



**COMPARISON OF PERSUASIVE STRATEGIES USED
BY DEBATERS OF SENIOR HIGH SCHOOL STUDENTS AND
UNIVERSITY STUDENTS
(Final Round of ADC 2014 and JOVED 2014)**

a final project
submitted in partial fulfillment of the requirements
for the degree of *Sarjana Pendidikan*
in English

by

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**ENGLISH DEPARTMENT
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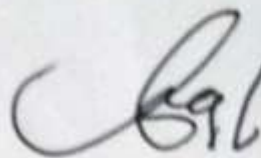
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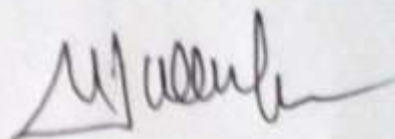
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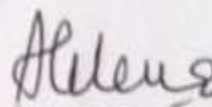
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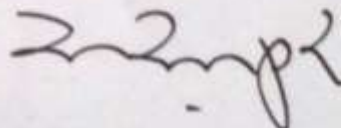
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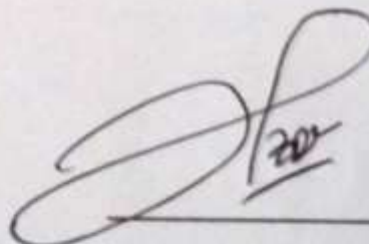
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DECLARATION OF ORIGINALITY

I Andarini Handayani hereby declare that this final project entitled *Comparison of Persuasive Strategies Used by Debaters of Senior High School Students and University Students (Final Round of ADC 2014 and JOVED 2014)* is my own work and has not been submitted in any form for another degree or diploma at any university or other institute of tertiary education. Information derived from the published and unpublished work of others has been acknowledged in the text and a list of references is given in the bibliography.

Semarang, Februari 2015



Andarini Handayani

MOTTO AND DEDICATION

Sesuatu yang tetap adalah perubahan

To
my cool father and thoughtful mother whose love always strengthens my will
my lovely older brother and sister
all my awesome teachers
all those who love me

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ABSTRACT

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Realizing that communication can be as a tool to persuade other people, improving communication to gain that purpose can be considered important for debaters especially. During this decade, debate competition has been developed by government and other institutions. Some precious debate competitions among students are ADC and JOVED. ADC (Australasian Debate Championship) represents High School debaters. JOVED (Java Overland Varsity English Debate) represents University students. This study is aimed at (1) identifying the type of persuasive strategies used by the debaters in the final round of ADC 2014 and JOVED 2014; (2) describing and comparing the persuasive strategies between debaters of ADC and JOVED. The data were taken by audiotaping the final round speeches, then, they were transcribed into written form. The transcripts were classified based on the persuasive strategies proposed by Hart (1983). Each of the data that has been classified is called SAU (Sub Argumentative Unit). The results of the study show differences in the form of type of persuasive strategies and its frequency usage. There were 13 out of 16 types of persuasive strategies that were used in ADC and JOVED final round 2014. The types that were used are Inclusion, Maximization, Minimization, Association, Disassociation, Simplification, Unification, Gradualism, Projection, Idealization, Legitimation, Self-Deprecating, and Apprehension. From all of strategies, debaters of ADC used 12 strategies; they are Inclusion, Maximization, Minimization, Association, Disassociation, Simplification, Gradualism, Projection, Idealization, Legitimation, Self Deprecating, and Apprehension. However, debaters of JOVED used only 10 types of persuasive strategies. Comparing to ADC, debaters of JOVED did not use Inclusion, Self-Deprecating and Apprehension. In the other hand, Unification was used by JOVED debaters but was not used by ADC debaters. Persuasive strategy that has the biggest magnitude in ADC is Projection while in JOVED is Minimization. There are 76 SAUs produced by debaters of ADC, and 128 SAUs produced by debaters of JOVED. Based on the results of research, it can be concluded that there is difference of persuasive strategies used by both level of debaters. Careful generalization has to be taken because this study only takes 2 sample of round.

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CHAPTER I

INTRODUCTION

This first chapter is committed to the discussion of the background knowledge about the topic being studied. This chapter presents the background of the current situation. Further discussion involves the reasons for choosing the topic, research problems, purposes of the study, significance of the study, and outline of the report.

1.1 Background of the Topic

Communication plays important role in human's life to convey message through social interaction. Recalling that communication is a basic of human interaction, it is admitted that people cannot be separated from communication to interact with each other. Ehninger et. al. (1978: 206) argues that people will never be able to avoid participating in society. They will naturally interact with others when they would like to convey feelings, ideas, and wants. These, basically, are the most essential functions of language in communication. The case of language, as one of the reflection of people's mind is particularly interesting because language plays essential role in thinking and human interaction. Meanwhile, people communicate to reach certain purposes. Burgoon and Ruffner (1978: 7) state that far too long people have equated effective communication with the ability to produce messages that would persuade, entertain or do variety of other things. It can be said that each person has its own mean in doing human interaction, for example to influence other people to agree upon their ideas. Thus,

communication can be as a tool to persuade other people in most occasions. Improving communication to gain those purposes can be considered important.

The importance of communication skills is true. For instance, performing public communication in front of audience is a basic skill needed by accountants and architects, stockbrokers and politician, lawyer and teacher, and even students. I believe as a student, we need to improve our performance in public communication, especially students who join debate competitions or clubs. They who participate in are considered to master public speaking skill in order to influence the adjudicators. Public speaking is a process, an act and an art of making a speech before an audience (Nikitina, 2011: 10). Debate can reflect the method of persuasive speech in order to persuade adjudicator to agree upon the case brought by the team. Suffice to say that debate covers all skills and strategies needed to influence adjudicators.

Nowadays, government and some schools are developing debate competitions for high and university level. During recent decade a lot of private or government institutions have tried to proliferate debate competitions because they contribute for improvement of student's public speaking skill.

Not only students need to comprehend the knowledge but also they should master outstanding public communication to influence and persuade the adjudicators. Recalling the important need of persuasion in debate, it is urgent for debaters to understand persuasive strategies and their usage in order to improve the quality of communication.

Based on that consideration, this study is done to give a comprehensive evaluation upon the use of various persuasive strategies.

1.2 Reasons for Choosing the Topic

Delivering the idea in debate is the most essential part to influence the adjudicators in order to win the round. As a matter of fact, the decision upon the winning and the losing team are made based on persuasive speech the debaters perform in front of the adjudicators. There are 2 main reasons of choosing the topic of the research.

(1) Based on my experiences, debate needs communication skill, especially persuasive strategies to convey the ideas.

(2) In order to give the best performance, the debaters' speeches need some further study to meet some criteria as a standard of good speech.

This research is expected to make the debaters in particular and second language learners in general to improve their speech quality during debate competition or other occasions.

1.3 Research Problems

Based on this consideration, there are two problems that can be formulated in this study. They are:

- (1) What type of persuasive strategies is used by the debaters in the Australasian Debate Championship (ADC) and Java Overland Varsity English Debate (JOVED) 2014?

- (2) What are the differences between persuasive strategies used by the debaters of ADC and the debaters of JOVED 2014?

1.4 Purposes of the Study

The study is intended to meet two purposes as follows:

- (1) to identify the type of persuasive strategies used by the debaters in the final round of Australasian Debate Championship (ADC) 2014 and Java Overland Varsity English Debate (JOVED) 2014;
- (2) to describe and compare the persuasive strategies between debaters of ADC and JOVED.

1.5 Significance of the Study

The final results of the study are expected to give theoretical, pedagogical and practical implication. Theoretically, the final results of the study will enrich and enhance the knowledge of debating. Debate nowadays has been inserted in the curriculum of some senior high schools and universities in Indonesia. Pedagogically, the result of this study will provide guidance and deeper insights on how to make a good or bad persuasive speech.

Meanwhile, the practical contribution which is aimed to the readers or students, particularly debaters is elaborated as follows:

- (1) to remind them about the importance of public speaking, especially debating;
- (2) to introduce some points of persuasive strategies;

- (3) to introduce some points criteria of what makes a good speech;
- (4) to bring about the issues concerning the English debate competition for senior high school and university students.

1.6 Outline of the Report

To present the results of the investigation of the study, the report is broken down as follows:

Chapter I provides an introduction carrying the basic core of the consideration for the entire study presented in the rest of the final project. It comprises the background of the study, reasons for choosing the topic, research problems, purposes of the study, the significance of the study, and eventually the outline of the report.

Chapter II is devoted to the review of related literature. It gives further explanations regarding the theories used to serve as the basis of analyzing the data in this study. It is divided into three main sections. The first section presents the previous studies in subjects related to this topic. This is then followed by review of the theoretical studies and is finally closed by theoretical framework.

Chapter III sets out the methods of investigation. It begins with a brief elaboration on the research design. Next, there are also reviews on data sources of the study and the technique of data collection. The procedure of the evaluation is suggested in the end of this chapter.

Chapter IV discusses the result of the evaluation. It suggests a complete description about the kinds of persuasive strategies made by the debaters and the

results of the assessment to know whether the arguments are persuasive or not. There is also the interpretation of the findings to answer the problem of the study, and some summaries of the findings in the forms of detailed explanation.

Chapter V offers the conclusions preserving the primary points from the result of the analysis while providing the substantial response to the problem brought up in the study. This session also includes some suggestions for the target readers, especially those who wish to propose some arguments and how to make them good arguments, and about several recommended actions that are certainly in line with the result of the study

CHAPTER II

REVIEW OF RELATED LITERATURE

In this chapter, an overview will be presented as an extension regarding the theories used to serve as the basis of analyzing the data in this study. The overview is divided into the following: review of the previous studies; review of the theoretical studies; and theoretical framework.

2.1 Review of the Previous Studies

Discussion by many writers and researches about persuasion and its analysis is not a new topic of research. Lee (2010), Professor of Department of Communication Studies from Cheongju University, designed the study to decode the persuasion strategies in the advertising targeted for children. He investigated Korean print media advertising for children from a semiotic perspective. Semiotic approach to “decoding advertising text” allows us to classify advertising sign and sign systems in relation to the way they are transmitted and communicated. The study reveals 7 most frequent employed expressive technique, 10 major types of persuasive appeals and premises, and the structure of ideology governing the sign and signification system in advertising targeted for children.

Another research was conducted by Pishghadam and Rasouli (2011) entitled A Cross-Linguistic Study of Persuasive Strategies used in Persian and English Languages. The study aimed to recast the issue of production of speech

act of persuasion in English and Persian languages. This study first attempts to analyze the types of persuasive strategies used in English and Persian. The participants' responses were analyzed and the influences of gender and culture on the speech act of persuasion were discussed. Results indicate some differences and similarities between Persian and English native speakers in employment of this speech act which provide some pedagogical solution to pragmatics difficulties of English language learners in classrooms and their miscommunications in general.

Krok (2009) also did research about the influence of persuasion which focus on cultic groups in the context of forewarning. To examine the impact of persuasive strategies, an experiment was conducted in which 212 full-time and part-time students were randomly assigned to one of two conditions—either warned or not warned of the group's identity, and to three kinds of strategies: existential, cultural-religious, and protective. The most negative effects occurred under the protective strategy, and the least negative effects under the existential strategy. Forewarning caused more negative cognitive processes and attitudes from students toward the message and speaker and decreased the speaker's persuasive impact.

Some researchers mentioned above conducted the research from various perspective and strategies while my analysis focuses on the classification of persuasion based on the identification of idea. The identification uses theory from Hart (1983) who had categorized the strategies into sixteen different types. Based

on the review above, I have found that my analysis in this final project is different with the previous studies.

2.2 Review of Theoretical Studies

There are about six materials which are presented in the review of theoretical studies. They are Actional Competence, Idea of Persuasion, Persuasive Strategies, The Philosophy of Debate, System of Debate, Australasian Debate Championship (ADC) and Java Overland Varsities English Debate (JOVED)

2.2.1 Actional Competence

Discussing on an oral interactional activity means that it talks about an oral communication between speakers and listeners. They interact each other to perform their ability in communication to create a communicative competence. To make it clear, it is important to elaborate the concept of communicative competence. Concerning the statements above, Celce-Murcia et al. (1995) propose five items of communicative competence, as follows,

- (1) Discourse Competence concerns the selection, sequencing, and arrangement of words, structures, sentences and utterances to achieve a unified spoken or written text.
- (2) Linguistic competence comprises the basic elements of communication: the sentence patterns and types, the constituent structure, the morphological inflections, and the lexical resources, as well as the phonological and orthographic systems needed to realize communication as speech or writing.

- (3) Sociocultural competence refers to the speakers' knowledge of how to express messages appropriately within the overall social cultural context of communication, in accordance with the pragmatic factors related to variation in language use.
- (4) Strategic competence is knowledge of communication strategies and how to use them.
- (5) Actional competence as a new competence which is defined as competence in conveying and understanding communicative intent, that is, matching actional intent with linguistic form based on the knowledge of an inventory of verbal schemata that carry illocutionary force (speech act and speech act sets).

To be a good speaker, it is really needed to comprehend those competences. However, for debaters, I will concern on actional competence because this competences is the most influencing competence in the adjudication process. Dealing with it, Celce Murcia et al. (1995) suggest there are two main components of actional competence domain namely:

- (a) Knowledge of language function covers seven areas such as interpersonal exchange, information, opinions, feelings, suasion, problems, and further scenarios.
- (b) Knowledge of speech act sets are referred to a speech act set, verbal exchange pattern, or speech event.

In order that the debaters can use language function in context well, they should be familiar with how individual speech acts are integrated into higher level of

communication system. In debate competition, debaters should do persuasion which is included in the suasion areas. Their competences in language function can be as a tool to win the round. Therefore, actional competence covers knowledge of how speech acts and language functions can be patterned and sequenced in real life situation.

Speech acts theory was primarily introduced by Austin, which has an enormous impact on linguistic philosophy, and the American; Searle, who had studied under Austin in Oxford. Both of them have great influence in speech acts theories. Searle (1969: 16) says about speech acts, 'More precisely, the production or issuance of a sentence token under certain conditions is a speech acts and speech acts (of certain kinds to be explained later) are the basic or minimal units of linguistics communication.

According to the speech acts theory (Austin 1962; Searle 1969) the performance of a speech act involves the performance of three types of act: an act of saying something, an act of doing something, an act of affecting someone (i.e., the listener). As a framework for investigating these different components, Searle in Sari (1988:25) adapted the following terminology from Austin.

(1) Locutionary Act. The act of simply uttering a sentence from a language; it is a description of what the speaker says. It is the act of using a referring expression (e.g., a noun phrase) and a predicating expression (e.g., a verb phrase or adjective). For example, if someone says: "My television is broken." the referring expression is broken.

(2) Illocutionary Act. This is what the speaker intends to do by uttering a sentence. Illocutionary acts would include stating, promising, apologizing, threatening, predicting, ordering, and requesting. For instance, if a mother says to her daughter: "Take your feet off the table." the illocutionary act is one of ordering. The intent associated with an illocutionary act is sometimes called the illocutionary force of utterance. Thus, in the previous example, we might say that illocutionary force of the mother's utterance is an order. Illocutionary acts, unlike locutionary acts, are at the very heart of our understanding of speech acts.

(3) Perlocutionary Act. This is the effect on the hearer of what the speaker says. Perlocutionary acts would include such effects as persuading, embarrassing, intimidating, boring, irritating, or inspiring the hearer. For example, if a husband says to his wife ten times in five minutes: "Hurry up, dear, we're going to be late for the party." The illocutionary act might be one of urging but the perlocutionary act is likely to be one of irritating. As with illocutionary acts, the effect associated with a perlocutionary act is sometimes referred to as the perlocutionary force of the utterance.

The speech act is a concept in linguistics and philosophy of language. It constitutes attempts by language users to perform specific actions, in particular interpersonal functions such as compliments, apologies, requests or complaints.

To speak in our daily life, we use language as the main means. We meet our family in our house, in our office, in our classroom, etc, we make use of language. Language itself contains many message-conveyed by the speaker to

determine understanding between speaker and listener(s). Then, the messages will be successfully understood and the aim of uttering is done well-whether the aim is asking information, apologizing, persuading and so on. This phenomena could appear if we use speech acts properly in our communication with other people surrounding us since speech acts, as we discussed above, are the basic units of linguistic communication.

2.2.2 Idea of Persuasion

We use persuasive language to convince others to agree with our facts, share our values, accept our argument and conclusion, and adopt our way of thinking. It is through persuasion we attempt to manifest and establish our intention towards people effectively. By comprehending the core of persuasion itself, people can recognize the essential concept underlying the idea and furthermore employ the strategies applicable to the situation encountered. The following discussions are presented to illuminate the idea.

Most of us do a certain amount of persuading every day, although we may not realize it or call it that. Persuasion is the process of creating, reinforcing, or changing people's beliefs or actions. The ability to speak and (and write) persuasively will benefit you in every part of your life, from personal relation to community activities to career aspirations. In a recent study, economists added up the number of people-lawyers, sales representatives, public relations specialists, counselors, administrators, and others-whose job depend largely on persuading people to adopt their point of view. (Lucas 2004:394)

Consequently, we can find some attempts that reflect the importance of influencing people with persuasion. For instance, a street vendor in town square presents the goodness of his/her products to the crowd and convinces the people to buy his/her merchandise. In a mall, a wife is trying to persuade her husband to

buy a luxurious dress she has been longing for. These illustrations are just a few examples of how we tend to influence and to persuade people. Indeed, they are part of our life. Effective lawyers, sales, teachers and even students in debate club and competition are able to go into basic processes that allow them to influence other people's beliefs and actions, at least in the theoretical and regulation level. It is by persuasion that we can communicate to influence people, to change attitudes or beliefs, to win friends, to gain corporation, to sell an idea or product in a worthwhile ways. (Bormann and Bormann 1981:239)

Persuasion is sometimes called a behavior changing act. The persuasive speech tends to influence the listeners' choices and to narrow audience response to the speaker. We will define persuasion as communication to influence choices.

In accordance with debaters here, it tends to be easy to find their persuasive intent since it can be said that in debate competition, a primary goal is to persuade adjudicators to agree upon the ideas.

2.2.3 Persuasive Strategies

Persuasion is attempt on the part of a speaker to get the listeners agreement towards some ideas. In the classroom context, persuasion can occur between students and teacher in many ways, such as a request. They are in students-students requests (equals), students-teacher (unequal). For example student A requests for borrowing pencil to student B, student A requests for leaving the class earlier to his teacher, or teacher requests his students to buy some pen in a market when teaching-learning process is occur. Related to the debate competition,

various ways are used to persuade the adjudicators by implementing some strategies.

The word strategy is quite often used in our daily lives. We indeed apply the word in many aspects for many purposes as well. Therefore, it is essential to provide an appropriate definition related with the discussion beforehand. Hart et. al. (1983) has defined to put it simple, a strategy is a way of doing things so that people can reach their goals. A strategy is also a way of doing things that has freely chosen from among several options. By and large, nobody chooses how to fall down the stairs, so we do not speak of a “strategy” for tripping. However, there may be many ways of inducing a professor to raise a grade. We contemplate the best strategy for reaching that exalted goal. In this case strategy is defined as a plan designed for a particular purpose (Hornby: 1995). The goal mainly is of course to influence and to persuade people.

