you may be certain when I have the honour of seeing her again, I shall speak in the very highest terms of your modesty, economy, and other amiable qualification."

"Indeed, Mr. Collins, all praise of me will be unnecessary. You must give me leave to judge for myself, and pay me the compliment of believing what I say. I wish you very happy and very rich, and by refusing your hand, do all in my power to prevent your being otherwise. In making me the offer, you must have satisfied the delicacy of your feelings with regard to my family, and may take possession of Longbourn estate whenever it falls, without any self-

reproach. This matter may be considered, therefore, as finally settled." And rising as she thus spoke, she would have quitted the room, had Mr. Collins not thus addressed her:

"When I do myself the honour of speaking to you next on the subject, I shall hope to receive a more favourable answer than you have now given me; though I am far from accusing you of cruelty at present, because I know it to be the established custom of your sex to reject a man on the first application, and perhaps you have even now said as much to encourage my suit as would be consistent with the true delicacy of the female character."

"Really, Mr. Collins," cried Elizabeth with some warmth, "you puzzle me exceedingly. If what I have hitherto said can appear to you in the form of encouragement, I know not how to express my refusal in such a way as to convince you of its being one."

"You must give me leave to flatter myself, my dear cousin, that your refusal of my addresses is merely words of course. My reasons for believing it are briefly these: It does not appear to me that my hand is unworthy your acceptance, or that the establishment I can offer would be any other than highly desirable. My situation in life, my connections with the family of de Bourgh, and my relationship to your own, are circumstances highly in my favour; and you should take it into further consideration, that in spite of your manifold attractions, it is by no means certain that another offer of marriage may ever be made you. Your portion is unhappily so small that it will in all likelihood undo the effects of your loveliness and amiable qualifications. As I must therefore conclude that you are not serious in your rejection of me, I shall choose to attribute it to your wish of increasing my love by suspense, according to the usual practice of elegant females."

"I do assure you, sir, that I have no pretensions whatever to that kind of elegance which consists in tormenting a respectable man. I would rather be paid the compliment of being believed sincere. I thank you again and again for the honour you have done me in your proposals, but to accept them is absolutely impossible. My feelings in every respect forbid it. Can I speak plainer? Do not consider me now as an elegant female, intending to plague you, but as a rational creature, speaking the truth from her heart."

"You are uniformly charming!" cried he, with an air of awkward gallantry; "and I am persuaded that when sanctioned by the express authority of both your excellent parents, my proposals will not fail of being acceptable."

B. Mr. Darcy and Elizabeth (Chapter 34)

"In vain I have struggled. It will not do. My feelings will not be repressed. You must allow me to tell you how ardently I admire and love you."

"In such cases as this, it is, I believe, the established mode to express a sense of obligation for the sentiments avowed, however unequally they may be returned. It is natural that obligation should be felt, and if I could feel gratitude, I would now thank you. But I cannot—I have never desired your good opinion, and you have certainly bestowed it most unwillingly. I am sorry to have occasioned pain to anyone. It has been most unconsciously done, however, and I hope will be of short duration. The feelings which, you tell me, have long prevented the acknowledgment of your regard, can have little difficulty in overcoming it after this explanation."

"And this is all the reply which I am to have the honour of expecting! I might, perhaps, wish to be informed why, with so little endeavour at civility, I am thus rejected. But it is of small importance."

"I might as well inquire," replied she, "why with so evident a desire of offending and insulting me, you chose to tell me that you liked me against your will, against your reason, and even against your character? Was not this some excuse for incivility, if I was uncivil? But I have other provocations. You know I have. Had not my feelings decided against you—had they been indifferent, or had they even been favourable, do you think that any consideration would tempt me to accept the man who has been the means of ruining, perhaps for ever, the happiness of a most beloved sister?"

"I have every reason in the world to think ill of you. No motive can excuse the unjust and ungenerous part you acted there. You dare not, you cannot deny, that you have been the principal, if not the only means of dividing them from each other—of exposing one to the censure of the world for caprice and instability, and the other to its derision for disappointed hopes, and involving them both in misery of the acutest kind."

"Can you deny that you have done it?" she repeated.

With assumed tranquillity he then replied: "I have no wish of denying that I did everything in my power to separate my friend from your sister, or that I rejoice in my success. Towards him I have been kinder than towards myself."

"But it is not merely this affair," she continued, "on which my dislike is founded. Long before it had taken place my opinion of you was decided. Your character was unfolded in the recital which I received many months ago from Mr. Wickham. On this subject, what can you have to say? In what imaginary act of friendship can you here defend yourself? or under what misrepresentation can you here impose upon others?"

"You take an eager interest in that gentleman's concerns," said Darcy, in a less tranquil tone, and with a heightened colour.

"Who that knows what his misfortunes have been, can help feeling an interest in him?"

"His misfortunes!" repeated Darcy contemptuously; "yes, his misfortunes have been great indeed."

"And of your infliction," cried Elizabeth with energy. "You have reduced him to his present state of poverty—comparative poverty. You have withheld the advantages which you must know to have been designed for him. You have deprived the best years of his life of that independence which was no less his due than his desert. You have done all this! and yet you can treat the mention of his misfortune with contempt and ridicule."

"And this," cried Darcy, as he walked with quick steps across the room, "is your opinion of me! This is the estimation in which you hold me! I thank you for explaining it so fully. My faults, according to this calculation, are heavy indeed! But perhaps," added he, stopping in his walk, and turning towards her, "these offenses might have been overlooked, had not your pride been hurt by my honest confession of the scruples that had long prevented my forming

any serious design. These bitter accusations might have been suppressed, had I, with greater policy, concealed my struggles, and flattered you into the belief of my being impelled by unqualified, unalloyed inclination; by reason, by reflection, by everything. But disguise of every sort is my abhorrence. Nor am I ashamed of the feelings I related. They were natural and just. Could you expect me to rejoice in the inferiority of your connections?—to congratulate myself on the hope of relations, whose condition in life is so decidedly beneath my own?"

"You are mistaken, Mr. Darcy, if you suppose that the mode of your declaration affected me in any other way, than as it spared me the concern which I might have felt in refusing you, had you behaved in a more gentlemanlike manner."

"You could not have made the offer of your hand in any possible way that would have tempted me to accept it."

"From the very beginning—from the first moment, I may almost say—of my acquaintance with you, your manners, impressing me with the fullest belief of your arrogance, your conceit, and your selfish disdain of the feelings of others, were such as to form the groundwork of disapprobation on which succeeding events have built so immovable a dislike; and I had not known you a month before I felt that you were the last man in the world whom I could ever be prevailed on to marry."

"You have said quite enough, madam. I perfectly comprehend your feelings, and have now only to be ashamed of what my own have been. Forgive me for having taken up so much of your time, and accept my best wishes for your health and happiness."

C. Mr. Darcy and Elizabeth (Chapter 58)

"If you will thank me," he replied, "let it be for yourself alone. That the wish of giving happiness to you might add force to the other inducements which led me on, I shall not attempt to deny. But your family owe me nothing. Much as I respect them, I believe I thought only of you."

Elizabeth was too much embarrassed to say a word. After a short pause, her companion added, "You are too generous to trifle with me. If your feelings are still what they were last April, tell me so at once. My affections and wishes are unchanged, but one word from you will silence me on this subject for ever."