THE ACTS OF LYING IN THE MOVIE *TO ALL THE BOYS I'VE LOVED BEFORE*

(A Sociolinguistics Approach)

THESIS

Submitted in Partial Fulfilment of the Requirements

for the Degree of *Sarjana Humaniora*

UNIVERSITAS ISLAM NEGERI
RADEN MAS SAID
SURAKARTA

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ENGLISH LETTERS STUDY PROGRAM

FACULTY OF CULTURES AND LANGUAGES

UIN RADEN MAS SAID SURAKARTA

2023

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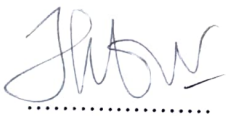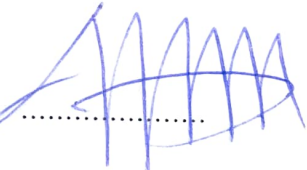
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DEDICATION

This thesis is especially dedicated to:

1. Myself

2. My beloved mother

3. My cherished brothers

4. My dearest friends

5. English Letters Study Program

6. My almamater

MOTTO

The best revenge is to improve yourself.

(Ali ibn Abi Thalib)

PRONOUNCEMENT

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I hereby sincerely state that the thesis entitled *The Acts of Lying in The Movie To All The Boys I've Loved Before (A Sociolinguistics Approach)* is my own original work. To the best of my knowledge and belief, the thesis contains no material previously published or written by another person except where due references are made.

If later proven that my thesis has discrepancies, I am willing to take the academic sanctions in the form of repealing my thesis and academic degree.

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Stated by,

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ACKNOWLEDGEMENT

Alhamdulillahirabbil 'alamin, praise be to Allah SWT, the creator of the universe, for all of his blessings that have enabled researcher to complete the thesis, entitled *The Acts of Lying in The Movie To All The Boys I've Loved Before (A Sociolinguistics Approach)*, as partial requirement for the degree of *Sarjana Humaniora* in English Letters. This research would not have been feasible without the help, guidance, support, and contribution of several people. The researcher wishes to express gratitude to everyone who helped with the research and also for their contributions.

1. Prof. Dr. H. Mudhofir, S.A.g., M.Pd., as the Rector of UIN Raden Mas Said Surakarta.

2. Prof. Dr. Toto Suharto. S.Ag., M.Ag., as tge Dean of Cultures and Languages Faculty.

3. Dr. Nur Asiyah, S.S., M.A., as the Head of Letters Department.

4. Dr. M. Zainal Muttaqien, S.S., M.Hum., as the Coordinator of English Letters Department and as the researcher advisor and assessor for his guidance, advices, corrections, patience and motivation of the researcher.

5. Shabrina An Adzhani, M.A., and Robith Khoiril Umam, S.S., M.Hum., as the examiner.

6. Vilya Lakstian Catra Mulia, S.Hum., M.Hum., as validator of this research.

7. All lecturers who have passionately taught and given their expertise.

8. My beloved mother for all prayers, endless love, motivation and support.

9. My cherished brother for all the support

10. My supportive partner for all the help and motivation: Danang

11. My extended family for all their love

12. My dearest friend for all the help and support

13. Lastly, thank you very much for all of the people whose support that impossible to mentioned in this acknowledgement.

Surakarta, June 19th 2023

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ABSTRACT

Hanifah Nur Salwati. 2023. *The Acts of Lying in The Movie To All The Boys I've Loved Before (A Sociolinguistics Approach)*. Thesis. English Letters Study Program, Faculty of Cultures and Languages.

Advisor: Dr. M. Zainal Muttaqien, S.S., M.Hum
Keywords: lying, types, motivation

The phenomenon of lies encompasses the complex web of deception that permeates human communication and behaviour. Lies are deliberate falsehoods employed for various purposes, such as self-preservation, manipulation, or the protection of others. They possess a multifaceted nature, manifesting in different forms, from small white lies to shameless bald-faced lies. Lies can disrupt trust, distort perceptions, and erode social cohesion, yet they also serve as survival mechanisms and tools for navigating societal complexities. This research is discuss about the acts of lying in movie entitled *To All the Boys I've Loved Before*. The film was released by Netflix in 2018 based on novel by Jenny Han with the same tittle. *To All the Boys I've Loved Before* movie is about complicated romance of a teenage girl named Lara Jean.

The analysis focused to identify the types and motivation of lying used in the movie. The researcher using theory proposed by Meibauer (2018) about the types of lying. Then, theory proposed by DePaulo (1996) about the motivations of lying.

The research is included in sociolinguistics approach and classified into qualitative research. The data source is *To All the Boys I've Loved Before* movie. The data in this study is textual data. The researcher examined the entire dialogue of each character that contained acts of lying. In analysing data, descriptive analysis technique used in order to get an interpretation of the dialogue. The researcher is the main research instrument for this study, with a laptop, Netflix and a data sheet serving as supporting tools. The researcher used investigator triangulation technique to validate this research.