The following table is the list of persuasive strategies suggested by Hart et. al. (1983:247-254), they are:

Table 2.1
Strategies for Persuasion (Aadopted from Hart et. al., 1983)

NO	TYPE	DEFINITION	EXAMPLE	COMMENTARY
1	Inclusion	The process of connecting the immediate audience’s attitudes, values, and goals to those of a prized reference group	“All the folks on the block are buying these battery-operated can openers.”	Particularly useful with listeners who possess a high need for social affiliation.

2	Maximization	The attempt to demonstrate graphically the superiority of the speakers proposal over that of competing prepositions	The Dale Carnegie course will bring you untold amounts of health, wealth and happiness	Particularly useful after alternatives to the speaker's proposal have been dealt with and dismissed.
3	Minimization	The process of deprecating the views of those opposing the speaker and/or slighting apparently detrimental aspects of the speaker's proposal	"If you want high gas bills, buy a Chrysler. Despite its initial cost, a Cadillac is your best buy in the long run."	A very necessary approach when there are obvious disadvantages to the speaker's proposal or when the listeners have been recently made aware of proposal opposed to that of the speaker.
4	Association	The method whereby the speaker shows relationship between himself or his proposal and belief that is positively valued by the	"If you like plump, fresh roasted peanut, as I do, you'll love Skippy peanut butter."	One of the most fundamental aspects of persuasion. Particularly valuable when an audience has a well-defined, highly contiguous

		listeners.		value system.
5	Disassociation	The process by which the speaker depicts the lack of relationship between herself (or her proposal) and beliefs that are negatively valued by the listeners.	“Like you good folk, I don’t want any Big-Brother-creeping-federal-bureaucracy here in the good old U.S. of A”	An obvious reversal of the association approach. Particularly helpful after a speaker has ‘reminded’ an audience of the things they dislike.
6	Simplification	The method whereby a speaker reduces the positive aspects of his proposal (or the negative aspect of his opponent’s proposal) to its lowest common denominator.	“When all is said and done, you can’t beat Joe’s Bar for having fun.”	Simplicity should of course, characterize any attempt to communicate efficiently. Simplification is particularly useful when a speaker desires to treat complex or detailed arguments in skeletal fashion or when a detailed examination of an issue would raise too many issues to be resolved during

				the speech.
7	Unification	An attempt to demonstrate graphically the underlying similarity among a series of otherwise unconnected elements.	“If you start to think about whose raising taxes, starting wars, spreading immorality, you’ll know for whom to vote.”	Especially helpful in campaign or movement persuasion when the issues, arguments, and evidence are numerous and complex.
8	Involvement	The actual of stimulated attempt to engage the audience directly in dialogue.	“Could I have a volunteer from the audience come up here and sample Dr. Ewbank’s Magic Elixir.”	While difficult strategy to employ in many public communication situations, involvement of an audience (or numbers if audience can do much to generate a sense of interaction between a speaker and her listeners.
9	Gradualism	A technique whereby a speaker argues that the acceptance of his or her	“Look Barbara, you’ve been going to school for 16 years now. What’s another two	Research has suggested that interpersonal conflict can be lowered by a gradual process of

		proposal does not necessitate radical restructuring of an audience's belief system.	years for a Master degree?"	concession making. When dealing with hostile audience, a speaker who asks for a series of moderate changes will probably avoid frightening the audience to death!
10	Overkill	The oftentimes subtle procedure which a speaker asks for far more attitude change than he or she can hope to get in order to at least obtain some concession from an audience.	"Mommy, can I have a lollipop, some ice cream, a jaw breaker, and some bubble gum... well.. at least give me a lollipop."	The reverse of gradualism, the overkill strategy takes advantage of the research findings that show that, in some cases, the more change you ask for, the more you are likely to get. Particularly useful in the beginning of persuasive movement since such a blatant approach tends to call attention to that movement (non-negotiable

				demands).
11	Projection	A common device whereby a speaker hypothesizes the outcomes of the audience's wrongly following the course of action he or she opposes and/or rightly embracing the proposal the speakers endorse.	“Just picture it- your own little retirement bungalow, away from the noise, the pollution, and the hustle and bustle of the city.”	A particularly save device to use when speaking before a hostile audience, where a detailed discussion could raise more issues than it could be resolved.
12	Elimination	The process by which a speaker successively sets aside alternative approaches to the solution he or she supports (often accompanied by minimizing strategies).	“Jones is too far left, Smith is too far right. How about a nice middle-of-the-roader like your candidate and mine, Mark Lane?”	Takes advantages of persuasion research that indicates that a two-sided approach is quite necessary when a hostile intelligent audience is being addressed.
13	Idealization	A kind of	“Of course, you	Research by

		<p>abstracting technique by which the speaker suggests that certain superordinate goals are more important than any disagreements the speaker and his or her listeners might harbor.</p>	<p>and I are of different religions. But that doesn't mean that we can't engage in ecumenical dialogue in order to better do our Christian duty.”</p>	<p>Sheriff has indicated that agreement on general ends can often obviate serious disagreements between persons of opposing viewpoints. Especially useful when a discussion of ends, not means, is relevant to the persuasive situation.</p>
14	Legitimation	<p>The tangible counterpart to the idealization strategy whereby a speaker argues that some person, documents, or institution demands the acceptance of the speaker's proposal.</p>	<p>“OK, so we disagree about busing. But, if I read the Constitution right, it guarantees all students, regardless of color, the right to a good education.”</p>	<p>Nye indicates that allegiance to a common institution or ideology can sometimes help to settle differences between conflicting factions. By appealing to a ‘sponsoring’ force external to the interaction, a speaker can</p>

				sometimes make the dispute at hand seem quite petty by comparison.
15	Self-deprecation	A frequent used persuasive strategy in which the speaker admits to certain inadequacies in order to build reciprocity between himself or herself and the listeners.	“Let’s talk frankly. Of course I haven’t always voted in the ways you would have liked me to. But I have followed my conscience and that’s why my job as your congressional representative.”	An especially effective device for use in hostile situations because the speaker can take the initiative by temporarily directing the audience’s attention to aspects of self that are irrelevant to the acceptance of the proposal but that will depict him or her as fair-minded.
16	Apprehension	Better known as the fear appeal approach, apprehension is a device whereby a speaker graphically illustrates a	“Our environment has become so polluted that medical researchers are known finding that some industrial	As mentioned previously, research has shown that fear-appeals are effective only to appoint, after which listeners regard the appeal

		threatening set of events or depicts the deleterious consequences of an audience's not following the speaker's advice.	pollutants are capable of producing skin cancers. “	as incredible or insulting. A modicum of apprehension is helpful in dramatizing a speaker's proposal, but listeners are unable to assimilate information under conditions of high anxiety.
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Researchers have been studying the fact of influence to say 'yes' to the request of others for over sixty years. It is no doubt that there is a science of how we are persuaded. When making a decision, people consider all of the available information in order to guide their thinking, but the reality is very often different. In the increasingly and overloaded life we live, we need shortcuts or rule of thumbs to guide the decision making. Cialdini's (1984) research has identified just six shortcuts that guide human behavior. Understanding these shortcuts and employing them in an ethical manner can significantly increase the chances that someone will be persuaded by our request. It is an old theory, but it is still relevant as a theory of persuasive. Even though there are some experts who proposed technique of persuasive, but Cialdini gave more complex definition and analysis which are packaged

into comprehensive explanation until practical level of action. Other experts define the technique in brief which needs further assessment to enrich the explanation. We also can find a lot of scholar of psychology, communication science and marketing department still learn this theory as an attempt to comprehend their skill in gaining people's acceptance. Moreover, many researchers still use Cialdini's theory to conduct research. Hence, I consider Cialdini's theory as my literary review.

According to Cialdini (1984), there are six basic techniques of persuasion which he called "six weapon of influence". These techniques are powerful because they can lead the people to make decisions without really thinking about what they are doing.

(1) Reciprocity

People are obliged to give back to others after behavior, gift or service that they have received first. It is human nature worldwide to respond to a gift by giving something in return. A simple and short explanation would be, before you ask or offer people for something, give or promise them something first.

E.g. Hare Khrisna gives airport travelers a flower or a book before asking for a donation.

(2) Commitment and consistency

People like to be consistent with the things they have previously said or done. Consistency is activated by looking for and asking for a commitment that can be made. Once people commit to something they

tend to continue behaving in ways that are consistent with that commitment.

E.g. People in beach tried to catch the thief of radio that has been entrusted to them previously.

(3) Social Proof

People will look to the actions of other behaviors to determine their own.

People often do or believe because other people around them are doing or believing it.

E.g. Hotel places small card at bathroom to persuade guest to reuse the towel. It will be more effective if it is mentioned that 75% of our guests reuse the towel for the sake of environment.

(4) Liking

People prefer to say 'yes' to those they like. There are three important factors that cause one person like another: (1) People who are similar to us; (2) people who pay us a compliment; (3) people who cooperate with us to reach certain goals. If we like a person, we attempt to believe and accept the ideas and advices. We often feel better taking the advice of someone we like than accepting the recommendation of someone we dislike.

E.g. Tupperware party is designed to invite friends, who have liked each other to come to the party in order to gain more customers.

(5) Authority

People will follow the lead of a credible knowledgeable expert in this social community. A lot of ways are recognized to show their authority. For instance, people will manipulate their appearance to influence others and moderator will read the curriculum vitae of the speaker in order to let audience acknowledge speaker's capability, so what he is saying is heard well.

E.g. It is able to persuade more the patients to comply with the recommended exercise program if they display the medical diplomas on the wall.

(6) Scarcity

People want more of those things they can have less because they assume that scarce are more valuable. It is not enough to tell people the benefits they will gain if they choose the products or services. It also needs to point out what is unique of the products and what they stand to lose. There are many occasions when buyers will compete for an apparently scarce item and drive the price up.

E.g. Real estate developer, who tries to sell a house to hesitant buyer, will occasionally call the buyer to inform that there is another buyer who has seen the house, liked that, and been scheduled to come back next day to talk about the contract.

2.2.4 The Philosophy of Debate

In the scholastic system of education of the middle ages, disputations offered a formalized method of debate designed to uncover and establish truths in

theology and in sciences. Although debating in various forms has a long history and can be traced back to the philosophical debates of Ancient Greece, modern forms of debating and the establishment of debating societies occurred during the age of enlightenment. According to Oxford Advanced Learner's Dictionary, debate is defined as formal argument or discussion of question, e.g. at a public meeting or in Parliament or Congress, with two or more opposing speakers, and often ending in a vote (Hornby 1995:299). While in Encyclopedia Americana, Braden (1997:573) wrote that debate is an argumentative process in which affirmative and negative advocates seek to gain a favorable decision on a formally stated preposition or 'motion'. The term debating most typically refers to formal arguments over proposed laws or policy within lawmaking bodies, and to formal high school or college activities in which two teams argue opposite position on stated issue. It is most typically conducted according to a set of procedure on a face-to-face basis.

Quinn (2005:1) has stated that everyone has debated and almost everyone has debated more recently than they think. Debating gives the chance to meet new people and new ideas. Best of all, it gives the opportunity to stand up and argue with someone in public, in a stimulating and organized dispute about real issues. Debate is not simply a form of expression. Rather, it is a form of persuasion. The debater hopes to change minds. He hopes that listeners will come to see things in his way. It can produce consensus, and a change understanding of what is right and best (IDEA, 1999: 1).

Debate is about persuasion. Debating is not only about rules. People are persuaded by various means: rational and irrational, logical and illogical. Persuasion may differ depending on cultural context and local customs (D'Cruz, 2003:3). Persuading people is changing people's opinion to agree with our opinion. In a simple way, debate is a discussion between two sides, in which the first side speaks for and the other against the issue, or vice versa.

2.2.5 System of Debate

There are three systems of debate; they are Australasian, Asian, and British Parliamentary System (Quinn: 2005). A kind of debate technique which is well known as a competitive debate firstly introduced to students is the Australasia Debate System. In Indonesia, Australasian Parliamentary System is used both for high school or university level's competition. Regarding this research, my concern is Australasian and Asian system debate as the system used in ADC and JOVED 2014.

Australasian and Asian debate is a form of academic debate. Australasian and Asian style debates consist of two teams who debate over an issue, more commonly called a topic or motion. The issue, by convention, is presented in the form of an affirmative statement beginning with "That", for example, "That cats are better than dogs," or "This House", for example, "This House would oblige same sex marriage." The subject of topics varies from region to region. Each team has three members, each of whom is named according to their team and speaking position within his/her team. The

difference is in the existence of Point of Information which is defined as an short interrupting from other side team during the main speech is delivered.

D’Cruz (2003:5) explains that in Australasian and Asian Parliamentary System, there are two teams in a match. The teams are positioned on the government (affirmative) side and on the opposition (negative) with some details as follows:

2.2.4.1 Duties of Speakers

Each team consists of three speakers. Each speaker speaks for seven minutes with a warning bell, to give them a little time to sum up and finish the speech.

Debate Student Association (1998:11) had tried to explain the duties of speakers. I tried to compile the table as illustrated below:

Table 2.2
Duties of Speakers by Debate Student Association

	AFFIRMATIVE	NEGATIVE
1 ST SPEAKER	<ol style="list-style-type: none"> 1. Introduction 2. Definition & interpretation 3. Team split 4. Arguments 5. Summary of own case 	<ol style="list-style-type: none"> 1. Introduction 2. Clarification (optional) 3. Team split 4. Arguments 5. Summary of own case
2 ND SPEAKER	<ol style="list-style-type: none"> 1. Rebuttal 2. Arguments 	<ol style="list-style-type: none"> 1. Rebuttal 2. Arguments

3RD SPEAKER	<ol style="list-style-type: none"> 1. Rebuttal 2. Summary of team case 3. Summary of case 	<ol style="list-style-type: none"> 1. Rebuttal 2. Summary of team case 3. Summary of case
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2.2.4.2 Order of Speakers

Participants speak in order, alternating sides. The affirmative team speaks first followed by first negative (Quinn, 2005:5). The following diagram shows the order of speakers.

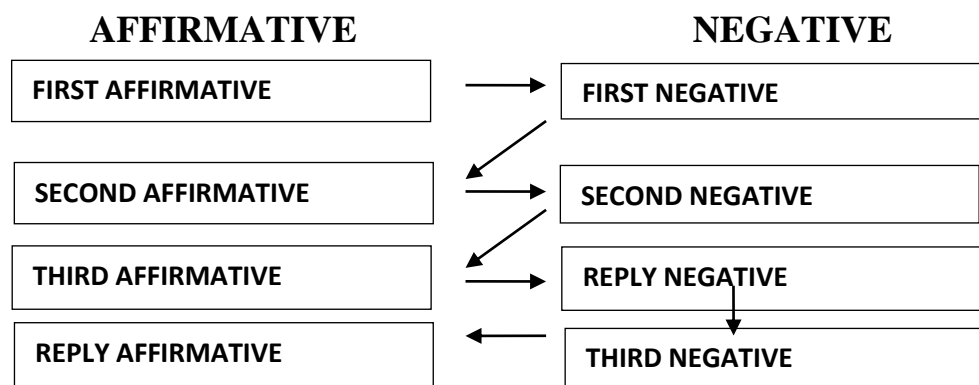


Figure 2.1
Order of Speakers (Quinn, 2005:5)

2.2.6 Terms in Debate

D'Cruz (2003: 12) states that there are some terms that exist in debate, they are as follows:

- (1) Sides

In each debate there are two sides, Affirmative and Negative. Each side will have four members. The Affirmative argues for the topic at hand (e.g. “Smoking in the public area should be banned”) and the Negative argues against the topic (e.g. “Smoking in the public area should not be banned”). Each side will give the same number and type of speeches.

(2) Adjudicator

The adjudicator adopts the role of an average reasonable person, who has the average reasonable person’s knowledge of the topic but who, unlike the average reasonable person, has expert knowledge of the rules of the debate. The adjudicator has three functions:

- a. to decide which team has won the debate;
- b. to provide an explanation of the reasons for the decision; and
- c. to provide constructive feedback to the debaters.

(3) Speech

An effectively structured speech will tend to have the following features:

- a. an interesting, which captures audiences’ attention and build rapport;
- b. a clear statement of the purpose and general direction of the speech;
- c. a logical sequence of ideas which is easy for the audience to follow;
- d. prioritized arguments with time allocated according to their strategic importance; and
- e. a conclusion or summary of the major points made in the speech.

A second aspect of a speaker's structure is the performance by each speaker of certain duties. A summary of these duties is set out in the table below:

Table 2.3
Summary of Speakers' Duty

SPEAKER	DUTY
First affirmative speaker	Define the topic – set out affirmative's interpretation of the topic – identify issues which will be in contention
	Present team structure – team line – team split
	Present arguments allocated to the first speaker
First negative speaker	Identify major areas of initial disagreement with the affirmative case – include any disagreement about the definition – rebut the major affirmative arguments
	Preset team structure – team line – team split
	Present arguments allocated to the first speaker
Second speakers	Identify the major areas of disagreement with the other team – include definitional issues which are still in contention – rebut major arguments
	Defend own case against rebuttal by previous speaker (s)
	Present arguments allocated to second speaker
Third speakers	Present an overview of the debate – identify the essential issues upon which teams disagree – rebut the important aspects of the opposing team's case – defend own team's case against attack – summarize own case

Both affirmative and the negative teams have their own task in a debate. The affirmative must define the motion and support it by giving constructive arguments. The *right to define* first and primary resides with the affirmative that is expected to propose a reasonable definition for the motion.

In contrast, the negative team side must oppose the motion and build a counter case against the government. In the event the negative side feels the definition is invalid, they may challenge the definition and propose an alternative definition.

To determine the winner in debate, the adjudicators use Victory Points (how many they won in the preliminaries), scores and margins (the difference of the score between the winner and the team which lost in round).

2.2.6 Australasian Debate Championship (ADC) and Java Overland Varsities English Debate (JOVED)

Australasian Debate Championship is an annual event held by English Debate Society (EDS) of Semarang State University. The participants of this event are from high school and vocational school students all around Central Java. The Australasian Debate Championship adopts the Australasian Parliamentary System.

The ADC is conducted in two phases; preliminary phase and elimination phase. The first is the selection phase, which employs true-power-matching system, for the whole participants to determine the top eight teams. After passing three rounds of debates, they will proceed to the elimination phase. The second is the phase to decide the winner of the debate. It comprises three rounds namely the

quarter final, the semifinal, and the grand final applying tournament-power-matching system.

This competition is considered as a famous debate competition among high school students in Central Java. Thus, it can be counted as an exact object of the research that represents high school debaters' ability.

In the university level, JOVED is recognized as a prestigious competition joined by many universities. It is the first parliamentary debate in university level in Indonesia. At first, it is named as All Java-Overland Intervarsity Debating Championships, and then it is changed to be JOVED. Starting from 1997, now JOVED had been conducted annually in many cities. There are two phases in JOVED, as ADC. Preliminary phase uses power-matching system which based on victory point, margin and score, while elimination phase uses knock-out system.

2.3 Theoretical Framework

In this study, I use some references to support my analysis on persuasive strategies used by debaters in ADC and JOVED 2014. According to Hart (1983) there are sixteen categorizations of persuasive strategies that can be used to analyze the debaters' speech. To analyze the data, I have to recognize the characteristics of speech in debate, they are:

- (1) It is a one-way speech which means the adjudicators do not give any feedback during the speech. It is also impossible for adjudicators as decision maker to do negotiation before speech performance.

- (2) Only speeches from the debater that influence the score. Background of achievement, power, and credibility of the debaters are not counted as a factor to be the winner.
- (3) Committee has prevented bias between adjudicators and the debaters by rechecking the conflict between them.