As a result of this research, the researcher discovered 63 data of lying. The researcher classified the data based on the types and motivation of lying found in each dialogue. Based on analysis, there are several types of lies that are widely used in this movie such as: knowledge lies, bald-faced lies, bullshitting, and white lies. Then, the researcher also reveals that every liar has several motivations such as egoistic, self-defensive, pleasing, and sheltering. Bullshitting data predominates in lying type, while self-defensive data predominates in lying motivation. One of the things that affects is the background of this film which tells the story of the life of an American high school teenager who becomes chaotic because of her accidentally spread love letter. To save herself from a difficult situation, she committed lying as a form of self-defense.

LIST OF TABLES

LIST OF ABREVIATIONS

EGO: Egoistic

SDF: Self-defensive

PLS: Pleasing

SLT: Sheltering

KNL: Knowledge Lies

GPL: Group Lies

BFL: Bald-faced Lies

BLS: Bullshitting

BLF: Bluffing

WTL: White Lies

LRJ: Lara Jean

PTR: Peter

JSH: Josh

KTY: Kitty

MRG: Margot

FTR: Father

GEN: Genevie

CRS: Chris

LCS: Lucas

CHAPTER I

INTRODUCTION

A. Background of study

Lying is a fundamental aspect of human communication that involves intentionally providing false or misleading information. It is a complex behaviour that has intrigued scholars across various disciplines. Understanding the nature of lying is crucial for comprehending human behaviour, establishing trust, and navigating social interactions. When lying, people will compose a series of sentences in the form of false statements to hide the true facts from others. Eventually, lie is a deliberate false statement that the speaker warrants to be true (Carson, 2010). This introduction provides an overview of lying, its types, and the underlying motivations that drive individuals to deceive others.

Lies can take on various forms, each with its own distinct characteristics and purposes. White lies are perhaps the most recognizable type of lie, where this is an excusable falsehood not meant to injure anyone. Bald-faced lie is a lie where liar often wants there to be common knowledge that they are lying. Bullshitting is a lie that the bullshitter is indifferent toward the truth or falsity of the statement. In addition to having various types, lies also have various motivations behind it. People may lie for a multitude of reasons, driven by both self-oriented and other-oriented motives. Self-oriented motivations often revolve around self-preservation, such as avoiding punishment or gaining personal advantage. Lying can also be driven by a desire to protect others from harm or be considerate of their feelings, reflecting other-oriented motives.

Things about lies are always interesting to discuss further. In this research, researcher is interested in knowing what lies often occur and what causes these lies. Not only in real life, lying behaviour can also be found in a literary work such as movie. For example, dialogue in *To All the Boys I've Loved Before* movie.

Josh   : "Smells good, doctor C."

Father : "Hey, Josh, come hang on to this while I saw, would you?

          Usually, if you just rock this thing back and forth..."

Margot : "You know, the electric knife's in the kitchen, and it'll have

          that thing ready to eat in two seconds."

Josh, Margot's boyfriend, comes home for lunch. Doctor Covey cooked meat for them but he cooked it until burnt. Josh lies and said it smelled good when in fact it smelled burnt. It indicates an excusable "falsehood not meant to injure anyone and of little moral import," while lies in general are considered as being morally improper (Bok, 1999). Josh did white lies because he wanted to be polite by make Doctor Covey's feeling happy and appreciate his efforts also. This includes one of the motivations for lying, namely pleasing. According to Arcimowicz, pleasing is a motivation to make someone happy, particularly when there is a care about that person" (Beata Arcimowicz, 2015).

The researcher is analyse movie entitled *To All the Boys I've Loved Before*. The film was released by Netflix in 2018, which is also based on a 2014 novel by Jenny Han for the same title. The film stars Lana Condor as Lara Jean, Noah Centineo as Peter, Jannel Parish as Margot, Anna Cathcart as Kitty, Israel Broussard as Josh, and John Corbett as Doctor Covey (Netflix, 2023). The film

is about complicated romance of a teenage girl named Lara Jean. When she likes someone, she will write a love letter. Instead of sending it, she even kept it in her closet. One day, her sister found the letters. Then she sends it. Since that day, Lara Jean's life began confronted by her former crush. One of her former crushes proposes that he and Lara Jean fake date to make his ex-girlfriend jealous. Surprisingly, love grew between them. At the end of the film, Lara Jean acknowledged her feelings and found her true love.

In this research, the researcher uses some previous studies from several thesis that related to the topic to gain more knowledge. The first one is entitled *Lying with the Truth* (Warnott, 2013). This research primarily identifies responses to see if linguistic regional origin is an indicator of people's connection of lying and deceiving, or if cultural background influences the connection between lying and deceiving. The results show that subjects from different linguistic regions and cultures perceive communicative events differently in relation to lying and deceiving.

The second one is a thesis entitled *The Issue of Lie in Children's Story: The Study of The Curious Incident of The Dog in The Night-Time Novel by Mark Haddon* (Ayuningtyas, 2017). The thesis described the issue of lie in the novel *The Curious Incident of The Dog in The Night-Time.* Then the researcher finds that the concept of act utilitarianism is working properly in the story. The last one is entitled *The Meaning of Love Reflected by Lara Jean In to All the Boys I've Loved Before* (Widyawati, 2020). In this research, the writer tries to identify Lara Jean's characteristic and what the meaning of Lara Jean's love in the movie. The researcher finds out that Lara Jean's characteristic is fashionable,

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honest, rigid, and straightforward person. Then, the researcher also finds out that the meaning of Lara Jean's love is changed several times, from infatuated love, liking and empty love.

The different of this research with previous research is that the researcher analyse what acts of lying found in *To All the Boys I've Loved Before* movie. The research would focus to analysis the types and motivation of lying in movie entitled *To All the Boys I've Loved Before*. Researcher is deeply discussing what lies often occur in the movie and what causes these lies. The reason why choosing this movie for analysis is because character and background in this movie are quite interesting. The characters, mostly are teenager who life in America's modern society. Lies are part of modern life. This is same as the statement of Frankfurt, who identified the lying phenomenon as a distinctive trait of modern societies (Frankfurt, 2005). Finally, the writer carried out the research entitled "The Acts of Lying in the Movie *To All the Boys I've Loved Before*".

B. Limitation of the Study

The analysis focuses on the type and motivation of lying used in movie entitled *To All the Boys I Loved Before*. The researcher is deeply investigating dialogues of all the characters in the movie. Therefore, the researcher uses theories proposed by Meibauer (2018) and De Paulo et al., (1996). According to Meibauer (2018), there are six types of lying, they are knowledge lies, group lies, bald-faced lies, bullshitting, bluffing, and white lies. Then, De Paulo et al., (1996) states that are four motivation of lying. They are egoistic, self-defensive, pleasing, and sheltering.

C. Formulation of the Problem

Based on the background of the study, the identification problems of this research can be formulated as follows:

1. What types of lying are found from To All the Boys I've Loved Before?

2. What motivation of lying are found from To All the Boys I've Loved Before?

D. Objectives of the Study

Based on the formulation of the problems above, the object of the study of this research can be described as follows:

1. To identify types of lying are found from To All the Boys I've Loved Before

2. To describe motivation of lying are found from To All the Boys I've Loved Before

E. Benefits of the Study

The researcher does hope research has benefits to the researcher itself, other researchers, lecturers as well as the reader or student of the English Department. The benefits of this research can be seen from the theoretical benefits and practical benefits such as the following.

1. The researcher and reader may gain more insight and knowledge about the Acts of lying since lying is inseparable things about human life. Also, the writer may help in understanding the types of lying and motivation of lying used in *To All the Boys I've Loved Before movie*.

2. For the lecturers, this research is hoped to help them to give clear and up to date information about the acts of lying in their class. In additional, the finding can give a contribution to English studies in English Department.

3. For the student, this research will enhance the capability as English department student. While learning about acts of lying, they will find out how a lie happens in daily life.

F. Definitions of the Key Terms

In this part, the researcher provides descriptions to describe the term to help the readers understand and equalize the concept between the researcher and the reader. The definition of terms which are often found in this study as follow:

1. Lying

   In general, lying is to make a believed-false statement to another person with the intention that the other person believe that statement to be true. According to Carson, a lie is a deliberate false statement that the speaker warrants to be true (Carson, 2010).

2. Linguistics

   Linguistic is the science of language, including the sounds, words, and grammar rules (Fromkin, 1993). Linguistic concerned with communication and the nature of language. It deals both with the study of particular languages, and the search for general properties common to all languages or large groups of languages.

3. *To All the Boys I've Loved Before*

   It is a movie based on novel by Jenny Han. It was released by Netflix in 2018, which is also for the same title. The film is about complicated

romance of a teenage girl named Lara Jean. There are several casts of the film, Lana Condor as Lara Jean, Noah Centineo as Peter, Jannel Parish as Margot, Anna Cathcart as Kitty, Israel Broussard as Josh, and John Corbett as Doctor Covey (Netflix, 2023).

CHAPTER II

LITERATURE REVIEW

A. Theoretical Background

1. Sociolinguistic

Sociolinguistics is a fascinating field of study that explores the intricate relationship between language and society. It examines how language use, variation, and change are influenced by social factors such as culture, identity, social class, ethnicity, and gender. By investigating the dynamic interplay between language and society, sociolinguistics sheds light on how language both reflects and shapes social structures, norms, and interactions. According to Yule, sociolinguistics is a study which focuses on language which is dealing with social and cultural phenomenon in one society (Yule, 2010).

Sociolinguistics is vital for understanding the complex relationship between language and society. It provides insights into the ways in which language reflects and shapes social structures, identities, and interactions. Sociolinguistic research has practical applications in fields such as education, language policy, and communication, helping to promote linguistic diversity, inclusivity, and effective intercultural communication. By studying sociolinguistics, we gain a deeper understanding of the multifaceted nature of language and its role in shaping the world we live in.

2. Lying

Lying is a complex and universal human behaviour that involves deliberately providing false or misleading information. It is a common aspect of interpersonal communication and has been studied from various perspectives. Lying can be defined as the act of intentionally deceiving others by conveying false information or distorting the truth. According to Carson, a lie is a deliberate false statement that the speaker warrants to be true (Carson, 2010). Lies can take various forms, including white lies, knowledge lie, bullshitting, bluffing, bald-faced lies and group lies (Meibauer, 2018). Moreover, people may lie for a variety of reasons, which can be categorized into self-oriented and other-oriented motives. Self-oriented motives include self-preservation or gaining personal advantage. Then, other-oriented motives encompass protecting others from harm or being considerate of others' feelings.