In dealing with the characteristic of speech in debate, I choose persuasive strategies proposed by Hart (1983) to analyze the data.

CHAPTER III

METHODS OF INVESTIGATION

In this part, I would like to write the method of this study. It consists of research design, the source of data, role of researcher, the technique of data collection, and the procedure of analysis.

3.1 Research Design

To reach the objective of this study, which is to identify, describe and compare the persuasive strategies used by debaters, I conducted qualitative descriptive study. The data are considered as qualitative data because they are in the form of words rather than numbers. Qualitative method uses inductive approach, which does not use the hypothesis to be answered and only solve the actual problems. According to Sutopo (1988:39), “Qualitative study employs the inductive analysis which does not mean to support or to reject the hypothesis, unlike in the quantitative study”. The data obtained were analyzed and then the analysis was formed descriptively. In addition, the data of qualitative study can also be analyzed through simple statistical analysis in the form of ratio.

Based on this fact, most of analyses were consequently done with words too, by describing, interpreting, and comparing. The data analysis is considered not in statistic data, since it is included into a description. Dabbs (1982) in Berg (1954) explains qualitative research as follows:

The notion of quality is essential to the nature of things. On the other hand, quantity is elementally an amount of something. Quality refers to what, how, when, and where of a thing-its essence and ambience. Qualitative research thus refers to the meanings, concepts, definitions, characteristics, metaphors, symbols, and descriptions of things. In contrast, quantitative research refers to counts and measures of things.

Qualitative research does not focus on numerals or statistics but it gives attention to how deep the researcher's knowledge is toward the interaction among concepts, which is being learnt.

According to Creswell (1994:145), qualitative research is descriptive when the researcher is interested in process, meaning, and understanding gained through words or pictures. Audiotape of debaters can be classified into qualitative data because it points to the meaning and descriptions of things, speeches of debaters. As Schwartz and Jacobs (1979) suggest, many of these elements are directly observable and as such may be viewed as objectives.

It can be concluded that the data involved in this research are displayed in the form of a stretch of words-again not numbers. Based on those grounds might be somewhat adequate to be the basis to use descriptive study in this research.

3.2 The Source of Data

I got some data from the audiotape of debate competition. The type of the data in this research is qualitative. The data will not focus on numerical statistical but more than on how it is described. There are two basic data involved in this study.

The first data is the audio of the final round of ADC and JOVED 2014. The data were obtained by audiotaping it in 2014. There was no particular requirement in order to be able to audiotape it. I only needed to ask for permission to audiotape it from the convener.

The second data is the transcript of the speeches in the final round of ADC and JOVED 2014. I transcribed only the six substantive speeches and excluded the reply speeches from both the affirmative and negative team. It is based on the reason that the reply speeches do not contain new ideas and merely involve repetition and conclusion from the arguments brought in the substantive speeches.

3.3 Role of the Researcher

The roles of the researcher in this study were as the data collector and data analyst. The researcher collected the data and then identified and analyzed the data to solve the problem. The strategy used in recording the speeches was unobtrusive participant observation in which the researcher acted as an audience member or non-performer. The concept of “natural” setting was also applied that is meant by Finnegan (1992:77) that the participants are unaware that a researcher is present. Taking note was done when it was necessary as for listing down the names of debaters, the duration of the speeches, and the like.

3.4 Technique of Data Collection

I took several steps in collecting data. First, I attended the debate competition both ADC and JOVED as an attempt to feel the exact situation. Then, I asked the convener's permission to record the speech, another one I just asked the audio from the committee. The data itself is in form of audio file of the six substantive speeches in the final round of ADC and JOVED 2014. Therefore, in this study, the raw data were collected by recording the whole speeches of the grand final debate. Visual performance such as gesture, eye contact, stance, or other body language was ignored since they are not relevant to the purpose of the study. Of course, these original raw data still required some further processes prior to the application of the whole series of analysis. As pointed out by Atkinson (1992) in Miles and Huberman (1994:9), data for analysis should be "writable" and "readable". For this reason, I had to make the speeches transcribed into a kind of verbal text.

The next process was transcribing the data into written words. This step was, somehow, time-consuming that it was not as simple as running on a tape audio recorder. It should come to accuracy: as Dorson (in Finnegan, 1992:196) puts it, the text "comes from the lips of a speaker or singer is set down with word for word exactness by collector." Certainly one should avoid trying to "correct" or "improve". Consequently, the result of a transcription from one to another will not be completely similar. Nevertheless, Finnegan

(1992: 196-197) prescribes about what should or should not appear in a transcription.

- (1) Leave out ‘uh’ and other hesitation phenomena including false starts and fill-ins like ‘you know’, or ‘I mean’.
- (2) Repair false starts and correctness (unless there, or an unusual pause, seem significant for content).
- (3) Omit interviewer responses like ‘I like’, ‘yeah’.
- (4) Use standard spellings, not dialect or pretend dialect.
- (5) Do not use ‘eye’ spelling (‘enuff’ for ‘enough’, ‘wuz’ for ‘was’).
- (6) Use punctuation as for formal written prose, without over-reliance on under lining or exclamation marks.
- (7) Subject to the provisos above, do not correct or interpret: put down what the speaker actually said, not what you thought he meant.

Ives in Finnegan (1992:197) illustrates how such a process of transcription is carried out in the example below. A ‘full’ transcription would be:

“J.I don’t know, I don’t know that I ever had a a tougher job a tougher job handed me. But the uh the uh two of us, him and me together, we - on that unjeezily job, all winter we was man and man about.”

Furthermore, Ives’ own suggestion represents the original grammar, word order, and idiosyncratic ‘unjeezily’:

“J.I don’t know that I ever had a tougher job handed me. But the two of us, him and me together on that unjeezily job, all winter we was man and man about.”

Transcribing the speeches from the debaters requires audio material especially the primary voice of the sources. In addition, I also need some additional instruments to facilitate further analysis. First, a set of computer which is equipped with the audio player program to play the audio file. Second, a form of documentary sheet used to jot the result of the frame coding. Finally, after many efforts, I succeeded in transforming the spoken data into 'freeze frame' of written data. The transcription is, thus, the secondary data, which is ready for further step of analysis.

3.5 Procedures of Analysis

The procedure of analysis gives a general picture of a set of actions in analysing the data. It involves the technique, unit of analysis, and steps of analysis.

3.5.1 Technique

The focus of such investigation is to put on the identification and the interpretation of the typical figures in the data set. These tasks, which consist of coding, classifying, and describing, are therefore accomplished by applying the content analysis which allows the researchers to examine written documents or transcriptions of the recorded verbal communications. Broadly defined, however, content analysis is any technique for making inferences by systematic and objective identifying special characteristics of messages" (Holsti in Berg, 1989: 106). The data analysis was done after all the data had been collected. Based on the kind

of persuasive strategies, the data were then examined to decide the debaters' persuasive strategies comply with. This analysis, according to Miles and Huberman (1994: 10) includes: (1) data reduction, (2) data display, (3) conclusion drawing verification.

3.5.2 Unit of Analysis

To identify the persuasive strategies, a construction to enable the identification should be made based on the available data. The available transcripts completely were served with punctuation that marked sentences and paragraph. Therefore, the data were numbered in sequential order according to the sentences. It can help to make reference to the data easier.

Additionally, creating another counting unit to facilitate quick reference to the data called Sub Argument Unit (SAU) is needed. "In order to facilitate systematic retrieval of pertinent section of the data, a filling and indexing system should be created." (Berg 1954:76)

Sub Argument Unit (SAU) refers to a chunk of argument which reflects one type of persuasive strategy. Extension that appears was included into each related SAU since it still dealt with the speech.

3.5.3 Steps of Analysis

The subsequent steps are to facilitate the content analysis as adapted from some sources (Miles and Huberman, 1994; Berg, 1989, and Creswell, 1994).

(1) Data Reduction

It refers to the process of selecting, focusing, and simplifying, abstracting, and transforming the data that appeared in written-up the fields' transcriptions. The later process consists of:

- a. *Creating code.* Codes are established in the forms of tags or labels that are attached to the 'chunks' of various sizes to enable the identification and the classification of data.

Here is the list of the codes applied to the data of the analysis; each of which represents one type of persuasive strategy.

INC [1] = Inclusion

MAX [2] = Maximization

MIN [3] = Minimization

ASS [4] = Association

DIS [5] = Disassociation

SIM [6] = Simplification

UNI [7] = Unification

INV [8] = Involvement

GRA [9] = Gradualism

OVE [10] = Overkill

PRO [11] = Projection

ELI [12] = Elimination

IDE [13] = Idealism

LEG [14] = Legitimization

SDE [15] = Self Deprecation

APP [16] = Apprehension

The other codes are applied to these terms also:

- 1+ = first speaker of affirmative team
- 1- = first speaker of negative team
- 2+ = second speaker of affirmative team
- 2- = second speaker of negative team
- 3+ = third speaker of affirmative team
- 3- = third speaker of negative team.

Naming the data is done by giving numerical number based on the reference sentences.

- b. *Identifying and classifying the speech.* This step is taken after applying the code has been carried out. The classification is intended to classify the speech found based on the persuasive strategies.

(2) Data Display

A display is organized, compressed assembly of information that permits conclusion drawing and action. It can be put into matrices, graphs, charts or networks in compact forms which are immediately accessible so that it can be seen what is happening in the analysis. After the identification process has been completed through the data reduction, the results were later presented in a sort of content-analytic

summary description containing the item, the chunk of analytical unit, and the information. In this analysis, the data identification would be shown in a table that looks like this:

Table 3.1
The List of Data

Datum	Unit of Data	Types of Persuasive Strategies
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

As an example, I picked the datum up to make a clear illustration of the data analysis. Each datum was taken based on the chunks that have a meaning of each persuasive strategy used.

Table 3.2
Example of Data

Datum	Unit of Data	Types of Persuasive Strategies
1	People that they can happen nowadays sexually abuse that are a lot of children also became as the victim of this sexual abuse itself. If the media does not open up this kind of this news massively, so how can the people know what actually what is happen. So they don't know the solution how to overcome the problem in this case in JIS	APP

This study is a descriptive-qualitative. However, I did simple calculation. The goal of this step is to find out what kind of persuasive strategies used by debaters. In this term, I counted the frequency of occurrences of each persuasive strategy in the data.

$$X = \frac{N}{\sum N} 100\%$$

In addition, I counted into percentage. I applied the percentage of text analysis using simple formula as follows:

Where

X = the percentages of persuasive strategies found in the speech

N = the number of each persuasive strategies found in the speech

$\sum N$ = the total number of persuasive strategies found in the speech

(3) Conclusion Drawing and Verification

The third stream of analysis activity is conclusion drawing and verification. From the start of data collection, the qualitative analyst is beginning to decide what things mean— type of persuasive strategies. However, final conclusions might not appear until data collection was over since they could be tentative conclusions or only represented a certain part of analysis. In addition, according to the conclusion some suggestions might be able to be presented

CHAPTER V

CONCLUSIONS AND SUGGESTIONS

This final chapter consists of the important points from the entire discussions in this study. Some recommendations for the readers and for educational purpose as well as further research are additionally suggested.

5.1 Conclusions

The discussions from the prior chapters are summarized to achieve the purpose of the study. The summaries can be concluded as follows:

- (1) There were 13 out of 16 types of persuasive strategy that were used in ADC and JOVED final round 2014. The types that were used are Inclusion, Maximization, Minimization, Association, Disassociation, Simplification, Unification, Gradualism, Projection, Idealization, Legitimation, Self-Deprecating, and Apprehension. From all of strategies, debaters of ADC used 12 strategies; they are Inclusion, Maximization, Minimization, Association, Disassociation, Simplification, Gradualism, Projection, Idealization, Legitimation, Self-Deprecating, and Apprehension. However, debaters of JOVED used only 10 types of persuasive strategies. Comparing to ADC, debaters of JOVED did not use Inclusion, Self-Deprecating and Apprehension. In the other hand, Unification was used in JOVED but was not used in ADC.

Persuasive strategy that has the biggest magnitude in ADC is Projection while in JOVED is Minimization.

- (2) There were 76 SAUs delivered by the debaters of ADC 2014, while 128 SAUs were delivered by the debaters of JOVED 2014. It means that University students can produce more SAUs comparing to High School Students. In ADC, the negative team has higher total number of SAU produced, while in JOVED the affirmative team is higher than the negative team. All speakers from the same institution have higher total number of SAU comparing to all speakers from the opponents. More, SAUs produced do not necessarily guarantee victory at a debate round.

5.2 Suggestions

Some recommendations in this section are targeted to the readers, especially debaters, so they can improve the communication skills. In addition, there are also some suggestions for the sake of research development in the future.

- (1) In debate competition and rehearsal, debaters are encouraged to learn characteristics of each persuasive strategy. Debaters should attempt to understand more about technique of persuasion for the sake of their communication performance. In order to improve them, it is recommended to use special and new strategies to improve the quality of debaters. By doing this, debaters will understand the persuasive strategies better and can implement those techniques to persuade adjudicators.

- (2) For educational purpose, debate activity should be promoted and encouraged among students to improve communication skill. Instructors of debate should also introduce persuasive strategies to their students for better debate rounds ahead.
- (3) I recommend further studies concerning the same subject to gain more knowledge about persuasive strategies. For instance, research which seeks for the relationship between victory and type of persuasive strategy used or frequency of SAUs produced by debaters. I hope other researchers also can examine more numbers of debate team since I only used 4 teams in my research. Moreover, theory of persuasion development is also welcomed to be done.

APPENDICES

Appendix 1

The Data of SAU (Sub Argument Unit) Made by Debaters of Australasian Debate Championship (ADC) 2014

1. First Speaker of Affirmative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
1	And I am as the first speaker of positive of the house will tell you about the urgency and why this motion exist for the first place and also some arguments. And my second speaker will tell you about the further implications of this motion and my third speaker will tell you about the summary and also some rebuttles. (4-5)	SIM [6]
2	Well, in the republic countries, especially, in Indonesia right now, many news recently expose to use of raping, sodomi, pedophile and many others. However, the exposure of this kind of news is truly excessive and bring too much harm towards the victims. Concerning this, we as the government side of the house truly believe that this motion should stand. (8-10)	MIN [3]
3	Well first of all, media means media which is to share the information around the society about the recent news and many other. What massive exposure means? It is very long term excessive exposure of news and also sexual harassment is the disturbance of the victims in the context of sexual activity such as raping, and pedophile. And according to the definition above, we all know that this is really against of the important of the news and also the party of news it self. (12-15)	IDE [13]
4	And I would like to point out it is to be 3 big points which is the first one is the true purpose of media, and second the privacy of the doers and the victims and the third one is priority of the use of information. (16)	SIM [6]
5	We all know that why the media exist is to share to inform and to warn people about what is really happening around our society. It also need to stand neutral. But nowadays we all know that the news of this	MAX [2]

	exposure for example is the case of JIS which actually took among for two months exposure create a national shock around us. (18-20)	
6	And by looking this kind of things we believe that also its a private opinion on the news. Therefore it actually harm the true value of media which is neutral and actually to influence people. (21-22)	MAX [2]
7	And second point of my arguments is about the privacy. We all know that both victims and doers are still a human. Both victims and doers have privacy which should not be brothered excessively. We believe that by spreading this news of sexual harassment can actually warn people and alarm people to be more carefull, but it is not met to the same as like the exploitation way, for example in this case is Jakarta International School where the case are actually be tried to be exploited by media about the history of the family and also how they actually point out the quality school and what actually what the media needs to do is to be neutral and tell these people that they need to be aware not to actually to give such kind of stereotype or mindset towards the society. (23-27)	IDE [13]
8	And the third one is about the priority of news and info. We all know that we do not only face such issue in this country and there are issues which are important. We dont say that this is less important than other issues that are facing right now in Indonesia or in many other developing countries. But for example in Indonesia where actually also it is critical issues for example like volcanoes and corruption and which actually is also needed to be spreaded proporsionately as proportionate as sexual harassment crime news. So we can actually alarm people to be more aware of their sorroundings. (28-32)	LEG [14]
9	But if we look at the point out the journalism it self. Society when actually demands to get something fresh and can actually think and actually train our mind to be critical and be aware of our surrounding. Therefore, this is not the sensation of sexual harassment is not an excuse for journalist or to only blow this things up because we as the society actually demand to get something more new and then also to get something	LEG [14]

	more proportionate. (35-37)	
10	If we look at the party as important view and we can actually make this kind of analogy for example I just have my break up with my boyfriend. Don't you think we really really annoying? When people actually ask you about what happen about your boyfriend and how is it breaking up with your boyfriend. Of course this actually hurts my feeling as a person. (40-43)	DIS [5]
11	And if you look it back to this motion which is the excessive exposure sexual harassment crime, we also need to consider the true feelings of the victims about how they need to be appreciated. And looking at the psychology condition of the victims that they just face hard time about having this kind of crime. Second, they need recovery time and the third one there is a high possibility that they may dramatized by all of this thing. (44-46)	PRO [11]
12	So therefore we all know that the true aim of this exposive of sexual harassment crime is to alarm people but we believe that the true of news itself has gone from the start because of this exploitation the news itself. (48)	IDE [13]

Frequency of SAU Made by First Speaker of Affirmative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	2
3	MIN	1
4	ASS	-
5	DIS	1
6	SIM	2
7	UNI	-
8	INV	-
9	GRA	-

10	OVE	-
11	PRO	1
12	ELI	-
13	IDE	3
14	LEG	2
15	SDE	-
16	APP	-
TOTAL		12

2. First Speaker of Negative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
13	People that they can happen nowadays sexually abuse that are a lot of children also became as the victim of this sexual abuse itself. If the media does not open up this kind of this news massively, so how can the people know what actually what is happen. So they don't know the solution how to overcome the problem in this case in JIS ladies and gentlemen. (4-6)	APP [16]
14	And the next, the affirmative believe that it will actually give harm to the victim that will hurt your feeling such as they need for example when you break up with your boyfriend its really hurt your feeling and your friend when you are broken up. (7)	MIN [3]
15	But, it at least give information that there will be no more victims of the ex boyfriend because is actually it only consume harm. (8)	MAX [2]
16	Do you want only to broadcast it only one or two times? I believe that actually this broadcasting will not be effective because actually the purpose why the government expose this kind of the news massively because want to warn the people that actually this case can happen to your child, can happen to your beloved friend, can happen to you (11-12)	MIN [3]
17	. So this is why the government want to alarm the people that to get actually the victims also most huge that became the asset of the country that the government should protect them ladies and gentlemen. So the	MAX [2]

	government keep the safeness, how to nurture the next generation ladies and gentlemen. (13-14)	
18	And the next, the broadcast of the media harms to the victim. Do you know ladies and gentlemen that the media is have a code ethic, that we know that actually in that code ethic so, that the media will not expose the real name of the victims, also still keep the privacy of the victims it self ladies and gentlemen. So we believe that actually so far the statues quo is enough ladies and gentlemen. (15-17)	LEG [14]
19	Well ladies and gentlemen, actually expose the media has became the neutral of the year. So far the media will give the real information why this case happen also the background of this case. (19-20)	LEG [14]
20	And the next, here if we give the information to the parent that actually this case is also can happen in the school. So it can alarm the parents that actually the parents should supervise the children more, ladies and gentlemen. So this case would not be happen to the children. And even there is a children have this kind of case, there will be no more victims ladies and gentlemen. (21-25)	PRO [11]
21	In our country, there are a lot of criminal happens ladies and gentlemen. And the most crime that happen in our country is sexual abuse. Well, ladies and gentlemen, now, the government broadcast massively about sexual harassment. Well ladies and gentlemen, it is actually not the public shame because actually the nature of the crime it self is done by anyone and happen to anyone too, ladies and gentlemen. So everytime you can meet your crime, regardless you job position and your naughty, ladies and gentlemen. (28-32)	GRA [9]
22	And the next, being a victim is really creepy that take have you gone ladies and gentlemen. And it bring to the psychology to the victim itself ladies and gentlemen. And the next, we believe that actually why this victim of this kind sexual harassment happen to children. (33-35)	APP [16]
23	And the next, the other of the children that actually the asset of the country that the government should take over this problem ladies and gentlemen by massively broadcast this kind of sex harassment ladies and gentlemen. (39)	LEG [14]
24	Why it is the effective way, because actually there are a lot of people have television, that have right, people can get information easily ladies and gentlemen. So this is	MAX [2]

	the best solution to overcome this problem ladies and gentlemen. So the media is not only broadcast the bad of the sexual abuse it self but the media is also give the solution how to overcome this problem, so it is became the preventive way. (42-44)	
25	Well i am the first speaker would talk about justification and the second speaker would talk about further impact. (49)	SIM [6]
26	Well ladies and gentlemen you know that is actually really urgent because it will make people scare. If a person have scare way, they will have awarness ladies and gentlemen. So we will get yourself, because I believe the person who can safe is only our self ladies and gentlemen, not the others. If you get your danger, who can help your self? It is you ladies and gentlemen. (50-54)	ASS [4]
27	Why the government should broadcast this everytime continuously? What about if the government only broadcast one or two times? The people is still easy to forget it ladies and gentlemen. (59-61)	APP [16]
28	It will make the knowledge of the people will increase that they will know about the case and the solution. And they will can save their junior more so they will not be the victim they can save their beloved friends, ladies and gentlemen. (68-69)	PRO [11]