Lying is a multifaceted phenomenon that plays a pervasive role in human communication. The study of lying and sociolinguistics intersects in various ways, as both fields examine the complex relationship between language, social behaviour, and communication. Sociolinguistics provides valuable insights into how lying is influenced by social factors and how language is employed in deceptive practices. Understanding the sociolinguistic aspects of lying can shed light on the social motivations, strategies, and consequences associated with deceptive communication.

Sociolinguistics investigates language variation and style, including how individuals adapt their language use to different social contexts. In the context of lying, individuals may modify their language patterns, such as lexical choice,

syntactic structures, or nonverbal cues, to enhance deception or align with the expectations of the listener. Sociolinguistic analysis can uncover how linguistic variation and stylistic choices are employed in deceptive communication and how they may vary across different social groups.

a. Types of Lying

An important part of debate about lying focuses on describe especially interesting kinds of lies, and explaining how they work. According to Meibauer (2018) there are six types of lying, they are knowledge lies, group lies, bald-faced lies, bullshitting, bluffing, and white lies.

1) Knowledge Lies

An assertion that p is a knowledge-lie exactly if intended to prevent the addressee from knowing that p is untrue but is not intended to deceive the addressee into believing p (Meibauer, 2018). The feature that makes knowledge lies special is the absence on the part of the liar of an intention to deceive. Deceiving is understood in this context as intentionally causing someone to adopt a false belief. The liar who tells a knowledge lie specifically targets her addressee's knowledge, but does not aim to alter her beliefs. In the Spartacus example, the slaves assert "I am Spartacus" to conceal from the general which one of them is Spartacus. Thus, the slaves are being deceptive, according to Lackey, but they are not deceiving the general, because they do not intend to bring about a false belief in the general about which of them is Spartacus (Lackey, 2013). Lackey argues that knowledge lies do not involve an intention to deceive; however, they

do involve an intention to be deceptive. This is because they are intended to conceal information, which is a way of being deceptive

2) Group lies

According to Meibauer (2018) group lies are lies that are told by a group of people, such as a company, your knitting circle, a government, or any other group. In order to tell a lie, a group is necessary to make an assertion. It can happen in several different ways. One of the ways, which this can happen, is if a representative state something represents the group. (Lackey, 2015) argues for two theses: (i) group lies is not in terms of individual lies told by the group's members, and (ii) group lies do not require a joint agreement of the group's members to lie.

The example of group lie is supposing the cosmetic company hires a spokesperson. His job is to attend and report to the public about the board meetings. The board members deliberately present only evidence that indicates that there is no link between mercury and cancer. They already set up the meeting, even though they are knowing that the total evidence supports the opposite conclusion. The spokesperson, as planned, sum up that between mercury and cancer is unrelated. Then he reports the conclusion to the public in his duty as the cosmetic company's representative (Lackey, 2015).

3) Bald-faced lies

Bald- faced lie is a lie without any intention from the speaker to deceive the addressee (Meibauer, 2018). The bald-faced liar often wants there to be common knowledge that they are lying. Then, they will

"support" it with more obvious secondary lie. The speaker permits and sometimes welcomes the increase of absurdity is one of the marks of a bald-faced lie. As the example, imagine a situation in which young adults have smashed a window on purpose. When the police arrive and ask them about the broken window, they reply:

"What do you mean? We do not see any broken window!"

Intuitively, it would categorize this utterance as a bald- faced lie because it is evident that the adolescents lie and each party knows that this is the case (Meibauer, 2018). The proverb "Lies have no legs" offend to their unsupportable from reality. Lies inclined to collapse without the support of secondary lies. These secondary lies are also legless and so often must themselves be propped up with another round of lies (Sorensen, 2007). Liar cannot depend on reality to be your memory bank. It makes lying is mentally demanding.

4) Bullshitting

Bullshitter is not caring about her addressee's beliefs about the subject matter of his discourse. According to Meibauer, the central characteristic of bullshit of this kind is that the bullshitter is indifferent toward the truth or falsity of what they say (Meibauer, 2018). a certain kind of political speech-making is one of Frankfurt's examples of bullshit. (Frankfurt H. G., 2005) state that consider a Fourth of July orator, who goes on bombastically about "our great and blessed country, whose Founding Fathers under divine guidance created a new beginning for mankind". the orator does not really care what his audience thinks about the role of the

deity in his country's history or about the Founding Fathers. At least, it is not an interest in what anyone thinks about these matters that motivates his speech. The bullshitter may not deceive us, or even intend to do so, either about the facts or about what he takes the facts to be. What he does necessarily attempt to deceive us about is his enterprise.

5) Bluffing

Bluffing can be active, involving deliberate misrepresentation, such as lying about one's age on a resume, to impress a potential employer (Beach, 1985). According to Beach, it also can be passive, such as not responding fully by truthfully claiming to not have a personal financial stake in a company but failing to disclose the financial interest of a close family member (Beach, 1985). The purpose of bluffing is to gain advantage in the interaction by manipulating the other individual's expectations and subsequent behaviour (Lewicki, 1998). Bluffing is a complex task. As it involves not only modelling behaviour that will convince the other party that something is true, it also simultaneously holding the knowledge of what is actually true (Bhatt, 2010).