Frequency of SAU Made by First Speaker of Negative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	3
3	MIN	2
4	ASS	1
5	DIS	-
6	SIM	1
7	UNI	-
8	INV	-
9	GRA	1
10	OVE	-

11	PRO	2
12	ELI	-
13	IDE	-
14	LEG	3
15	SDE	-
16	APP	3
TOTAL		16

3. Second Speaker of Affirmative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
29	First of all I want to clarify that we don't regret the news about. Yes, the media has responsibility to spread the news of what happening in the society. What we regret is the excessive unnecessary massive exposure about this event or the incidents of sexual harassment. (11-13)	MIN [3]
30	And also the first speaker stated that in the media, the name the privacy already save because the name and the process of sexual harassment didn't mention. But in fact, in the media from the very first day of the incident happen, in the media, we already know what name of the victim and the suspect. And even the process of sexual harassment and the process is described in the news. (14-16)	MIN [3]
31	In my opinion is if we don't regret this, this will create, make many bad affect for the media society and victim itself. First of all, for the victim this will create bad unnecessary stress because the victim say that in the interview, he said that every people will look at him strange at and this create unnecessary because it is sensitive personal and now the victim are going to the psychiatrist to recover. (18-19)	PRO [11]
32	And also for the affect of the society itself, this will create unnecessary mass panic for the media. What we	PRO [11]

	know is because there are unnecessary and excessive exposure about this. People will think that actually this is bigger than what is actually they are. They think that their son are is under control of sexual predator. (23-26)	
33	And also this will create bad paradigma and destroy logic and bad image of the institution and people who have the same occupation with the suspect. For example, since the because of the exposure of this, the word JIS and their JIS is extent because they already affected by this incident and people continuou to think that JIS are not appropriate school. (29-30)	PRO [11]
34	Because when every people turn on the TV or read the newspaper what they read, what they see is just another same story. This will give bad about the media itself because people will go to media that is undergo to do what is nesary to do that is spread the news of raping than just to gain apparently. (35-36)	PRO [11]
35	That means if we continuou this there will be more damage compare to the benefit we gain from excessive unnecessary exposure upon sexual harassment. (40)	PRO [11]

Frequency of SAU Made by Second Speaker of Affirmative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	-
3	MIN	2
4	ASS	-
5	DIS	-
6	SIM	-
7	UNI	-
8	INV	--
9	GRA	-
10	OVE	-

11	PRO	5
12	ELI	-
13	IDE	-
14	LEG	-
15	SDE	-
16	APP	-
TOTAL		7

4. Second Speaker of Negative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
36	The next of all, since the very first beginning they did not explain to us about how the solution to prevent such kind of crimes if we do not broadcast it massively since we believe that this public media is the source that could inform the society about the crimes happen out there, ladies and gentlemen. And if there is no solution, that would be just in danger in society as the society do not know what actually happen in out there, ladies and gentlemen. (8-9)	MIN [3]
37	As the nature of the media is to tell people what actually happen in the world out there and media are the fastest and we believe that media are the fastest source to do so, ladies and gentlemen. (13)	MAX [2]
38	And this is important, why? Because so that more people will be more aware and know that this kind of crime exist and could be happen anytime anywhere to ourself, to our relatives and our closest person, ladies and gentlemen. (14-15)	PRO [11]
39	And we believe that the massive among on how the media expose this kind of crime is not something to be regreted, ladies and gentlemen. (16)	ASS [4]
40	As we believe that, it is important to us to know, it is also important for us to be reminded, to be keep reminding to they not do again, ladies and gentlemen.	ASS [4]

	(17)	
41	And we believe that this kind of crime, like pedophilia and rape is kind of crime that is just recently happen, ladies and gentlemen. It is not like for example robbery kind of crimes that happen in such of long time, ladies and gentlemen. That is also why, this kind of crime should be exposed more in order for people to know, ladies and gentlemen. If they are not being alarm enough, and they are being ignored about itself, how can people protect themselves? If they don't know that if there is such kind of crimes exist. (19-23)	APP [16]
42	And next of all ladies and gentlemen, as they are being more aware about the crimes, we believe that there will be able to take safety measurement to prevent such crimes, ladies and gentlemen. (24)	PRO [11]
43	For example, if parents become alarm that this kind of pedophilia crime is supposing to happen towards their children, those such awareness, parents will increase their supervision and control towards the kids. They would put more concern on who the person that the children socialize with, what kind of activity the children do and thus, they will be put more concern on their kids life and in order to protect the kids and prevent the crimes, ladies and gentlemen. And also, this kind of safety measurement also will be exist within of the teenager and adult person, ladies and gentlemen. (25-27)	PRO [11]
44	As we know that we could be victim everywhere and anytime, anywhere and anytime would be more aware ladies and gentlemen. And we will have self defence effort as in have self defence tools we carry everywhere to protect ourselves not going everywhere just by our ourselves and also for example for us we could be more aware not to exposing clothes so we would not become the rapes victim and so on. (28-29)	APP [16]
45	And also ladies and gentlemen, we believe that by the massive exposure we should be affraid that this kind, it could increase of affraidness of ourselves and this kind of feeling is important. (30)	ASS [4]
46	Why? Because if the feeling does not exist we are tend to be ignore it and become not aware ladies and	PRO [11]

	gentlemen and do not protect ourselves. But because it is reported massively, we become more aware, we become more affraid of it and thus we protect our selves. (31-32)	
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Frequency of SAU Made by Second Speaker of Negative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	1
3	MIN	1
4	ASS	3
5	DIS	-
6	SIM	-
7	UNI	-
8	INV	-
9	GRA	-
10	OVE	-
11	PRO	4
12	ELI	-
13	IDE	-
14	LEG	-
15	SDE	-
16	APP	2
TOTAL		11

5. Third Speaker of Affirmative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
47	This is unnecessary because we know like our first speaker that stated that you is going to teach, warn	MIN [3]

	people to be more know what is going world. So that means that this excessive of exposure is actually useless. So in the negative side of the house, i have seen that they are not state on how this excessiveness actually make more bad condition. (5-7)	
48	Because all we know that if we show news regularly everyday for example is one week, it will make concern of people that excessiveness that what happen to the JIS it would have to create a panic to all of the nation, because who does not care about JIS raping case. (8)	PRO [11]
49	And now because of not that the case raping only, but because the exposure but in one week news JIS is actually they use the word sodomi in detail, right? So, that means, this actually throw away privacy that should be given in the news as the first speaker said. And this word actually directly or indirectly affect the victim itself. (9-10)	PRO [11]
50	Because just imagine if one police talking about it, even they know just the name, even they just use initial. They are going to say that, oh there is a raping case in JIS' student and so this is actually going to made more psychological stress from the victim itself. And that actually bring into problem. (11-13)	PRO [11]
51	So actually they stated that media only should show excessive of one popular news itself. (15)	MIN [3]
52	So we don't believe that just because like my first speaker said that news must be proportional. (16)	MAX [2]
53	So media should actually public more with popular news but actually with important news. So, the important news should be say about economy of this country, economy of the world or the crisis that going upon in Syria or any other place itself. (18-19)	MAX [2]
54	Because excessive actually like my first and second speaker said that it's already going to make a panic upon the people. (22)	PRO [11]
55	Because this is not only social media that we are talking about, but what one everybody could buy newspaper, there is also radio and they just read by them sheet. So	PRO [11]

	this things is actually even though is only for short period of time, people will actually know about it. (23-24)	
56	We know that world that is actually one people means sexual harassment is actually bad that it makes people panic like my second speaker said even case of raping are brought into bathroom itself or parents are not taking their children to the mall just because of the appearance of this case. (26)	PRO [11]
57	That is bring impact to the people itself. Because actually we know, panic to the nation that actually like a social barrier between one group to the another but more like an example like my second speaker said the occupation of the suspect is actually enough because the symbol that actually work there seen about everybody else that of the country that actually to something bad. That's not necessary at all. (32-34)	DIS [5]
58	So, once again I say that because of this reason, we actually believe that massive exposure is necessary and then the negative team haven't shown a good enough reason why should be expose massively because as know that massively is not quality it is very quantity. (36)	MIN [3]

Frequency of SAU Made by Third Speaker of Affirmative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	2
3	MIN	3
4	ASS	-
5	DIS	1
6	SIM	-
7	UNI	-
8	INV	-
9	GRA	-
10	OVE	-

11	PRO	6
12	ELI	-
13	IDE	-
14	LEG	-
15	SDE	-
16	APP	-
TOTAL		12

6. Third Speaker of Negative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
59	Our team believe that in broadcasting info, tv or media have ethic code to censor the identity, to censor the name face, background or etc to ensure the privacy of victim so they won't be harassed. (3)	LEG [14]
60	They also mention about the exploitation of victim and criminal privacy here. Well our team believe that, the ethic code covers the victim's privacy from media. But here, media is no under obligation to cover victim identity because the goal here is to tell that this kind of individual is dangerous, so you should stay away from them in first place. (6-8)	LEG [14]
61	The next, about individual that do crime to the society is justified to be exposed massively ladies and gentlemen, because it is to alarm people that this guy is dangerous and so people will be aware if they meet one. (9)	PRO [11]
62	The massive exposure is just like repetitive info, it is not losing the essence of info itself. (12)	MAX [2]
63	Even if the essence of info is degraded that back little, the warning here is still exist as one of the goal of news itself. (13)	SDE [15]
64	Because our team believe that this kind of crime, this kind of sexual harassment crime is something very new in Indonesia, especially if it is take place in school which is places that it should be a safe place for children	DIS [5]

	at the first time. Our team believe that here media should emphasize that the parents should be carefull everytime including in school and also in neighbourhood ladies and gentlemen. (15-16)	
65	And the next, our team believe that the media here is public media like tv and newspaper that operates undegone of broadcasting that keep privacy, ladies and gentlemen. Social media in this case whose people arounds it get the information originally from public media that keep the secret identity that may be relate in the info itself, in this case the victim. (17-18)	LEG [14]
66	And the next, about the point of what effect may happen at the first place to victim. They said about excessive among of exposure may effect the victim. Well, what effect may happen in first place to the victim if people have no idea about victim itself, nothing ladies and gentlemen. Because the media cover the identity of the victim whether massively reported or not the victim privacy will still safe. (19-22)	LEG [14]
67	And the next, about point of credibility of JIS here. Our team believe that the media have no obligation to maintain the credibility of JIS here that let the crime happen at first place. It is also to let parents know that JIS is dangerous school for child. (23-25)	MAX [2]
68	So that in the future, the case won't happen again. (26)	PRO [11]
69	And the next, it is like the same IPDN that famous for its violence cases. It is also IPDN fail as institution of student here that should protect and prevent crime that should not happen at first place. If the institution here is fail to protect the student, media have no obligation to maintain the credibility of the institution who is fail here, ladies and gentlemen.(27-29)	INC [1]
70	Well, our team believe that media will still report the other important news. Well, this kind of news still be a headline. There will be other news report as politic etc. (31-33)	MAX [2]
71	And the next, whether it is excessive or not in the first place, media cover the identity of the victim. (35)	LEG [14]
72	The first is the massive continuous media exposure is to	IDE [13]

	let people know that the cases or crime is happen in Indonesia, especially and can happen to us, or to people around us as well, just like the case of JIS to let people to open their eyes upon this problem by continuous is exposure. (41)	
73	Out team believe that knowing only is not enough. Continous and massive exposure of certain info will push brain to remember, or <i>nyantol</i> , to making people aware that this crime can happen to us or to our family. And the next, when people start to aware of crime that can be happen to them, people will feel threatened upon the fact that someday us or the family can be as the victim as well. (42-44)	PRO [11]
74	They may feel fear toward this. The fear here is important because when they are affraid of threaten you must in stickly try to defend themself, so they won't suffer the same fake. It is also encouraging them, people here to take safety measurement to save themselves and their relatives, so they won't be a victims. (45-47)	PRO
75	And the next, the massive exposure is the massive exposure that will not impact the victim in any way because they are protected by media ethic code to censor them. (49)	LEG [14]
76	Nature of news is to inform, not to shame them. (50)	LEG [14]

Frequency of SAU Made by Third Speaker of Negative Team

No	Persuasive Strategies	Frequency
1	INC	1
2	MAX	3
3	MIN	-
4	ASS	-
5	DIS	1
6	SIM	-
7	UNI	-

8	INV	-
9	GRA	-
10	OVE	-
11	PRO	4
12	ELI	-
13	IDE	1
14	LEG	7
15	SDE	1
16	APP	-
TOTAL		18

Appendix 2

The Data of (SAU) Sub Argument Unit Made by Debaters of Java Overland Varsities English Debate (JOVED) 2014

1. First Speaker of Affirmative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
1	This is why which one leader talking about the media role his side, this is ladies and gentlemen. Because the status quo found that the owner of this bussiness who have interest in certain or particular candidate for example. That how which right to side they have right to support this particular candidate in touch of creating effect show or even curiosity effect or something and so on. (2-4)	ASS [4]
2	This is why in touch of democratic country that how which time to create media as a tool or as a agent to educate society about information upon this election. (5)	LEG [14]
3	We want to create a good education and balance information, the true balance information through this mechanism. So, why we try to compose this proposal is just to create an equal information toward society. (6-7)	IDE [13]
4	I know the mechanism, when we gonna create equal exposure, when this for example metro TV time to create two minutes advertisement of Jokowi, they should have equal time for prabowo to committed time for Prabowo to have advertisement inside metro TV for example. Not only in case of advertisement, but also in the news, in talk show and in the review, all kind of exposure it satisfied them should have the equal period time of exposure itself. (8-9)	IDE [13]
5	This is why we try to dealing with this balance of campaign in terms of information. That's how we try to expose the goodness you have to count the another candidate, ladies and gentlement. (10-11)	IDE [13]
6	I never see there will be a talkshow to try to talk with Jokowi ladies and gentlement. (18)	MIN [3]

7	Because we see that TVOne is try to steady with Prabowo ladies and gentlement. This is will be a problematic that I will explain you why inherently people that already have such a reason to a certain of media even channel will never have inherently harrass to change to the other media ladies and gentlement (19-20).	MIN [3]
8	And this is bad in the end of the day. (21)	PRO [11]
9	Now, me a prime minister will talk about two things. Firstly, why media as a private entity should is still follow with government interest under the idea of election itself. And then the second, the how that may be occur when cope within the proposal of opposition. (22-24)	SIM [6]
10	We already know media is a tool of government to channely the information toward society. Because media is one of entities of towards the society. Society is always need news everyday. Society sees TV everyday ladies and gentlement. And this is one the effective way, because many that say that even without media we don't get this equality may be. (26-30)	LEG [14]
11	But why we try to create this chanelity inside this era is because the potrayer so massive ladies and gentlemen. (31)	MIN [3]
12	This is the most effective way because you see the potrayer, how they dealing with a debate or whatsoever for example inside those media. This is how the easiest way upon society to deal with it ladies and gentlement (33)	MAX [2]
13	Because we see, even in democratic country media still have control for the government. They clue a cencorship or even journalistic media condemn or whatsoever. Government, indeed agree that society are a rational calculus. (34-36)	GRA [9]
14	But one kind that government try to say is how government try to create a filter, inform that this one message digested by the society. Because government also aware the form of layer of society can have the same perspective and have the same degree of digested of information. (37-38)	MAX [2]
15	That's why we ban hate speech ladies and gentlement. That's why we ban pornography. We ban black campaign. This is because even we have a rational society within maintenaince of tool we try to create a safety before they can digested this information. (39-42)	MAX [2]

16	That how it is really needed the government standard if you want to try to educate to society ladies and gentlement. (46)	LEG [14]
17	Not only that, media is a powerful tool because how to educate society within twenty four second, even in the certain channel we will have four times of news, you have another talkshow and whatsoever. This is why media became entities that we trust to that society. (47-48)	ASS [4]
18	Take a look a MetroTV or people that already happen toward SCTV for example. They have a perception that this is the best channel that giving them best information ladies and gentlement. That's how they will only believe on that particular information since they have a fanaticism. But this finally them we always shape bad rationality upon the information that created by another channel ladies and gentlement. (49-52)	MIN [3]
19	This is why we want to create this equality thus without this inherent motivation, so society will able to get balance the information anywhere ladies and gentlement. (54)	PRO [11]
20	Because how this media as a proxy agent should go to this idea. Now, far from that, we believe that how this proposal is also tether the interest of both media. (55-56)	ASS [4]
21	Because how we promote chain to create imbalance information within this condition. Now, what happen might be happen at that kind of proposal if we don't implement this. (58-59)	PRO [16]
22	Because how in the end of the day, we will tought have us a simple a balance for player under to the status quo. (60)	PRO [11]

Frequency of SAU Made by First Speaker of Affirmative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	3
3	MIN	4

4	ASS	3
5	DIS	-
6	SIM	1
7	UNI	1
8	INV	-
9	GRA	1
10	OVE	-
11	PRO	4
12	ELI	-
13	IDE	2
14	LEG	3
15	SDE	-
16	APP	-
TOTAL		22

2. First Speaker of Negative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
23	First of all, we believe that every single people already have equal opportunities and more than ideology to make sure they are able to cater every single part of the constituents. To make sure they can be exposed to as many information as possible especially it comes to the election, they can make as rational decision as possible. (1-2)	ASS [4]
24	I have already compromised the confirmation of the media not unlike the side of the house trying to speak. But second, why it could be that? When it comes to the immolation. Something that you are really worried about. (8-10)	MIN [3]
25	We think it's not correct, it's not true. Because we don't think that the current media is not that problematic like what they are trying to think. (13-14)	MIN [3]