As an example, one may bid high in poker despite a bad hand to signal to the other players that one's hand is stronger than it is. Likewise, one may bid low when one's hand is strong in order to create the impression that one's hand is weak and draw the other players into betting more than they would have otherwise. In both of these instances, the poker bid misinforms the opponent about the actual strength of one's hand and makes increasing the pot appear riskier or safer depending upon the strategy used,

thereby reducing the number of attractive response options. At the same time, the bluffer must remain aware of the actual strength or his or her hand relative to the other players to know when it is appropriate to continue betting versus fold (Meibauer, 2018).

6) White lies

White lies are an excusable falsehood not meant to injure anyone and of little moral import (Bok, 1999). As example, when the doctor's lie to protect the ill patient from shocking news. White lies are when someone say something, they do not believe to be true to avoid hurting other's feelings and potentially also in the long run the relationship. A white lie is a normative concept used in colloquial language as well as in moral discourse, referring to the intentions of the liar, the social consequences, and the moral status of the lie as harmless, excusable, or even justified. White lies may be either self-serving, and are in contrast to the morally unacceptable 'black lies' which are meant to harm the addressee or other people.

3. Motivations of Lying

When lying, everyone must have certain goals to achieve, both for himself and for others. In the DePaulo et al. (1996) studies, for example, the demographically diverse participants from the community reported telling an average of one lie in every five of their social interactions, and the college student participants reported telling a lie in every three interactions. In both groups, the participants were about twice as likely to tell lies that benefited themselves in some way (self-oriented lies) than to tell lies that benefited others (other-oriented lies) (DePaulo, 1998).

a. Self-oriented

Self-oriented lies were defined as lies told to protect or enhance the liars psychologically or to advantage or protect the liars' interests (DePaulo, 1998). There are two kinds of self-oriented lies, egoistic and self-defensive.

1) Egoistic

Egoistic is the lies told for material gains (e.g. money, a job) psychological and social (e.g. the admiration of others, respect, social prestige, position in the community, the favour of others, positive opinions, and self-presentation (Beata Arcimowicz, 2015).

2) Self-defensive

Self-defensive is the lies told to protect the liars from physical punishment, or to protect their property or assets or their safety (Beata Arcimowicz, 2015). Lies told to protect the liars from loss of status or position or to protect them from being bothered or from doing something they preferred not to do were also included.

b. Other-oriented

Other-oriented lies were defined as lies told to protect or enhance other persons psychologically or to advantage or protect the interests of others (DePaulo, 1998). There are two kinds of other-oriented lies, pleasing and sheltering.

1) Pleasing

Pleasing is the lies told to make someone happy, particularly when "we care about that person" (Beata Arcimowicz, 2015).

2) Sheltering

Meanwhile, sheltering is the lies told in order to save someone from being hurt. It also included the desire to protect someone from distress or to serve higher values, e.g. saving human life (Beata Arcimowicz, 2015).

4. Movie

To All the Boys I've Loved Before is an American teen romance film based on the novel by bestselling author Jenny Han and directed by Susan Johnson with a screenplay by Sofia Alvarez. The genre of this movie is romance comedy. The movie releases in 17 August 2018. Country of origin is in the USA. Filming location is in Canada. Lana Condor and Noah Centineo give excellent performances in the lead roles.

The film is about complicated romance of a teenage girl named Lara Jean. When she likes someone, she will write a love letter. Instead of sending it, she even kept it in her closet. Holding onto them as reminders of past longings. One day, her sister found the letters. When Margot moves to Scotland for university and accidentally breaks up with Josh. Kitty (Anna Cathcart), Lara Jean's younger sister, found the secret letters. Then she sends it to Lara Jean's former crushes. This includes Kenny from camp, Peter from seventh grade, Lucas from Homecoming, John Ambrose from Model UN, and Josh. Since that day, Lara Jean's life began confronted by her former crush. Peter Kavinski, one of her former crushes proposes that he and Lara Jean fake date to make his ex-

girlfriend jealous. Surprisingly, love grew between them. At the end of the film, Lara Jean acknowledged her feelings and found her true love.

B. Previous Studies

There are some previous studies that the researcher uses for more knowledge. The first previous study that writer has found is "the Linguistic Cues Observed when Lying in Realistic Personal Stake Situations" by Brickman (2019). In analysing the data, he used the theory from Mapala (2017). The result shows two linguistic cues that were found to differentiate the truth from the lies in a realistic personally high-stake situation: response time latency and speech rate. These two factors are interesting, however, because response time latency is shown to differentiate between truth and lie, and speech rate differentiated between the two types of lies: prepared or spontaneous. The mean latencies in the truth condition for both the truth and target groups are 1.056 and 0.983 seconds respectively (Brickman, 2019). The same trend was observed in the prepared and spontaneous conditions; the mean response latencies of the truth groups were shorter than the responses in the target group. For the prepared lie condition, the mean truth response time latency was found to be 1.138, while the mean latency in the target condition was 1.408 seconds (Brickman, 2019).