26	The fact we have so many counterbalance of information in term of social media for example, in term of newspaper, in term even in the simplest form that discourse for example, happening in environment that cannot be willing. That has already shown to you that actually there are some counterbalances of information. (15-16)	MAX [2]
27	To the fact that current status quo, we have talk show such as <i>Mata Najwa</i> for example that even if that <i>Mata Najwa</i> in Metro TV are sided to PDIP, they still invite Prabowo to qualify every single information whether or not information provided by Metro TV is objective or not. That actually shows you that certain media already have the incentive to balance those kinds of information are as mutual as possible. To the simplest form that in this past these days, we have presidential debate. When we can ensure that both parties can have certain debate together to ensure that they can transfer their own political agenda to every single parts of their society without any back up or the media for example, that has already become their tool such as for example SCTV warns every media to come above. (17-20)	UNI [7]
28	But we think this is very problematic under this side of the house, because not in a rush they can never prove to us why suddenly with so much influx of information that transferred to the society. (21)	MIN [3]
29	It will better result to the society will create as rational decision as possible. (22)	PRO [11]
30	But in fact, this thing in a load period of confusion because of the sequence they will may expose that so many information that you cannot determine or whether or not this information can be valid to you as your own identity, Madam Speaker. So we think it's not grabbed at all. (23-24)	PRO [11]
31	But second, assuming their denial that they are truly fanaticism. Your proposal is not effective at all because even if people become fanaticism itself, we can closely see people who become fanaticism as well, Madam Speaker. So we don't think your proposal is effective. (31-33)	MIN [3]
32	We believe the purpose of media is to vote and validate people to understand of what being meant as national democratic person. (35)	LEG [14]

33	There are three characteristics of good media. First of all, they need to be opened. (36-37)	IDE [13]
34	But second mean, we think some media in Indonesia is already bias. They show that there is a certain monopoly of media. In fact we have SCTV, we have TV One, and we have Metro TV that sided to certain political parties already shows to you monopoly over media is never exist. And a second mechanism of home producing of information. Well, the people tent to SCTV, others loves to choose Metro TV for example. We find some TVs love Jokowi. (40-45)	UNI [7]
35	We think the media has right. We need to understand their responsibility as media is coming to the essence that information provided is actually correct or whether or not they can get a rate or not. We can analyze as well the media from their corporate angle. By means, the media has responsibility of media to spread out the information that they need particular client, Mister Speaker. (46-49)	ASS [4]
36	In terms of rating, the political party also becomes one of their biggest master in agent that can transfer certain amount of capital to ensure that some requirements would be provided or information to be absorbed in term of society. They need good reporters for example, and then it is money. They do need good technology for example, than it makes the transformation becomes so far which this consumes a lot of resources, and we think that political party can provide that distension that information is good. (50-52)	ASS [4]
37	Forth second, we think it is not legitimate for government to offer the cooperation because the nature of government never have a better goods of strategy of cooperation whom cooperate. Because every single cooperation have their own unique strategy in betterment of the status quo that they shape already. The regulation of the government nonstop will invite the tax for example, or will invite minimum wage of their workers for example. (53-55)	LEG [14]
38	It already shows to you that society have different point of view of what kind of media that can reflect them as indeed whether or not the information will be able to influence you. (61)	ASS [4]
39	But last thing, why this is bad for people and always shame? We think when it comes to so much influx of information within the society, you are not giving sufficient circumstances	MIN [3]

	for them to be able to choose a certain resolution. Because at the same time, you expose them to so many information being provided by certain political parties. And most of all the agenda of political parties might be against each other. (62-65)	
40	So we think you create confusion inside the society that able to think. (66)	PRO [11]
41	But under our proposal, we give them chances to be exposed to as so much information as possible of who is the candidate that can best inflicted you. (70)	MAX [2]
42	We don't think they are so weak that our society are so foolish and we need to create them a proper challenge, expose them to so many information, expose them as mutual as possible. (71)	DIS [5]

Frequency of SAU Made by First Speaker of Negative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	2
3	MIN	5
4	ASS	4
5	DIS	1
6	SIM	1
7	UNI	1
8	INV	-
9	GRA	1
10	OVE	-
11	PRO	3
12	ELI	-
13	IDE	1
14	LEG	2
15	SDE	-
16	APP	-
TOTAL		22

3. Second Speaker of Affirmative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
43	What we are trying to say ladies and gentlemen is that for you to become a best voter. (1)	IDE [13]
44	A best voter is the one individual who has the most balanced information of all candidates and the best candidate also has it by themselves. (4)	IDE [13]
45	We don't think that the status quo provide that. (5)	MIN [3]
46	Why? Because one the media has to be neutral, they have to help the society to have rationality. (6)	IDE [13]
47	With this rationality, they can have rational calculation, ladies and gents. (7)	PRO [11]
48	We don't think that the media have to go with biased information of all political interest from the owner because that is not justifiable because the media is very strong ladies and gents. (9)	MAX [2]
49	First rebuttal. First they said that our proposal coming from the ability of the media to perform. This is wrong ladies and gent. Why? Because they never explained one status quo is not enough. (11-13)	MIN [3]
50	Even under our own proposal they can still promote their own candidate. (17)	MAX [2]
51	Even it's better under our proposal because we have given more balanced information, for example we give good information about Jokowi and we also give good information about Prabowo. (18)	MAX [2]
52	If they said about the counterbalance in social media, internet etc. They never say why it is enough. It only works under their own proposal. (19-21)	MIN [3]
53	They have social media. How about if they don't have. Even worst, not all people have social media, he don't read newspaper. He only eats information comes from the RCTI news because only that information is available for him. (22-25)	MIN [3]

54	Even if ladies and gentlemen, that's from his scenario, everybody here, every mothers in Papua are connected to the social media, they will be overshadowed by this provided private TV shows. Why? Because this private TV show is very deep. They have very good show and the info is invalid, everything will be worse, ladies and gentlemen. For example, whatever, what we call it? <i>Indonesia Lawak Klub</i> . Those TV show really attract viewers that can see the advertisement which is very sided to particular view of candidate. (26-30)	MIN [3]
55	Good media is transparent and accountable. (32)	IDE [13]
56	We think this is the status quo, the global TV. If they believed in the idea of valid, correct and accountable. Even global TV just invited and defended Obor Rakyat. Obor Rakyat right ladies and gentlemen, is clearly proven a black campaign. They just said to the worst thing. That is not the idea of accountability. We think the accountability, correct and transparent is really lack from any kinds of information that assassinating every characters. (33-39)	UNI [7]
57	We are that this is a private company is right. There is only one believer. It will only uphold one particular candidate. We think this comment is betterment for numbers of viewers right now. We think if the one has the viewer, the secret of it will not be opened, right? (48-52)	PRO [11]
58	For the problem in the status quo, the society choose someone freely at all because of the biased and misunderstanding in the TV right. (53)	MIN [3]
59	The thing that happens toward the voter that has already had the favorite candidate. They have already favorite TV show right. They like Jokowi for example. The TV that they watch is MNC, RCTI and global TV right. They don't watch TV that doesn't gives information about they like, right? The only choice for this voter is to go to METRO TV which is his favorite TV show. Even if there is Mata Najwa, but not all of people watch Mata Najwa. That's what you are really proud, right? We think this is harmful because they harm RCTI that I actually see right. Some viewers will try to find other TV shows ladies and gentlemen. This is harmful for the TV shows itself. (55-65)	UNI [7]
60	There are some media that gives balanced information such TPI. They still give them the balanced information to choose candidate to lead Indonesia to the best, right? We think the media, what job that we give to them is to be the media with the most complete info. They will go to the media with the most complete info that they can get ladies and gentlemen. (67-70)	PRO [11]
61	This is better, because we want to make they to choose the best	MAX [2]

	candidate of voters that they want. (71)	
62	We think they will decide under the best rasonality based on the balanced of Jokowi, the balanced of Prabowo. They will analyze by themselves which is goodness I prefer the most, ladies and gentlemen . (72-73)	PRO [11]
63	The media does not create the people perspective especially when it comes to the Indonesian's development in the future because it's very important for us to choose the best candidate under rational and balanced information. (74)	IDE [13]

Frequency of SAU Made by Second Speaker of Affirmative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	4
3	MIN	6
4	ASS	-
5	DIS	-
6	SIM	-
7	UNI	2
8	INV	-
9	GRA	-
10	OVE	-
11	PRO	4
12	ELI	-
13	IDE	5
14	LEG	-
15	SDE	-
16	APP	-
TOTAL		21

4. Second Speaker of Negative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
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64	Ladies and gentlemen, we find that the government side of the house is very problematic. (1)	MIN [3]
65	But they never even analyze how the willing discussion inside of the society itself. (4)	MIN [3]
66	And therefore we should actually provide them with more definite information that will actually let them build opinion and let them share this own opinion. (6)	ASS [4]
67	In order to make them automatically find more complete point of view and therefore with this more complete point of view will be compared toward each other through discussion. (7)	PRO [11]
68	Never have they analyzed it. (8)	MIN [3]
69	Because in this scenario their proposal is making new restriction toward the media. So how do you actually show that there will more objective representation of public view? How do you sure that there will be more political view that is being represented? (13-15)	MIN [3]
70	First of all, number one, they said that the viewers will be confused with the overview. No, because we do not lose their favorite. (21-22)	MAX [2]
71	Like what you have said that they will see the television one side and one side again. Second of all, you don't actually only subscribe one television like RCTI. You don't only watch one news in your life. Yes, that is their assumption because they only watch television in their life. No, because people have the nature of switching itself. For example; If they are tired of watching TVOne because it's took many full with Prabowo, so just switch. So it is that easy. (23-29)	MIN [3] LEG DULU
72	And if they think there is a black campaign inside of the media, there will punishment for them. It against the law. The law has been provided for the media. There will be no room for them. (31-34)	LEG [14]
73	And fourth of all, if they said that the media won't be neutral. The government has guaranteed it. The problem is that we make sure this media is already balanced and do not against the law. (36-38)	LEG [14]
74	When you are actually try to switch from one TV to another, people actually will not be able create your opinion. And therefore you are actually create something that is not contributive to say. (44-45)	PRO [11]
75	Because under their own scenario, there will be people try to discuss, for example: A : hey what do you think about Jokowi? B : I think he is like this, and I watch he is like this. Well there is no useful comparison at all inside of society discussion. (46-47)	PRO [11]

76	Now, they never prove to us how these people will be actually able to observe all the information. (49)	MIN [3]
77	There is no logic in their scenario. (56)	MIN [3]
78	Their proposal never makes any objective information because their assumption is people will only watch TV. (58)	MIN [3]
79	Now let us try to imagine how their scenario would be. What happen it is that? People will ask you about something. For example: A: Hey what do you think about Jokowi? B : I don't know anything about Jokowi. A : What about you? C : I don't have any opinion about this. So, that's will be happening under their scenario. (59-61)	PRO [11]
80	But what happens with our scenario? We let people know what they want. We let people to build their information with their own face. We let people to build their opinion based on their capability. (62-65)	MAX [2]
81	That's how more discussion have, because one, when they actually observe this situation and build their opinion. It will result more objective opinion. (66-67)	PRO [11]
82	Two, when they actually go out social with their friends. They will have more factual opinion. For example: A : hey, what do you think about Prabowo? B : I think he is like this because A, B and C. And then the other people will say: C : I think he is like this because A,B and C. That's actually how people will get more objective information. (68-70)	PRO [11]
83	What we want to do is to create more factual information that does not require people to confused. It's a better choice that we propose. (75-76)	MAX [2]

Frequency of SAU Made by Secomd Speaker of Negative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	3
3	MIN	8
4	ASS	1
5	DIS	-
6	SIM	-

7	UNI	-
8	INV	-
9	GRA	-
10	OVE	-
11	PRO	6
12	ELI	-
13	IDE	-
14	LEG	2
15	SDE	-
16	APP	-
TOTAL		20

5. Third Speaker of Affirmative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
84	We think that it is not fair for this small party ladies and gentleman, because we are not only talking about current election but we also talking about previous election. (4)	DIS [5]
85	So that's why we want that situation, so there will be equal exposure between all parties in terms of defend capitalism. (5)	PRO [11]
86	We want to have a general recruitment for all parties to be accepted by the society. We think that equal exposure noted that, because at the end there will be no overshadow on all parties. (10-11)	IDE [13]
87	That is why their procedure is not easy to improve that. (12)	MIN [3]
88	That is why the role of the media is actually as the most agent department to respect the advertisement to give an information to the society. (14)	IDE [14]
89	We think that this exposure to introduce them initially to the society. Whether they want to adding for discussion it is just fine. (16-17)	IDE [13]
90	We need to provide fairness in this ladies and gentleman. (19)	IDE [13]
91	When we talking about media it is not only talking about the private sphere of individual but we also talking about the government sphere because at the end this is the only channel for government to pick their leader, for some people this also	IDE [13]

	chances to pick who is their representative. This is no longer privacy but also the public sphere of all Indonesian that is why we need to be fair as fair as possible. (21-22)	
92	[POI] : The best case scenario when there is so much influx of information people will become abstain because they just bored with so much information that you never give them enough speech to make such a rational decision is that what you want for the next election? Ladies and gentleman what we want is only fairness. What will equal us we have to take. (24-26)	IDE [13]
93	Because at the end their proposal doesn't improve because there is only exclusive (27)	MIN [3]
94	But we are trying to champion is fairness ladies and gentleman. (28)	IDE [13]
95	Our first speaker has told you the owner who derived media means the one who made other under corporate media is follow the order. Means that if he order to sided only to one political parties, so they trade on advertisement will only expose them. So there will be no longer equal media, no longer transparency and accountable. (33-35)	LEG [14]
96	There is an idea that we want to is like to credit the number for example there will be transparency and accountable, also equally exposure. So, that is why we have to equalize all advertisement. (36-37)	UNI [7]
97	We do not want this biased become the ideal for every single individual to determine who is the leader, ladies and gentlemen. Under their proposal they letting this by give us an ideal criteria to put and to choose one side candidate of election. (39-40)	MIN [3]
98	So that is why as an individual what we need to prove, as individual of voter what you expect is only to save by vote yourself. When it comes to media it is also different approach, it is also different sphere means that as an owner can not intervene toward the media although they own it. They already take care the other things in media but not in the political sphere, that is why there much different related on your own society such as capability to digest. The government is the one who need to gather and to control. (41-44)	IDE [13]
99	Because why we talking about balances ladies and gentlemen? Because at the end they will see all channel are competed to the most factual advance analysis and remain neutral. This is the things that they want to see in the end of the day. (55-57)	PRO [11]
100	We believe also there is democratic process when they try to respect their political choices ladies and gentleman. (59)	ASS [4]
101	Means that all of this side can make the media becomes predictable. (60)	MIN [3]
102	Because in the end this media will blind them to see the others which is not fair for the other candidate and political parties.	PRO [11]

	(62)	
103	It is really confusion because too much information in one TV shows. We think that it is not true right, under their proposal where their believe <i>Mata Najwa</i> is also there. But there is also much influx information under their proposal. (64-66)	MIN [3]
104	What government can control is just an input whether the output is not something government are responsible on it. (68)	LEG [14]
105	We think that the input is something that we need to manage better. (69)	ASS [4]
106	At least there is direct counter balance mechanism after they see an image of Prabowo for example. Or after they see the image of Jokowi at the same time. Or if you have the third presidential for example WIN – HT media. They also see the WIN – HT image. We think that this is an equal exposure. (70-74)	MAX [2]
107	Because at the end will create an incentive to the individual to see all the candidate. This confusion will never be end. (75-76)	PRO [11]

Frequency of SAU Made by Third Speaker of Affirmative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	1
3	MIN	5
4	ASS	2
5	DIS	1
6	SIM	-
7	UNI	1
8	INV	-
9	GRA	-
10	OVE	-
11	PRO	4
12	ELI	-
13	IDE	8
14	LEG	2
15	SDE	-
16	APP	-

TOTAL	24
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6. Third Speaker of Negative Team

Datum	Unit of Analysis	Types of Persuasive Strategies
108	And that is also important to demonstrate that you have independence as private institution toward certain extent determine where you stand. We think that is within their right. (2-3)	ASS [4]
109	So what have we heard come down side of the government about this idea? Silent, right, because there is no responses what so ever about this different ideology we are going to portray. (4-5)	MIN [3]
110	We think Mam Speakers, the fallacies of opposition are segmented under three things. (6)	SIM [6]
111	Constantly, proposal of us and Gerry might told you that, that people has limit in their capacity to process information. That's why in election we allow one and do not owe a campaign era because we want society to be able to complementing. (8-9)	MAX [2]
112	We want society to relocate to digest those sorts of information before we go to presidential debate because at that point you will see that they use that information at the very specific offer. At a very based scenario, people will be very confused because in your mind, visit all the candidates are very, are very negative Mam Speaker. (10-11)	PRO [11]
113	But second, there is a contradiction in your whole speech, because at the first place, they said "ugggh, this is bad because we are all injured like their stance because media need attractive program". (15)	MIN [3]
114	And I am going to have three clashes in this debate. (19)	SIM [6]
115	They say the status quo now is going to be now because only certain media is willing to do so. Mr. Speaker if you think that this is good, right? And they forget you have them in the current status quo that it shows the progress without any regulation that you have program into account. We think that's the third because you allow free market system to actually decide what is actually good for them? You allow those media to have freedom to decide which blueprint should I choose in which ensure I can get approve or more program. (22-26)	MIN [3]
116	At the same we can ensure that my obligation as the media is	MAX [2]

	fulfilled. We think Wilson has been strongly shown to you what are the obligations toward the media and they never responded toward them. (27-28)	
117	Because we think media is responsible only for certain extent that the information you provide can be helped accountable for, right? (29)	ASS [4]
118	We think they have proven to you that people have nature of switching when you compare looking at the same program at the same time. (31)	ASS [4]
119	Because program might be only one or two hours, right? and when the people have for free time and probably they will not be able to watch TV show anymore. (32)	PRO [11]
120	And those idea offended fanaticism doesn't exist anymore and even if those exist, those kinds of proposal will not really cater them. Because you are fanatic toward Prabowo for example when it comes the time to Jokowi to just switch to another channel that doesn't promote it anyway. (37-38)	MIN [3]
121	Second, to which extend the government interfere toward business to create balance? They say to all of government agenda will be cost to create balance inside of the society. Question, is balance happens when you have ten media adding same thing at the same time or ten media adding different things at different specific sec of time? (45-47)	MIN [3]
122	We think that the second one is better because we think you recognize that people have the ability adding sign to process the information or all points at this specific interest will actually be plus. (48)	MAX [2]
123	That's why we've gone wave and many for one day, right? You have ten many for two months. That will make sure you are equipped with the right information as possible and it is along ensure to the political party to influence individuals the way that they want to as long as it follows the rule and conduct. (49-50)	PRO [11]
124	We think those kinds of problems, those kinds of situations like portrayed by the side of the government team is going to be a holocaust, right? You load people to concern to this kind of politician party constantly at the same time negating toward each other at the same specific offer. So you don't have a constituency that that's not debate anymore because those kinds of debate already happen inside of the, inside the advertisement. (51-53)	MIN [3]
125	That's still grouping. We allow them to more show because we recognize their right as the corporate institution that also need to stand digest and I hope the government never regulate those strategy even in term of the strategy inside of the business. (55)	LEG [14]
126	And that's the point of them that the quality of information that the media produce will be worse for the whole life of society.	PRO [11]

	(59)	
127	We have proven to you on how there is importance to recognize media as not only as a tool of government and also acknowledging them as corporate institution. (70)	LEG [14]
128	We have proven to you that exclusive part coming from their proposal never has been proud to oppose. (71)	MIN [3]

Frequency of SAU Made by Third Speaker of Negative Team

No	Persuasive Strategies	Frequency
1	INC	-
2	MAX	3
3	MIN	7
4	ASS	3
5	DIS	-
6	SIM	2
7	UNI	-
8	INV	-
9	GRA	2
10	OVE	-
11	PRO	4
12	ELI	-
13	IDE	-
14	LEG	-
15	SDE	-
16	APP	-
TOTAL		21

Appendix 3

FINAL ROUND TRANSCRIPT OF AUSTRALASIAN DEBATE CHAMPIONSHIP 2014

Motion: This house regrets the massive exposure upon sexual harassment crime news (example: rape, pedophilia, etc)

Affirmative team : SMA Taruna Nusantara

1. First speaker = Salsabila
2. Second speaker = Adira
3. Third speaker = Daifan

Negative team : SMK Negeri 7 Semarang

1. First speaker = Hany
2. Second speaker = Elfira
3. Third speaker = Nanda

The First Speaker of Affirmative Team (1+)

7.20 minutes

1. The honorable adjudicators, the chair person and all distinguished audience, good afternoon.
2. My name is Salsabila as the first speaker of positive side of the house.
3. We have an interesting motion for this afternoon, which is this house regret the massive exposure upon sexual harassment crime news for example rape, pedophilia and many others.
4. And I am as the first speaker of positive of the house will tell you about the urgency and why this motion exist for the first place and also some arguments.
5. And my second speaker will tell you about the further implications of this motion and my third speaker will tell you about the summary and also some rebuttles.
6. So first of all let me started and opening the case of the government side of the house.
7. Why this motion exist for the first place.