The second study is conducted by Verkijk (2018), entitled *How Lies Can Help Us Understand: The Role of Deception in Discourse Modelling*. This research considers multiple definitions of deception and tests Gricean pragmatics and Austin's speech act theory on their ability to account for different forms of deception than false assertion, namely false implicature and presupposition faking (Verkijk, 2018). The result shows that Grice's maxim of quality and Searle's

sincerity condition are not adequately defined, and that multiple representations of the common ground do not make explicit which belief sets can enter the common ground when an interlocutor deceives another.

The next previous study that writer has found is *The Issue of Lie in Children's Story: The Study of The Curious Incident of The Dog in The Night-Time Novel by Mark Haddon* by Ayuningtyas (2017). The research described the issue of lie in the novel *The Curious Incident of The Dog in The Night-Time.* The issue of lie is analysed using the principle of Ethical theory by John Stuart Mill; Act-Utilitarianism to sustain the research and the analysis is conducted towards the intrinsic elements of children's story; plot, characters, and point of view to know how the issue of the lie is described (Ayuningtyas, 2017). Then researcher finds that the concept of act utilitarianism is working properly in the story.

The fourth study is conducted by Ahmadhani (2021), entitled *Lies Within Honesty: The Strategy To 'Not-Lie' Using Deceptive Implicature*. This research investigated how someone can lead its targeted addressee to a false belief without telling any actual false statement. The data was acquired from a fictional discourse, The Hunger Games movie sequel, with a total of eight data. It was analysed based on the phenomenal theory of Implicature and Cooperative Principle by Grice (1975). The present study shows that deceptive implicature production's background motive varies; to gain trust while betraying, to withhold information, maintain reputation, intrigue or ignite fervour, and set some particular mood in the conversation (Ahmadhani, 2021).

The last previous study that writer has found is *Lying with the Truth* (Warnott, 2013). This research primarily identifies responses to see if linguistic regional

origin is an indicator of people's connection of lying and deceiving, or if cultural background influences the connection between lying and deceiving. The results show that subjects from different linguistic regions and cultures perceive communicative events differently in relation to lying and deceiving.

Researcher discovered some similarities and differences from some of the mentioned previous studies. The similarities are that some of the earlier studies discussed lying. A few of the research mentioned above employ movies as their study subjects. Yet there are also differences with this research that stand out from the earlier study mentioned above. The topic and discussion point are different in this study's case. Researcher choose the movie *To All The Boys I've Loved Before* as the study subject. The acts of lying of teenage characters who are in high school is the focus of research. This investigation focuses on the type of lying used by characters and its motivation in their conversations. In this research, the researcher use theory proposed by Meibauer (2018) and De Paulo et al., (1996)

Additionally, it is crucial to conduct this research in order to educate readers and other researchers about the fact that that everyone has their own way and motivation for deceive depending on several personal and social aspects. The researcher believes that subsequent researchers would look at related topics with different perspectives or object and study them in greater depth. The study's findings are particularly interesting because the topics and the movies discussed are relevance to modern life.

CHAPTER III

RESEARCH METHOD

A. Research Design

This research is included in sociolinguistics approach in linguistic research. This research is classified into descriptive qualitative research. The qualitative method is used because the data in this study adopts the form of words, phrases and clauses. Qualitative method can be done in two ways: field and library. A field method is the method of research in which the data is from the fields. Whereas, the library method is the method of research in which the data is from some documentations such as book, articles, journal, dictionary, etc. According to the research of Denzin, qualitative research is the focus of multi-method research, involving explanatory and naturalistic methods of its themes (Denzin, 2017). This means that qualitative researchers will study things in the natural environment, trying to explain phenomena based on the meaning that people bring to them. Qualitative research involves the study and use of various empirical materials, including case studies, personal experiences, introspection, life stories, interviews, observations, history, interactions, and visual texts, which describe routine and problematic moments and meanings in an individual's life.

The goal of this research is to describe a phenomenon and its characteristics. In this method the writer did not need to make observation, interview or questioner in any place. It has descriptive characteristic so the writer is interested in meaning and understanding which was gotten by analysing words of each acts of lying in the movie entitled *To All the Boys I've Loved Before.*

The reason behind the use of the sociolinguistic approach is that researchers want to know the influence of social factors with the occurrence of acts of lying in movie *To All the Boys I've Loved Before*. Therefore, sociolinguistic approach is the most suitable to the research. This research also belonged to library research. The researcher uses library research as a method by applying content analysis method. Merriam said the content analysis is a systematic procedure for describing the content of communications, historians and literary critics have long used content analysis to analyse the historical document and literary work (Merriam, 2009).

B. Data and Data Sources

In qualitative research, data refers to the information or evidence collected and analysed to gain insights into a particular research question or topic of interest. It focuses on understanding the richness, complexity, and contextual aspects of a phenomenon through in-depth exploration and interpretation of non-numerical data. According to Given, the data of qualitative research are the description of the research object, reflected through words, pictures, and numbers which are not gained from any statistical process (Given, 2008). Thus, since this research is qualitative research, the data were in textual forms which were collected from the movie entitled *To All the Boys I've Loved Before.* Furthermore, the context of data was in the form of dialogue from the movie character.

In qualitative researchers draw data from a variety of sources, aiming to capture diverse perspectives and experiences related to the research topic. There

are some common data sources used in qualitative research for example, interviews, focus groups, and observation. In a research, data and data sources are fundamental components that provide researchers with insights into the research topic. By utilizing a range of data sources the researchers can gain a deep understanding of the complexities and meanings associated with the phenomenon. The source of the data in this research was taken from a movie entitled *To All the Boys I've Loved Before* 2018 from Netflix.

C. Research Instruments

Instrument is tools that are required to get information. The instrument in collecting data is a tool that is used by researchers to help them in collecting data in order to make it more systematic and easier (Airasian, 2000). Then human is the best instrument in doing qualitative research (Vanderstoop, 2009). Thus, based on the theories above, in this research the primary instrument was the researcher herself. Then, the researcher is tasked with collecting data, analysing, verifying, and also drawing conclusions. The research is also assisting with several supporting instruments in order to supplement the data and compare the data found. Some of these support instruments include laptop, data sheet, internet data, and Netflix

D. Data Collection Techniques

According to (Vanderstoop, 2009), data in qualitative research can be collected through many ways, such as, interviewing, ethnographic observation, analysis of documents and material culture, and visual analysis. In reference to the theory above, the data of this research were collected by doing analysis for

documents and material culture on a written text, i.e. "movie script *To All the Boys I've Loved Before* 2018". There are several steps to collecting the data:

1. The researcher searching *To All the Boys I've Loved Before* movie and the script.

2. The researcher watching *To All the Boys I've Loved Before* movie.

3. The researcher read the whole script.

4. The researcher identifying types and motivations of lying used in *To All the Boys I've Loved Before* movie.

E. Data Validation Techniques

The data need to be validated because the data definitely have to be relevant with the subject matter about the culture shock. Validity is the most important point in qualitative research to make the accuracy of the data because the data need to be validated in order to avoid misinterpreting (Craswell, 2009). One or more strategies can be used by researcher in qualitative research to check the accuracy of the data finding. In this research, to achieve the validity of the data, the researcher using triangulation. There are four types of triangulation originally identified by Denzin (2005):

1. Data triangulation

    According to Denzin, data triangulation is the use of a variety of data sources, including time, space and persons, in a study (Denzin, 2005). The approach has been used in many sectors to strengthen conclusions about findings and to reduce the risk of false interpretations.

2. Investigator triangulation

According to Denzin, investigator triangulation is the use of more than one investigator, interviewer, observer, researcher or data analyst in a study (Denzin, 2005). Investigator triangulation is particularly important for decreasing bias in gathering, reporting and analysing study data.

3. Theory triangulation

According to Denzin, theory triangulation is the use of multiple theories or hypotheses when examining a situation or phenomenon (Denzin, 2005). The different theories or hypotheses do not have to be similar or compatible; in fact, the more divergent they are, the more likely they are to identify different issues and concerns.

4. Methodological triangulation.

According to Denzin, methods triangulation is the use of multiple methods to study a situation or phenomenon (Denzin, 2005). This type of triangulation is very similar to the mixed method approaches used in social science research, where the results from one method are used to enhance, augment and clarify the results of another.

The triangulation process that used in this research is investigator triangulation. It was gained through the consultations with validator to review the entire findings. To validate the data, the researcher chooses one of the linguists, which is definitely an expert in English studies and literary works. Mr Vilya Lakstian Catra Mulia, S.Hum., M.Hum. was chosen by the researcher to participate as the study's validator. In this study, the usage of validators is considered to be more efficient and objective in validating the research data.

F. Data Analysis Techniques

This research used Spradley's (1997) data analysis frame. Ethnographic research offers an excellent strategy for finding theories from the ground based on empirical data of cultural descriptions (Glaser, 1967). In ethnographic research, analysis is a process of finding the question. The analysis of field notes needs to be done at each time the data is collected. This is done to determine the steps and other data that are still needed. There are four types of analysis, namely domain analysis, taxonomic analysis, analysis component, and theme analysis (Spradley, 1997).

1. Domain analysis

    In this step the data is sorted from the source of data which are related to the topic of the research. Domain analysis allows researcher to dig into the data, searching for information that helps to organize the data (Phillips, 2004). This step is very crucial because a misanalysing collected data may trigger mistakes in the next steps. In this research, researchers collected data from the film and then linked it to the theory of types of acts of lying by Meibauer (2018) and motivation of the lying by De Paulo et al., (1996).

    To apply the domain analysis, the researcher analysing with the following steps:

    1) Determining the object of the research

        The object of the research is the act of lying utterances in *To All the Boys I've Loved Before* movie.

    2) Collecting the data

The data are the acts of lying that found in To All the Boys I've Loved Before movie.

3) Identifying the types and motivations of lying

The researcher uses Meibauer (2018) theory to analysing the types of lying. Then, the researcher uses De Paulo et al., (1996) theory to analysing the motivations of lying

4) Validating the data

The researcher use validator to validate the data of the acts of lying with someone who have an expert in English language and also experts on linguistics. The researcher lists examples of data according to the problem formulations in this study.