8. Well, in the republic countries, especially, in Indonesia right now, many news recently expose to use of raping, sodomi, pedophile and many others.
9. However, the exposure of this kind of news is truly, truly excessive and bring too much harm towards the victims.
10. Concerning this, we as the government side of the house truly believe that this motion should stand.
11. Let me tell you firstly about what the motion is about.
12. Well first of all, media means media which is to share the information around the society about the recent news and many other.
13. What massive esposure means?
14. It is very long term excessive exposure of news and also sexual harassment is the disturbance of the victims in the context of sexual activity such as raping, and pedophile.
15. And according to the definition above, we all know that this is really against of the important of the news and also the party of news it self.
16. And I would like to point out it is to be 3 big points which is the first one is the true purpose of media, and second the privacy of the doers and the victims and the third one is priority of the use of information.
17. So first of all I want to move on to my first point which is the true purpose of the media.
18. We all know that why the media exist is to share to inform and to warn people about what is really happening around our society.
19. Yeah, it also need to stand neutral.
20. But nowadays we all know that the news of this exposure for example is the case of JIS which actually took among for two months exposure create a national shock around us.
21. And by looking this kind of things we believe that also its a private opinion on the news.
22. Therefore it actually harm the true value of media which is neutral and actually to influence people.
23. And second point of my arguments is about the privacy.
24. We all know that both victims and doers are still a human.
25. Both victims and doers have privacy which should not be brothered excessively.
26. We believe that by spreading this news of sexual harassment can actually warn people and alarm people to be more carefull.
27. But it is not met to the same as like the exploitation way, for example in this case is Jakarta International School where the case are actually be tried to be exploited by media about the history of the family and also how they actually point out the quality school and what actually what the

media needs to do is to be neutral and tell these people that they need to be aware not to actually to give such kind of stereotype or mindset towards the society.

28. And the third one is about the priority of news and info.
29. We all know that we do not only face such issue in this country and there are issues which are important.
30. We dont say that this is less important than other issues that are facing right now in Indonesia or in many other developing countries.
31. But for example in Indonesia where actually also it is critical issues for example like volcanoes and corruption and which actually is also needed to be spreaded proporsionately as proportionate as sexual harassment crime news,
32. So we can actually alarm people to be more aware of their surroundings.
33. Society needs to be aware about surrounding or many kind of other.
34. And we all know that this actually causes sensation in the society.
35. But if we look at the point out the journalism it self.
36. Society when actually demands to get something fresh and can actually think and actually train our mind to be critical and be aware of our surrounding.
37. Therefore, this is not the sensation of sexual harassment is not an excuse for journalist or to only blow this things up because we as the society actually demand to get something more new and then also to get something more proportionate.
38. Therefore the government actually demand for the medias to actually proportionate the portion of many kind of information.
39. Therefore every kind of information can be pay attention to by the society itself.
40. If we look at the party as important view and we can actually make this kind of analogy for example I just have my break up with my boyfriend.
41. Don't you think we really really annoying?
42. When people actually ask you about what happen about your boyfriend and how is it breaking up with your boyfriend.
43. Of course this actually hurts my feeling as a person.
44. And if you look it back to this motion which is the excessive exposure sexual harassment crime, we also need to consider the true feelings of the victims about how they need to be appreciated.
45. And looking at the psychology condition of the victims that they just face hard time about having this kind of crime.
46. Second, they need recovery time and the third one there is a high possibility that they may dramatized by all of this thing.

47. Therefore in order to actually get some break time, we believe that this crime news is need to be expose but not massively.
48. So therefore we all know that the true aim of this expositive of sexual harassment crime is to alarm people but we believe that the true of news itself has gone from the start because of this exploitation the news itself.
49. Because all of this kind of this arguments, we believe that it is really important to proportionate the portion of information.
50. Therefore,we can say the privacy of value and also the purpose of news itself.

The First Speaker of Negative Team (1-)

7.23 minutes

1. Ok thanks, you for the chance that given to me this house would regret the massive exposure upon sexual harassment crime news, such as rape and pedophile.
2. But first I would like to give the rebutles towards the affirmative side of the house.
3. That I would like to ask you a question, what's wrong actually about the status quo that media exposure this kind of the news massively.
4. People that they can happen nowadays sexually abuse that are a lot of children also became as the victim of this sexual abuse itself.
5. If the media does not open up this kind of this news massively, so how can the people know what actually what is happen.
6. So they don't know the solution how to overcome the problem in this case in JIS ladies and gentlemen.
7. And the next, the affirmative believe that it will actually give harm to the victim that will hurt your feeling such as they need for example when you break up with your boyfriend its really hurt your feeling and your friend when you are broken up.
8. But, it at least give information that there will be no more victims of the ex boyfriend because is actually it only consume harm.
9. So ladies and gentlemen that is why that we should be alarm in anything happen around us ladies and gentlemen.
10. And the next, i would like to ask you of what is the solution of broadcasting this case without continuously broadcasting it?
11. Do you want only to broadcast it only one or two times?
12. I believe that actually this broadcasting will not be effective because actually the purpose why the government expose this kind of the news massively because want to warn the people that actually this case can

happen to your child, can happen to your beloved friend, can happen to you.

13. So this is why the government want to alarm the people that to get actually the victims also most huge that became the asset of the country that the government should protect them ladies and gentlemen.
14. So the government keep the safeness, how to nurture the next generation ladies and gentlemen.
15. And the next, the broadcast of the media harms to the victim.
16. Do you know ladies and gentlemen that the media is have a code ethic, that we know that actually in that code ethic so, that the media will not expose the real name of the victims, also still keep the privacy of the victims it self ladies and gentlemen.
17. So we believe that actually so far the statues quo is enough ladies and gentlemen.
18. And the next, the news of JIS Jakarta International School that human exposure massively.
19. Well ladies and gentlemen, actually expose the media has became the neutral of the year.
20. So far the media will give the real information why this case happen also the background of this case.
21. And the next, here if we give the information to the parent that actually this case is also can happen in the school.
22. The school where the children get the education ladies and gentlemen.
23. So it can alarm the parents that actually the parents should supervise the children more, ladies and gentlemen.
24. So this case would not be happen to the children.
25. And even there is a children have this kind of case, there will be no more victims ladies and gentlemen.
26. So that is why this broadcast must be broadcast massively ladies and gentlemen.
27. Well, let's go to my case.
28. In our country, there are a lot of criminal happens ladies and gentlemen.
29. And the most crime that happen in our country is sexual abuse.
30. Well, ladies and gentlemen, now, the government broadcast massively about sexual harassment.
31. Well ladies and gentlemen, it is actually not the public shame because actually the nature of the crime it self is done by anyone and happen to anyone too, ladies and gentlemen.
32. So everytime you can meet your crime, regardless you job position and your naughty, ladies and gentlemen.

33. And the next, being a victim is really creepy that take have you gone ladies and gentlemen.
34. And it bring to the psychology to the victim itself ladies and gentlemen.
35. And the next, we believe that actually why this victim of this kind sexual harassment happen to children.
36. Because the nature of the children they are is still confused and so they are easy to influence ladies and gentlemen.
37. That is why the problem why this case gone to the children because of they are still confused and so they really easy to be influenced ladies and gentlemen.
38. So they still need a protection and have to solve themself ladies and gentlemen.
39. And the next, the other of the children that actually the asset of the country that the government should take over this problem ladies and gentlemen by massively broadcast this kind of sex harassment ladies and gentlemen.
40. So the children and victim should be protected and not let the victim get more powerless ladies and gentlemen.
41. As we know the function of the social media, the media itself is to broadcast to the people so, all people will know ladies and gentlemen.
42. Why it is the effective way, because actually there are a lot of people have television, that have right, people can get information easily ladies and gentlemen.
43. So this is the best solution to overcome this problem ladies and gentlemen.
44. So the media is not only broadcast the bad of the sexual abuse it self but the media is also give the solution how to overcome this problem, so it is became the preventive way.
45. So this case will not happen to your child or victim.
46. And the media here won't harass ladies and gentlemen.
47. The media here only wants to warn people have awareness ladies and gentlemen that actually, this case is really dangerous ladies and gentlemen.
48. So this why it is so urgent to do ladies and gentlemen.
49. Well i am the first speaker would talk about justification and the second speaker would talk about further impact.
50. Well ladies and gentlemen you know that is actually really urgent because it will make people scare.
51. If a person have scare way, they will have awarness ladies and gentlemen.
52. So we will get yourself, because I believe the person who can safe is only our self ladies and gentlemen, not the others.
53. If you get your danger, who can help your self?

54. It is you ladies and gentlemen.
55. And the next, when we turn on the television we always watch the sexual harassment ladies and gentlemen.
56. So it is really important to do.
57. And the next, if we forget about the case, they will have self-awareness since this news has been broadcast in my time.
58. It is mean that this case is really urgent to broadcast the news.
59. Why the government should broadcast this everytime continuously?
60. What about if the government only broadcast one or two times?
61. The people is still easy to forget it ladies and gentlemen.
62. So that is why the government should broadcast massively and continuously ladies and gentlemen.
63. And then, so far social media has its sensor if it is not proper to broadcast such as the process of raping, they will no be broadcasted it ladies and gentlemen.
64. And also the name of the victims, the suspect ladies and gentlemen.
65. Because the media use another name or nama samaran.
66. And the next why the broadcast has massively?
67. Because rape people know in this case won't happen again in the future.
68. It will make the knowledge of the people will increase that they will know about the case and the solution.
69. And they will can save their junior more so they will not be the victim they can save their beloved friends, ladies and gentlemen.
70. So this believe that actually this house would not regret the media, thank you.

The Second Speaker of Affirmative Team (2+)

7.06 minutes

1. Good evening ladies and gentlemen.
2. Here i am standing as a second speaker of positive team that i will rebut and continuou my team case.
3. First of all there are some points of rebuttles in my speech.
4. First, those who are arguing this motion that will come believe that ideology that any kind of social media has code ethic and they will follow conflict.
5. But in fact, what happen is on the victim.
6. The social media is what they want is raping.
7. And what happen if they follow very popular topic?

8. They forget that they have to provide proper quality over a quantity of profession, what they do is a raping of a over of certain topic.
9. And second point is the first speaker of the negative team said that what's wrong with the status quo.
10. I want to say that, there are something wrong with the status quo that I will explain then.
11. First of all I want to clarify that we don't regret the news about.
12. Yes, the media has responsibility to spread the news of what happening in the society.
13. What we regret is the excessive unnecessary massive exposure about this event or the incidents of sexual harassment.
14. And also the first speaker stated that in the media, the name the privacy already save because the name and the process of sexual harassment didn't mention.
15. But in fact, in the media from the very first day of the incident happen, in the media, we already know what name of the victim and the suspect.
16. And even the process of sexual harassment and the process is described in the news.
17. So, there is something wrong with the media.
18. In my opinion is if we don't regret this, this will create, make many bad affect for the media society and victim itself.
19. First of all, for the victim this will create bad unnecessary stress because the victim say that in the interview, he said that every people will look at him strange at and this create unnecessary because it is sensitive personal and now the victim are going to the psychiatrist to recover.
20. Because of the excessive bombing of the media itself, because everywhere he go, the media bombing him by quissionaire look at him in the strange way.
21. So it will be hard for the victim to return in to the normal life.
22. Because we don't give the chance to recover.
23. And also for the affect of the society itself, this will create unnecessary mass panic for the media.
24. What we know is because there are unnecessary and excesive exposure about this.
25. People will think that actually this is bigger than what is actually they are.
26. They think that their son are is under control of sexual predator.
27. I've read in the newspaper that written like school is sex place.
28. How can people can actually affected by excessive exposure.

29. And also this will create bad paradigma and destroy logic and bad image of the institution and people who have the same occupation with the suspect.
30. For example, since the because of the exposure of this, the word JIS and their JIS is extent because they already affected by this incident and people continuou to think that JIS are not appropriate school.
31. But in fact, since the very first day of incident, the principles of JIS has stated that he had no idea how this it is happen and he had would to do anything that necessary to prevent this and since the day in idea, they have security guard and suspect has been sent to the police.
32. But because of the excessive unnecessary exposure, people affraid with bad thing.
33. So it will give unnecessary paradigma upon the institution where the incident unfortunately happen.
34. And also it will have a bad benefit for the media itself, because as the news, people are going to turn off this shame media news itself.
35. Because when every people turn on the TV or read the newspaper what they read, what they see is just another same story.
36. This will give bad about the media itself because people will go to media that is undergo to do what is nesenary to do that is spread the news of raping than just to gain apparently.
37. And also, we forget that is news to cover just because it is recover it does not mean that every media should broadcasting everyday and forgetting there is another news to cover.
38. And also answering what the first speaker said that what is wrong with the status quo.
39. That we know that what happen is there is a mass panic, mass paradigma and that's goes wrong.
40. That means if we continuou this there will be more damage compare to the benefit we gain from excesive unnecessary exposure upon sexual harassment.
41. So, based on all arguments we believe that we should regret that unnecessary exposure upon sexual harassment in news, thank you.

The Second Speaker of Negative Team (2-)

7.24 minutes

1. Good afternoon ladies and gentlemen.
2. I am as the second speaker from the opposition side of the house.

3. First of all before I explain my argument, first of all I would like to give some rebuttle points for the government side of the house.
4. First of all, they broke up the media, such as television and newspaper, they broke up that actually social media, like twitter and so on, violate the code ethic of media such as television and newspaper, ladies and gentlemen.
5. But here, we believe that media such as television and newspaper is public media that operate under the ethics of broadcasting ladies and gentlemen.
6. Social media here, also get the information from public media that is secret since the very first place ladies and gentlemen.
7. And we believe that there will be no information leak because since from the very first time, as we stick on the public media such as newspaper works under the ethics of broadcasting ladies and gentlemen.
8. The next of all, since the very first beginning they did not explain to us about how the solution to prevent such kind of crimes if we do not broadcast it massively since we believe that this public media is the source that could inform the society about the crimes happen out there, ladies and gentlemen.
9. And if there is no solution, that would be just in danger in society as the society do not know what actually happen in out there, ladies and gentlemen.
10. Well, let's go to our argument.
11. First of all, we believe that the public media, such as television and radios have purpose to inform people that such kind of tricks is existing out there, ladies and gentlemen.
12. And those, we should be aware.
13. As the nature of the media is to tell people what actually happen in the world out there and media are the fastest and we believe that media are the fastest source to do so, ladies and gentlemen.
14. And this is important, why?
15. Because so that more people will be more aware and know that this kind of crime exist and could be happen anytime anywhere to ourself, to our relatives and our closest person, ladies and gentlemen.
16. And we believe that the massive among on how the media expose this kind of crime is not something to be regreted, ladies and gentlemen.
17. As we believe that, it is important to us to know, it is also important for us to be reminded, to be keep reminding to they not do again, ladies and gentlemen.
18. We believe that our brain function if we are being told over, and over again, our brain will completely aware those people being told contiously,

the information will stuck in our mind ladies and gentlemen, and we become more aware.

19. And we believe that this kind of crime, like pedophilia and rape is kind of crime that is just recently happen, ladies and gentlemen.
20. It is not like for example robbery kind of crimes that happen in such of long time, ladies and gentlemen.
21. That is also why, this kind of crime should be exposed more in order for people to know, ladies and gentlemen.
22. If they are not being alarm enough, and they are being ignored about itself, how can people protect themselves?
23. If they don't know that if there is such kind of crimes exist.
24. And next of all ladies and gentlemen, as they are being more aware about the crimes, we believe that there will be able to take safety measurement to prevent such crimes, ladies and gentlemen.
25. For example, if parents become alarm that this kind of pedhopilia crime is supposing to happen towards their children, those such awareness, parents will increase their supervision and control towards the kids.
26. They would put more concern on who the person that the children socialize with, what kind of activity the children do and thus, they will be put more concern on their kids life and in order to protect the kids and prevent the crimes, ladies and gentlemen.
27. And also, this kind of safety measurement also will be exist within of the teenager and adult person, ladies and gentlemen.
28. As we know that we could be victim everywhere and anytime, anywhere and anytime would be more aware ladies and gentlemen.
29. And we will have self defence effort as in have self defence tools we carry everywhere to protect ourselves not going everywhere just by our ownselves and also for example for us we could be more aware not to exposing clothes so we would not become the rapes victim and so on.
30. And also ladies and gentlemen, we believe that by the massive exposure we should be affraid that this kind, it could increase of affraidness of ourselves and this kind of feeling is important.
31. Why? Because if the feeling does not exist we are tend to be ignore it and become not aware ladies and gentlemen and do not protect ourselves.
32. But because it is reported massively, we become more aware, we become more affraid of it and thus we protect our selves.
33. And also ladies and gentlemen, on the side of the victims it self, we believe that there is nothing to be shame of.

34. As we believe that media, as we stated before they have ethic's code in which all of victims and their identity such as a name, face and so on will be censored.
35. And also ladies and gentlemen, the actual purpose of this broadcasting itself is not to tell people that the victim is being raped but to alarm people that such kind of rape exist and also once again that media is the fastest source for us ladies and gentlemen.
36. So we believe that, so we believe that actually, the massively exposure of this kind of crime news should not be regreted but in fact we are oppose, thank you.

The Third Speaker of Affirmative Team (3+)

7.00 minutes

1. Good evening ladies and gentlemen.
2. Here as positive side, we regret this exposure.
3. They say that they are going to exposure do the massiveness or excessive of this mass media.
4. Our stance here is that we regret this exposure is to do massive.
5. This is unnecessary because we know like our first speaker that stated that you is going to teach, warn people to be more know what is going world.
6. So that means that this excessive of exposure is actually useless.
7. So in the negative side of the house, i have seen that they are not state on how this excessiveness actually make more bad condition.
8. Because all we know that if we show news regularly everyday for example is one week, it will make concern of people that excessiveness that what happen to the JIS it would have to create a panic to all of the nation, because who does not care about JIS raping case.
9. And now because of not that the case raping only, but because the exposure but in one week news JIS is actually they use the word sodomi in detail, right? So, that means, this actually throw away privacy that should be given in the news as the first speaker said.
10. And this word actually directly or indirectly affect the victim itself.
11. Because just imagine if one police talking about it, even they know just the name, even they just use initial.
12. They are going to say that, oh there is a raping case in JIS' student and so this is actually going to made more psychological stress from the victim itself.
13. And that actually bring into problem.

14. So like what my second speaker said that in our nature people we look at the look down because of the things that the victim have gone.
15. So actually they stated that media only should show excessive of one popular news itself.
16. So we don't believe that just because like my first speaker said that news must be proportional.
17. Well, actually what is the proporsionate to share one people one things outside the company also inside of the company.
18. So media should actually public more with popular news but actually with important news.
19. So, the important news should be say about economy of this country, economy of the world or the crisis that going upon in Syria or any other place itself.
20. So basically we need to make people aware of that issue too, but also not forget it the case here about the excessive crime news.
21. So, they also saying about the solution will give to such school too much for this news because but showing another this news.
22. Because excessive actually like my first and second speaker said that it's already going to make a panic upon the people.
23. Because this is not only social media that we are talking about, but what one everybody could buy newspaper, there is also radio and they just read by them sheet.
24. So this things is actually even though is only for short period of time, people will actually know about it.
25. But, don't saying it is poor for the victim, poor for the suspect itself that is actually show for a month or may be for a year that is actually keep going like this.
26. We know that world that is actually one people means sexual harassment is actually bad that it makes people panic like my second speaker said even case of raping are brought into bathroom itself or parents are not taking their children to the mall just because of the appearance of this case.
27. So, i say here that, we strong believe that we should expose but also not massively exposing.
28. So to share like other news but also to keep the purpose proportion and privacy of the news itself.
29. And actually what is the negative side of the house how is the solution of it, even though with not the excessive news here.
30. Although we know that news here actually make people aware, but excessively is still enough.
31. That means the point that you get through to stop laught it.

32. That is bring impact to the people itself.
33. Because actually we know, panic to the nation that actually like a social barrier between one group to the another but more like an example like my second speaker said the occupation of the suspect is actually enough because the symbol that actually work there seen about everybody else that of the country that actually to something bad.
34. That's not necessary at all.
35. We know that this is not the way we accepting the problem that happen in this case, Indonesia.
36. So, once again I say that because of this reason, we actually believe that massive exposure is necessary and then the negative team haven't shown a good enough reason why should be expose massively because as know that massively is not quality it is very quantity.
37. Thank you.

The Third Speaker of Negative Team (3-)

7.25 minutes

1. Ok, first of all to rebut the government side of the house.
2. First about exposure in excessive among toward the victim to make the victim become shame or etc.
3. Our team believe that in broadcasting info, tv or media have ethic code to censor the identity, to censor the name face, background or etc to ensure the privacy of victim so they won't be harassed.
4. And the next about the nature of the news to let people know, to warn people, but they said that exposing of JIS is not neutral because it breaks the image of JIS down that I am going to explain latter.
5. Our team believe that the important one is about, this kind of crime can take place in school and your children may be in school can also from same crime.
6. They also mention about the exploitation of victim and criminal privacy here.
7. Well our team believe that, the ethic code covers the victim's privacy from media.
8. But here, media is no under obligation to cover victim identity because the goal here is to tell that this kind of individual is dangerous, so you should stay away from them in first place.
9. The next, about individual that do crime to the society is justified to be exposed massively ladies and gentlemen, because it is to alarm people that this guy is dangerous and so people will be aware if they meet one.

10. And the next, about massive exposure here will lose the essence of info itself.
11. Our team believe it is not.
12. The massive exposure is just like repetitive info, it is not losing the essence of info itself.
13. Even if the essence of info is degraded that back little, the warning here is still exist as one of the goal of news itself.
14. And the next, about why is sexual harassment news is being reported massively in Indonesia?
15. Because our team believe that this kind of crime, this kind of sexual harassment crime is something very new in Indonesia, especially if it is take place in school which is places that it should be a safe place for children at the first time.
16. Our team believe that here media should emphasize that the parents should be careful everytime including in school and also in neighbourhood ladies and gentlemen.
17. And the next, our team believe that the media here is public media like tv and newspaper that operates undegone of broadcasting that keep privacy, ladies and gentlemen.
18. Social media in this case whose people arounds it get the information originally from public media that keep the secret identity that may be relate in the info itself, in this case the victim.
19. And the next, about the point of what effect may happen at the first place to victim.
20. They said about excessive among of exposure may effect the victim.
21. Well, what effect may happen in first place to the victim if people have no idea about victim itself, nothing ladies and gentlemen.
22. Because the media cover the identity of the victim whether massively reported or not the victim privacy will still safe.
23. And the next, about point of credibility of JIS here.
24. Our team believe that the media have no obligation to maintain the credibility of JIS here that let the crime happen at first place.
25. It is also to let parents know that JIS is dangerous school for child.
26. So that in the future, the case won't happen again.
27. And the next, it is like the same IPDN that famous for its violence cases.
28. It is also IPDN fail as institution of student here that should protect and prevent crime that should not happen at first place.
29. If the institution here is fail to protect the student, media have no obligation to maintain the credibility of the institution who is fail here, ladies and gentlemen.

30. And the next, about when media massively exposure sexual harassment news, it will neglect the other important news.
31. Well, our team believe that media will still report the other important news.
32. Well, this kind of news still be a headline.
33. There will be other news report as politic etc.
34. Our team believe that excessive among of this kind of news is reflecting how urgent and important of the news is at first place, in this case is sexual harassment news.
35. And the next, whether it is excessive or not in the first place, media cover the identity of the victim.
36. Well, nothing should not be regreted at first place.
37. And the next, the public media here is never expose sensitive info at first place as the process of the sexual harassment in people that brought by the speaker.
38. And the next, let's go to our case.
39. Ladies and gentlemen, let me on tv, internet, in Indonesia is filled by sexual harassment news that seems endless.
40. From our point of view, it is not something that should be regretted upon, why?
41. The first is the massive continuous media exposure is to let people know that the cases or crime is happen in Indonesia, especially and can happen to us, or to people around us as well, just like the case of JIS to let people to open their eyes upon this problem by continuous is exposure.
42. Our team believe that knowing only is not enough.
43. Continuous and massive exposure of certain info will push brain to remember, or *nyantol*, to making people aware that this crime can happen to us or to our family.
44. And the next, when people start to aware of crime that can be happen to them, people will feel threatened upon the fact that someday us or the family can be as the victim as well.
45. They may feel fear toward this.
46. The fear here is important because when they are afraid of threaten you must in stickly try to defend themself, so they won't suffer the same fake.
47. It is also encouraging them, people here to take safety measurement to save themselves and their relatives, so they won't be a victims.
48. For parents, for teens, my previous mechanism has already explained about the safety measurement itself.

49. And the next, the massive exposure is the massive exposure that will not impact the victim in any way because they are protected by media ethic code to censor them.
50. Nature of news is to inform, not to shame them.
51. I think that's all thank you.

Appendix 4

FINAL ROUND TRANSCRIPT OF JAVA OVERLAND VARSITIES ENGLISH DEBATE 2014

Motion: Those house would oblige media companies to alocate proportionate time for all of political advertisement

Affirmative team : Brawijaya University

- 4. First speaker = Nadya
- 5. Second speaker = Zem
- 6. Third speaker = Fahri

Negative team : Binus International Pool of English Debaters (BIPEDS)

- 4. First speaker = Wilson
- 5. Second speaker = Gierdino
- 6. Third speaker = Melissa

The First Speaker of Affirmative Team (1+)

7.20 minutes

- 51. In short time period we will decide which the side.
- 52. This is why which one leader talking about the media role his side, this is ladies and gentlemen.
- 53. Because the status quo found that the owner of this bussiness who have interest in certain or particular candidate for example.
- 54. That how which right to side they have right to support this particular candidate in touch of creating effect show or even curiosity effect or something and so on.
- 55. This is why in touch of democratic country that how which time to create media as a tool or as a agent to educate society about information upon this election.
- 56. We want to create a good education and balance information, the true balance information through this mechanism.
- 57. So, why we try to compose this proposal is just to create an equal information toward society.
- 58. I know the mechanism, when we gonna create equal exposure, when this for example metro TV time to create two minutes advertisement of

- Jokowi, they should have equal time for Prabowo to committed time for Prabowo to have advertisement inside metro TV for example.
59. Not only in case of advertisement, but also in the news, in talk show and in the review, all kind of exposure it satisfied them should have the equal period time of exposure itself.
 60. This is why we try to dealing with this balance of campaign in terms of information.
 61. That's how we try to expose the goodness you have to count the another candidate, ladies and gentlemen.
 62. This also believe that ban people mention at the bad exposure is also still justified, but how we can create this, it show is wrong proportion.
 63. Before that.
 64. [POI] Metro TV is in side in PDIP. Why in program Mata Najwa, Metro TV also invite Prabowo to ensure that people have certain balance information based on the society decision.
 65. But this is not implemented to all media, ladies and gentlemen.
 66. What we gonna say is in every single media, not only Metro TV.
 67. Take a look at TVOne.
 68. I never see there will be a talkshow to try to talk with Jokowi ladies and gentlemen.
 69. Because we see that TVOne is try to steady with Prabowo ladies and gentlemen.
 70. This is will be a problematic that I will explain you why inherently people that already have such a reason to a certain of media even channel will never have inherently harrass to change to the other media ladies and gentlemen.
 71. And this is bad in the end of the day.
 72. Now, me a prime minister will talk about two things.
 73. Firstly, why media as a private entity should is still follow with government interest under the idea of election itself.
 74. And then the second, the how that may be occur when cope within the proposal of opposition.
 75. Firstly, why media actually has to follow with the government interest.
 76. We already know media is a tool of government to channely the information toward society.
 77. Because media is one of entities of towards the society.
 78. Society is always need news everyday.
 79. Society sees TV everyday ladies and gentlemen.
 80. And this is one the effective way, because many that say that even without media we don't get this equality may be.

81. But why we try to create this chanelity inside this era is because the potrayer so massive ladies and gentlemen.
82. This is the most effective way because you see the potrayer, how they dealing with a debate or whatsoever for example inside those media.
83. This is how the easiest way upon society to deal with it ladies and gentlement.
84. Because we see, even in democratic country media still have control for the government.
85. They clue a cencorship or even journalistic media condemn or whatsoever.
86. Government, indeed agree that society are a rational calculus.
87. But one kind that government try to say is how government try to create a filter, inform that this one message digested by the society.
88. Because government also aware the form of layer of society can have the same perspective and have the same degree of digested of information.
89. That's why we ban hate speech ladies and gentlement.
90. That's why we ban pornography.
91. We ban black campaign.
92. This is because even we have a rational society within maintenaince of tool we try to create a safety before they can digested this information.
93. This is part of government that try to protect society for the future come, because this is one of the thing will lose toward the future come because how they cannot try to rationality to create a rational within themself.
94. May be we believe this is in terms of hate speech may be this people is not try to open new.
95. That in the certain degree this people might till open that how it creating an such its sentiment with this people towards the another people.
96. That how it is really needed the government standard if you want to try to educate to society ladies and gentlement.
97. Not only that, media is a powerful tool because how to educate society within twenty four second, even in the certain channel we will have four times of news, you have another talkshow and whatsoever.
98. This is why media became entities that we trust to that society.
99. Take a look a MetroTV or people that already happen toward SCTV for example.
100. They have a perception that this is the best channel that giving them best information ladies and gentlement.
101. That's how they will only believe on that particular information since they have a fanaticism.
102. But this finally them we always shape bad rationality upon the information that created by another channel ladies and gentlement.

103. Even in the lowest stable, this over shadow even greater than what motivation to see another news in the SCTV or internet or TV ladies and gentlemen.
104. This is why we want to create this equality thus without this inherent motivation, so society will able to get balance the information anywhere ladies and gentlement.
105. Because how this media as a proxy agent should go to this idea.
106. Now, far from that we believe that how this proposal is also tether the interest of both media.
107. If they still want to vote prabowo they can give a free time but within our mechanism, it is should be equal, ladies and gentlement.
108. Because how we promote chain to create imbalance information within this condition.
109. Now, what happen might be happen at that kind of proposal if we don't implement this.
110. Because how in the end of the day, we will tought have us a simple a balance for player under to the status quo.
111. Because you believe that how so many channel supporting Prabowo.
112. And we don't want to promote that.

The First Speaker of Negative Team (1-)

7. 22 minutes

1. First of all, we believe that every single people already have equal opportunities and more than ideology to make sure they are able to cater every single part of the constituents.
2. To make sure they can be exposed to as many information as possible especially it comes to the election, they can make as rational decision as possible.
3. Problems with proportional airtime, you are only meaning is the ability to provoke what kind of political agenda that will be implemented, assuming that they are chosen.
4. One second mean.
5. In term of corporate regulation domestically rigid media, fore's to obey.
6. We think this is some foundation bench.
7. It wasn't government for the asset, the case coming from this side of the house.
8. I have already compromised the confirmation of the media not unlike the side of the house trying to speak.

9. But second, why it could be that?
10. When it comes to the immolation. Something that you are really worried about.
11. Moreover, friendly kinds of several information.
12. First of all, they came to us that they associate them enough compared direct some information that existence in the status quo.
13. We think it's not correct, it's not true.
14. Because we don't think that the current media is not that problematic like what they are trying to think.
15. The fact we have so many counterbalance of information in term of social media for example, in term of newspaper, in term even in the simplest form that discourse for example, happening in environment that cannot be willing.
16. That has already shown to you that actually there are some counterbalances of information.
17. To the fact that current status quo, we have talk show such as *Mata Najwa* for example that even if that *Mata Najwa* in Metro TV are sided to PDIP, they still invite Prabowo to qualify every single information whether or not information provided by Metro TV is objective or not.
18. That actually shows you that certain media already have the incentive to balance those kinds of information are as mutual as possible.
19. To the simplest form that in this past these days, we have presidential debate.
20. When we can ensure that both parties can have certain debate together to ensure that they can transfer their own political agenda to every single parts of their society without any back up or the media for example, that has already become their tool such as for example SCTV warns every media to come above.
21. But we think this is very problematic under this side of the house, because not in a rush they can never prove to us why suddenly with so much influx of information that transferred to the society.
22. It will better result to the society will create as rational decision as possible.
23. But in fact, this thing in a load period of confusion because of the sequence they will may expose that so many information that you cannot determine or whether or not this information can be valid to you as your own identity, Madam Speaker.
24. So we think it's not grabbed at all.
25. But second in term of fanaticism.
26. I will be confused what is the fanaticism within this debate?

27. Firstly, we don't think this joke.
28. Fanatism is not exist in our status quo today because society only ascertain or accept truth to check whether a correct leader are able to lead our country, as long as our country don't mean real happening in term of economy for example we still have to choose our development in the world.
29. That is certain need to answer.
30. That can be a progress as soon as possible.
31. But second, assuming their denial that they are truly fanaticism.
32. Your proposal is not effective at all because even if people become fanaticism itself, we can closely see people who become fanaticism as well, Madam Speaker.
33. So we don't think your proposal is effective.
34. Coming to my argument, the good essence of media.
35. We believe the purpose of media is to vote and validate people to understand of what being meant as national democratic person.
36. There are three characteristics of good media.
37. First of all, they need to be opened.
38. Bias making is the first requirement as possible and every single information that they are trying to publish if there is certain information can meet to a certain prediction of society.
39. They can be zoomed in term of help account of all.
40. But second mean, we think some media in Indonesia is already bias.
41. They show that there is a certain monopoly of media.
42. In fact we have SCTV, we have TV One, and we have Metro TV that sided to certain political parties already shows to you monopoly over media is never exist.
43. And a second mechanism of home producing of information.
44. Well, the people tent to SCTV, others loves to choose Metro TV for example.
45. We find some TVs love Jokowi.
46. We think the media has right.
47. We need to understand their responsibility as media is coming to the essence that information provided is actually correct or whether or not they can get a rate or not.
48. We can analyze as well the media from their corporate angle.
49. By means, the media has responsibility of media to spread out the information that they need particular client, Mister Speaker.
50. In terms of rating, the political party also becomes one of their biggest master in agent that can transfer certain amount of capital to ensure that

some requirements would be provided or information to be absorbed in term of society.

51. They need good reporters for example then it is money.
52. They do need good technology for example, than it makes the transformation becomes so far which this consumes a lot of resources, and we think that political party can provide that distension that information is good.
53. Forth second, we think it is not legitimate for government to offer the cooperation because the nature of government never have a better goods of strategy of cooperation whom cooperate.
54. Because every single cooperation have their own unique strategy in betterment of the status quo that they shape already.
55. The regulation of the government nonstop will invite the tax for example, or will invite minimum wage of their workers for example.
56. And we think media as well have interest to such sensitive political interest which encourage society which is strategy.
57. Because as they cooperate as a business, you are always pragmatic your target always.
58. You need a unique contributor for example based on political assume for example.
59. That's why even we always invite economist because we believe economist can report us in term point of view coming from leader of democratic society.
60. The fact we never buy courses for example because it always pushes the society.
61. It already shows to you that society have different point of view of what kind of media that can reflect them as indeed whether or not the information will be able to influence you.
62. But last thing, why this is bad for people and always shame?
63. We think when it comes to so much influx of information within the society, you are not giving sufficient circumstances for them to be able to choose a certain resolution.
64. Because at the same time, you expose them to so many information being provided by certain political parties.
65. And most of all the agenda of political parties might be against each other.
66. So we think you create confusion inside the society that able to think.
67. The point of view that society think is only based on negative side prediction for example.
68. When it comes to the election.

69. We cannot assume whether or not certain individuals will think negatively decision.
70. But under our proposal, we give them chances to be exposed to as so much information as possible of who is the candidate that can best inflicted you.
71. We don't think they are so weak that our society are so foolish and we need to create them a proper challenge, expose them to so many information, expose them as mutual as possible.
72. We don't think the government will win.
73. We are really proud to oppose.

The Second Speaker of Affirmative Team (2+)

7.20 minutes

1. What we are trying to say ladies and gentlemen is that for you to become a best voter.
2. It's OK to only accept or have information containing goodness of Jokowi itself and you choose only on best that information of Jokowi itself, and that's the best voter.
3. We don't think so ladies and gentlemen.
4. A best voter is the one individual who has the most balanced information of all candidates and the best candidate also has it by themselves.
5. We don't think that the status quo provide that.
6. Why? Because one the media has to be neutral, they have to help the society to have rationality.
7. With this rationality, they can have rational calculation, ladies and gents.
8. We think in the status quo, owner will only judge from the individual perspective which is needed by the media and the media will do how it supposed to be.
9. We don't think that the media have to go with biased information of all political interest from the owner because that is not justifiable because the media is very strong ladies and gents.
10. These are two my rebuttals:
11. First rebuttal. First they said that our proposal coming from the ability of the media to perform.
12. This is wrong ladies and gent.
13. Why? Because they never explained one status quo is not enough.
14. First of all, they are going to admit that the debate exist and the d-date exist.
15. If it's right, they can promote their own candidate.
16. It is not exclusive.

17. Even under our own proposal they can still promote their own candidate.
18. Even it's better under our proposal because we have given more balanced information, for example we give good information about Jokowi and we also give good information about Prabowo.
19. If they said about the counterbalance in social media, internet etc.
20. They never say why it is enough.
21. It only works under their own proposal.
22. They have social media.
23. How about if they don't have.
24. Even worst, not all people have social media, he don't read newspaper.
25. He only eats information comes from the RCTI news because only that information is available for him.
26. Even if ladies and gentlemen, that's from his scenario, everybody here, every mothers in Papua are connected to the social media, they will be overshadowed by this provided private TV shows.
27. Why? Because this private TV show is very deep.
28. They have very good show and the info is invalid, everything will be worse, ladies and gentlemen.
29. For example, whatever, what we call it? *Indonesia Lawak Klub*.
30. Those TV show really attract viewers that can see the advertisement which is very sided to particular view of candidate.
31. That's what they call balance.
32. Good media is transparent and accountable.
33. We think this is the status quo, the global TV.
34. If they believed in the idea of valid, correct and accountable.
35. Even global TV just invited and defended Obor Rakyat.
36. Obor Rakyat right ladies and gentlemen, is clearly proven a black campaign.
37. They just said to the worst thing.
38. That is not the idea of accountability.
39. We think the accountability, correct and transparant is really lack from any kinds of information that assassinating every characters.
40. Last rebuttal, they said about the past event.
41. It is already being replaced by the past owners.
42. [POI] The burden of proof of the government. You need to prove why existence of so much influx of information? Because one TV station with kind different information. We need very special composition. Moreover it comes to the cancellation. You never prove it.
43. OK, that will be talked in my extension.
44. Now, in my extension, I will talk ladies and gentlemen.

45. How it will enhance the viewer's loyalty of station itself.
46. That's addicted.
47. That's the TV show would be very crucial.
48. We are that this is a private company is right.
49. There is only one believer.
50. It will only uphold one particular candidate.
51. We think this comment is betterment for numbers of viewers right now.
52. We think if the one has the viewer, the secret of it will not be opened, right?
53. For the problem in the status quo, the society choose someone freely at all because of the biased and misunderstanding in the TV right.
54. Now, let us analyze this voter.
55. The thing that happens toward the voter that has already had the favorite candidate.
56. They have already favorite TV show right.
57. They like Jokowi for example.
58. The TV that they watch is MNC, RCTI and global TV right.
59. They don't watch TV that doesn't gives information about they like, right?
60. The only choice for this voter is to go to METRO TV which is his favorite TV show.
61. Even if there is Mata Najwa, but not all of people watch Mata Najwa.
62. That's what you are really proud, right?
63. We think this is harmful because they harm RCTI that I actually see right.
64. Some viewers will try to find other TV shows ladies and gentlemen.
65. This is harmful for the TV shows itself.
66. We think this is the second analysis about the voters right.
67. There are some media that gives balanced information such TPI.
68. They still give them the balanced information to choose candidate to lead Indonesia to the best, right?
69. We think the media, what job that we give to them is to be the media with the most complete info.
70. They will go to the media with the most complete info that they can get ladies and gentlemen.
71. This is better, because we want to make they to choose the best candidate of voters that they want.
72. We think they will decide under the best rasonality based on the balanced of Jokowi, the balanced of Prabowo.
73. They will analyze by themselves which is goodness I prefer the most, ladies and gentlemen .

74. That is how the best voter is creative because they decide under their rationality not created under their media.
75. The media does not create the people perspective especially when it comes to the Indonesian's development in the future because it's very important for us to choose the best candidate under rational and balanced information.
76. Thank you.

The Second Speaker of Negative Team (2-)

7.25 minutes

1. Ladies and gentlemen, we find that the government side of the house is very problematic.
2. There are some assumptions.
3. Number one, they shut down the society to sit down and only watch TV, so therefore we should actually calculate their double weight and see how the discussion will work.
4. But they never even analyze how the willing discussion inside of the society itself.
5. Because it already prove to you that there will be discussion in the society.
6. And therefore we should actually provide them with more definite information that will actually let them build opinion and let them share this own opinion.
7. In order to make them automatically find more complete point of view and therefore with this more complete point of view will be compared toward each other through discussion.
8. Never have they analyzed it.
9. Second assumption, there is no respond about information pointed out by people.
10. It has already been proven by Wilson that there will not be information overloaded by these people.
11. It will be more discussed in my argument.
12. Third assumption, they think that the public will never meet the government make the media as a tool.
13. Because in this scenario their proposal is making new restriction toward the media.
14. So how do you actually show that there will more objective representation of public view?
15. How do you sure that there will be more political view that is being represented?

16. The last one, this is the alternation.
17. You said that the people will be influenced by the media who has sinetron and show the advertisement.
18. Well, this is very funny.
19. We don't want them to watch it anymore because of the advertisement?
20. Now, what is the logic in this?
21. First of all, number one, they said that the viewers will be confused with the overview.
22. No, because we do not lose their favorite.
23. Like what you have said that they will see the television one side and one side again.
24. Second of all, you don't actually only subscribe one television like RCTI.
25. You don't only watch one news in your life.
26. Yes, that is their assumption because they only watch television in their life.
27. No, because people have the nature of switching itself.
28. For example; If they are tired of watching TVOne because it's took many full with Prabowo, so just switch.
29. So it is that easy.
30. [POI]: Sir.
31. And if they think there is a black campaign inside of the media, there will punishment for them.
32. It against the law.
33. The law has been provided for the media.
34. There will be no room for them.
35. [POI]: Sir.
36. And fourth of all, if they said that the media won't be neutral.
37. The government has guaranteed it.
38. The problem is that we make sure this media is already balanced and do not against the law.
39. Now before I move to my argument, Yes sir.
40. [POI]: What so bad if with many information that make people to be best voters? What so bad if they have respect towards the news?
41. When you see the news, you'll see people are judged by the news, for example you are guilty, your opinion.
42. How you actually try to find the more information, better information coming from the news?
43. Therefore, you actually build your opinion based on that.
44. When you are actually try to switch from one TV to another, people actually will not be able create your opinion

45. And therefore you are actually create something that is not contributive to say.
46. Because under their own scenario, there will be people try to discuss, for example:
 A : hey what do you think about Jokowi?
 B : I think he is like this, and I watch he is like this.
47. Well there is no useful comparison at all inside of society discussion.
48. First argument, how it will appreciate the information.
49. Now, they never prove to us how these people will be actually able to observe all the information.
50. What is actually needed by the people in order to observe the information?
51. It is one, you are really need the time to observe the information.
52. And two, you are also going to need consistent information.
53. Those two things will help you to observe the information and build up your opinion.
54. And after that, you will be able to create a hypothesis.
55. For example: You have an information. And after that you have second information. You are going to build A and then B. Oh after that there is C. That is how an opinion is made.
56. There is no logic in their scenario.
57. Now let us see their proposal makes.
58. Their proposal never makes any objective information because their assumption is people will only watch TV.
59. Now let us try to imagine how their scenario would be.
60. What happen it is that? People will ask you about something. For example:
 A: Hey what do you think about Jokowi?
 B : I don't know anything about Jokowi.
 A : What about you?
 C : I don't have any opinion about this.
61. So, that's will be happening under their scenario.
62. But what happens with our scenario?
63. We let people know what they want.
64. We let people to build their information with their own face.
65. We let people to build their opinion based on their capability.
66. That's how more discussion have, because one, when they actually observe this situation and build their opinion.
67. It will result more objective opinion.
68. Two, when they actually go out social with their friends.
69. They will have more factual opinion. For example:
 A : hey, what do you think about Prabowo?

B : I think he is like this because A, B and C.

And then the other people will say:

C : I think he is like this because A,B and C.

70. That's actually how people will get more objective information.
71. Second, we talk about the notion that media is becoming a government tool.
72. Why is the TV?
73. We believe that the TV is never ended from the government itself, because we do not want to watch the information that is actually being deployed.
74. But in the status quo we have known that hate speech are actually crimes, already against the law.
75. What we want to do is to create more factual information that does not require people to confused
76. It's a better choice that we propose.

The Third Speaker of Affirmative (3+)

7.23 minutes

1. Ladies and gentleman before I go to my clash I'd like to convey some point of rebuttal to resume the clash.
2. Maybe we see that it's not fair for capacity and capability for every single going to the parties when we are rejecting them for example based on their capability we need to make advance.
3. We think that this the think that we want to impose at the very first places because when they say we will find out until the political party do their own advertisement.
4. We think that it is not fair for this small party ladies and gentleman, because we are not only talking about current election but we also talking about previous election.
5. So that's why we want that situation, so there will be equal exposure between all parties in terms of defend capitalism.
6. It is not fair for some political parties.
7. Yes it is ok, we are talking about Jokowi and many other political parties it is also we talk about member itself.
8. But there is a previous election that provide more fair action and more fairness.
9. This is what we are going to talk about.
10. We want to have a general recruitment for all parties to be accepted by the society.

11. We think that equal exposure noted that, because at the end there will be no overshadow on all parties.
12. That is why their procedure is not easy to improve that.
13. We think that us that quite possessive we need to respect this ladies and gentleman.
14. That is why the role of the media is actually as the most agent department to respect the advertisement to give an information to the society.
15. What's beneficial for government to expose?
16. We think that this exposure to introduce them initially to the society.
17. Whether they want to adding for discussion it is just fine.
18. What we are talking about media of television has closed the access and closed the channel.
19. We need to provide fairness in this ladies and gentleman.
20. So we don't talk about current exposure only but we also talk about previous government.
21. When we talking about media it is not only talking about the private sphere of individual but we also talking about the government sphere because at the end this is the only channel for government to pick their leader, for some people this also chances to pick who is their representative.
22. This is no longer privacy but also the public sphere of all Indonesian that is why we need to be fair as fair as possible.
23. Before I go to my points, yes please.
24. [POI] : The best case scenario when there is so much influx of information people will become abstain because they just bored with so much information that you never give them enough speech to make such a rational decision is that what you want for the next election ?
25. Ladies and gentleman what we want is only fairness.
26. What will equal us we have to take.
27. Because at the end their proposal doesn't improve because there is only exclusive
28. But we are trying to champion is fairness ladies and gentleman.
29. Now going to my point of clash.
30. First, whether the current media suits its own characteristic in posting information or only done some political exposure.
31. They said it is transparant and accountable is the idea for the very first places.
32. We do not think the media under the partner is actually transparant and accountable.

33. Our first speaker has told you the owner who derived media means the one who made other under corporate media is follow the order.
34. Means that if he order to sided only to one political parties, so they trade on advertisement will only expose them.
35. So there will be no longer equal media, no longer transparency and accountable.
36. There is an idea that we want to is like to credit the number for example there will be transparency and accountable, also equally exposure.
37. So, that is why we have to equalize all advertisement.
38. We think that the owner is actually barrier, the only barrier for this equal exposure.
39. We do not want this biased become the ideal for every single individual to determine who is the leader, ladies and gentlemen.
40. Under their proposal they letting this by give us an ideal criteria to put and to choose one side candidate of election.
41. So that is why as an individual what we need to prove, as individual of voter what you expect is only to save by vote yourself.
42. When it comes to media it is also different approach, it is also different sphere means that as an owner can not intervene toward the media although they own it.
43. They already take care the other things in media but not in the political sphere, that is why there much different related on your own society such as capability to digest.
44. The government is the one who need to gather and to control.
45. It is not fair for the political parties on vote because the bias advertisement is not fair ladies and gentlemen.
46. But even if it does not serve the soul purpose of media which the trusted parties for the society.
47. The fact that they not promoted one TV show means you only can be expose, you only can be able to see TV show means you are happy to see this validation we do not want this as a good country.
48. Because at the government will try to endorse this all society to be balance or all society to be rational.
49. Not just under their proposal.
50. Because at the end although they choose favorite candidate you have a legitimate chances to see a different information.
51. Although that black. We think that this is very much important to be repost.
52. Second of my clash.

53. They said that media is only diverse, for example we have social media, newspaper, talk shows and other.
54. They have to follow the government to be responsible as media of the society.
55. Because why we talking about balances ladies and gentlemen?
56. Because at the end they will see all channel are competed to the most factual advance analysis and remain neutral.
57. This is the things that they want to see in the end of the day.
58. Although they favorite one side of the house but when they see another side of the house means if first scenario they love the first side of the house there is actually democratic processes when they are changing what if they do not like it
59. We believe also there is democratic process when they try to respect their political choices ladies and gentleman.
60. Means that all of this side can make the media becomes predictable.
61. This is the things that what we do not want to have.
62. Because in the end this media will blind them to see the others which is not fair for the other candidate and political parties.
63. Now going to my next point of clashes which one is better to ensure better services to the society.
64. It is really confusion because too much information in one TV shows.
65. We think that it is not true right, under their proposal where their believe *Mata Najwa* is also there.
66. But there is also much influx information under their proposal.
67. In terms of global information someone identity is the things that government could control.
68. What government can control is just an input whether the output is not something government are responsible on it.
69. We think that the input is something that we need to manage better.
70. At least there is direct counter balance mechanism after they see an image of Prabowo for example.
71. Or after they see the image of Jokowi at the same time.
72. Or if you have the third presidential for example WIN – HT media.
73. They also see the WIN – HT image.
74. We think that this is an equal exposure.
75. Because at the end will create an incentive to the individual to see all the candidate.
76. This confusion will never be end.

77. This also important for every democratic processes because this confusion will bigger inside proof or find out who is better or who is the best to the other media not just stay in the comfort zone in only one partner of media.
78. So because of that support the opposition.

The Third Speaker of Negative Team (3-)

7.27 minutes

1. Ladies and gentlemen, we still have a folk news are put with condom in their advertisement is because that reflect your political stance, is because they know that their target are almost are against free sex, and of course very important to demonstrate system how important of their advertisement toward the business of media.
2. And that is also important to demonstrate that you have independence as private institution toward certain extent determine where you stand.
3. We think that is within their right.
4. So what have we heard come down from side of the government about this idea?
5. Silent, right, because there is no responses what so ever about this different ideology we are going to portray.
6. We think Mam Speaker; the fallacies of opposition are segmented under three things.
7. One. Those proposal are continued upon their deputy that they proved to us that the people under rational capacity to create conclusion when even the complementary information at the very specific side of stance would then they will be able to prove that there is effect with.
8. Constantly, proposal of us and Gerry might told you that, that people has limit in their capacity to process information.
9. That's why in election we allow one and do not owe a campaign era because we want society to be able to complementing.
10. We want society to relocate to digest those sorts of information before we go to presidential debate because at that point you will see that they use that information at the very specific offer.
11. At a very based scenario, people will be very confused because in your mind, visit all the candidates are very, are very negative Mam Speaker.
12. Just wait a moment then you see, "oh, this one, but probably be good".
13. What the others are always negation toward this.
14. At the end, the people could just be apathetic toward the process of democracy.

15. But second, there is a contradiction in your whole speech, because at the first place, they said “ugghh, this is bad because we are all injured like their stance because media need attractive program”.
16. What they say about fun, “oh it is going to be good for them, because loyalty now doesn’t exist because there is too much information”.
17. So we already know where does this team stance right?
18. We think those are very problematic issue
19. And I am going to have three clashes in this debate.
20. One specific clash exclusive for the new matter that is brought by the third speaker.
21. First question, It stands for them.
22. They say the status quo now is going to be now because only certain media is willing to do so.
23. Mr. Speaker if you think that this is good, right?
24. And they forget you have them in the current status quo that it shows the progress without any regulation that you have program into account.
25. We think that’s the third because you allow free market system to actually decide what is actually good for them?
26. You allow those media to have freedom to decide which blueprint should I choose in which ensure I can get approve or more program
27. At the same we can ensure that my obligation as the media is fulfilled.
28. We think Wilson has been strongly shown to you what are the obligation toward the media and they never responded toward them.
29. Because we think media is responsible only for certain extent that the information you provide can be helped accountable for, right?
30. And second, they say “oh, you know TV show is create judgment daily”.
31. We think they have proven to you that people have nature of switching when you compare looking at the same program at the same time.
32. Because program might be only one or two hours, right? and when the people have for free time and probably they will not be able to watch TV show anymore.
33. But secondly, like we have proven to you that relation is something that is very important that we no longer isolate people that are so easy to be influenced.
34. They will now look at the society that they know.
35. That election might be for they determine the faith of their representative.
36. That easy on how there is an improvement that there is incentive for individual to look at the policy which is promoted like for example Prabowo and comparing with Jokowi under themselves because they want

to make sure that the moment these persons are elected that my interest are actually catered.

37. And those idea offended fanaticism doesn't exist anymore and even if those exist, those kinds of proposal will not really cater them.
38. Because you are fanatic toward Prabowo for example when it comes the time to Jokowi to just switch to another channel that doesn't promote it anyway.
39. We think that's not particularly comfort.
40. But we have told you even one step moment Mrs. Speaker.
41. Why is it worse when that is actually over regulated media
42. Because you know, you know reduce the independence the media, because you want media to be shown by the society as that is shown to you that media will be sink as the counterbalance of information toward the government.
43. The moment when you were overregulated, you create like a blur within the media and they think double, right?
44. We think at the point when you reduce possibility and effect will already be in media itself.
45. Second, to which extend the government interfere toward business to create balance?
46. They say to all of government agenda will be cost to create balance inside of the society.
47. Question, is balance happens when you have ten media adding same thing at the same time or ten media adding different things at different specific sec of time?
48. We think that the second one is better because we think you recognize that people have the ability adding sign to process the information or all points at this specific interest will actually be plus.
49. That's why we've gone wave and many for one day, right? you have ten many for two months.
50. That will make sure you are equipped with the right information as possible and it is along ensure to the political party to influence individuals the way that they want to as long as it follows the rule and conduct.
51. We think those kinds of problems, those kinds of situations like portrayed by the side of the government team is going to be a holocaust, right?
52. You load people to concern to this kind of politician party constantly at the same time negating toward each other at the same specific offer.
53. So you don't have a constituency that that's not debate anymore because those kinds of debate already happen inside of the, inside the advertisement.

54. We think also Mrs. Speaker what we have proven to you that their strategy offer that you want to calibrate to other kind of political party is like there is no grouping because Metro TV think that my grouping is that, are you the supporter of Prabowo? or to show this is going to be the advantage of Jokowi because I think the supporter of Jokowi will be able to perform.
55. That's still grouping. We allow them to more show because we recognize their right as the corporate institution that also need to stand digest and I hope the government never regulate those strategy even in term of the strategy inside of the business.
56. But furthermore, we've proven to you their far harm when you collect capital.
57. That's the point of them when you cannot produce anymore media when political party see "oh, it's no longer reliable if I put it inside of media because it's not going too accountable but this individual political individual would just switch to someone else".
58. Put their trusted things like for example like smaller, grass roots society for example and media will have less capital.
59. And that's the point of them that the quality of information that the media produce will be worse for the whole life of society.
60. Exclusive for the third speaker how do we do that for democracy?
61. They say is because we need versus smaller inclusion.
62. One, we to know also recognize that money is also merit that you can put tolerate.
63. When you have money, you have also the media.
64. That's also routine.
65. But second, we think exposure toward this smaller political party thus exist, because media who have the interest to also look at analyze every single political party that participate in the nation.
66. What even this doesn't exist?
67. You have personal blog for example, and other social media.
68. You have government press that is to report who participate in the election and want they do act.
69. So we don't see any problem at all Mrs. Speaker.
70. We have proven to you on how there is importance to recognize media as not only as a tool of government and also acknowledging them as corporate institution.
71. We have proven to you that exclusive part coming from their proposal never has been proud to oppose.

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