Data: "What do you mean? We do not see any broken window!"

Non-data: "Look, the sun rises from the east in the morning."

From the example above, the sentence "we don't see any broken window!" is included in the data because it is lying. The situation is when young adults have smashed a window on purpose. When the police arrive and ask them about the broken window then they told a lie. Then, because this is a fact and everyone knows that the sun rises from the east, the dialogue "Look, the sun rises from the east in the morning." is not included in the data.

2. Taxonomic analysis

The second step is taxonomy analysis. Taxonomy is "an outline that shows set and sub sets of inter-related information" (Philips, 2014). In this step, the data are classified based on characteristic. This purpose is to

separate a whole data into groups, based on the categories in reality, including logically organize knowledge in separate categories (Santosa, 2012). In this research, the researcher classified the data based on problem statements as the types acts of lying and motivations of lying used theory by Meibauer (2018) and De Paulo et al., (1996). The researcher following steps of taxonomy analysis:

1) The researcher analysing the types and motivations of lying in To All the Boys I've Loved Before movie. The researcher uses theory by Meibauer (2018) to analyse the types of lying and De Paulo et al., (1996) to analyse motivations of lying.

2) Encoding the data

    Each of the data that collected will be given a code that shows the number of the datum, the time, the types of lying, and motivation of lying. Example:

    Code : 3/JSH/BFL/SLT/00:01:50
    3   : Datum number
    JSH   : Josh
    BFL   : The types of lying (Bald-faced lying)
    SLT   : The motivations of lying (Sheltering)
    00:01:50: Time

3. Componential analysis

    Componential analysis is the systematic search for the attributes (components of meaning) associated with cultural symbols (Spradley, 1979). In this step, the components from domain analysis and taxonomy analysis are connected. In this research, the data of the acts of lying were

analysed to find out types of lying and what is the motivation for it. The researcher brings together the components of the research in the componential analysis by drawing tables. The dominant data in analysing *To All the Boys I've Loved Before* (2018) will exposed in componential analysis.

Example 3.1

Componential Table	Knowledge Lies				Bald-Faced Lies				Bullshitting				Bluffing				White Lies				Group Lies			
	EGO	SDF	PLS	SLT	EGO	SDF	PLS	SLT	EGO	SDF	PLS	SLT	EGO	SDF	PLS	SLT	EGO	SDF	PLS	SLT	EGO	SDF	PLS	SLT
Lara Jean																								
Peter Kavinski																								
Josh Sanderson																								
Kitty Song																								
Margot Covey																								
Father																								
Genevie																								
Christine																								
Lucas																								

Notes:

EGO: Egoistic	LRJ: Lara Jean
SDF: Self-defensive	PTR: Peter
PLS: Pleasing	JSH: Josh
SLT: Sheltering	KTY: Kitty
KNL: Knowledge Lies	MRG: Margot
GPL: Group Lies	FTR: Father
BFL: Bald-faced Lies	GEN: Genevie
BLS: Bullshitting	CRS: Chris
BLF: Bluffing	LCS: Lucas
WTL: White Lies	

4. Theme analysis

According to Spradley (1979), cultural theme is any cognitive principle, tacit or explicit, recurrent in a number of domains and serving as a relationship among subsystems of cultural meaning. Discovering Cultural themes seek relationships between domains and relationships with subsequent overall into themes that fit the focus and sub-focus of the research. The analysis and interpretation process involve testing discipline, creative understanding, and careful attention to research objectives. These two steps are conceptually a separate process. The analytical process begins with the assembly of raw materials and the taking of an in-depth review or total picture of the overall process.

CHAPTER IV

FINDINGS AND DISCUSSIONS

A. Findings

In this section, the researcher is explaining the analysis of the data to answer the question. There are two questions in this research. They are: what type of lying are found from *To All the Boys I've Loved Before* movie and what motivation of lying are found from *To All the Boys I've Loved* movie. The data of the research was taken from *To All the Boys I've Loved Before* movie. In this research, the researcher focuses to analyse the utterances stated by all of the characters that presented acts of lying in the movie. Then, in the discussions, the researcher is discussing the most dominant data finding.

1. The Types of Lying

To analyse the types of lying, the researcher used theory from Meibauer (2018). There are six types of lying, they are knowledge lies, group lies, bald-faced lies, bullshitting, bluffing, and white lies (Meibauer, 2018). Knowledge lie is lying that does not intend to deceive the addressee into believing a false claim but the liar intends to prevent the addressees from knowing, but not necessarily from believing it. Group lies are lies that are told by a group of people, such as a government, a company, or any other group. Bald-faced lie is a lie without any intention from the speaker to deceive the addressee but liar often wants there to be common knowledge that they are lying. Bullshitting is a lie that the bullshitter is indifferent toward the truth or falsity of the statement. Bluffing is a lie to gain advantage

in the interaction by manipulating the other individual's expectations and subsequent behaviour. White lies are an excusable falsehood not meant to injure anyone.

To analyse the motivations of lying, the researcher using theory from De Paulo et al., (1996). There are four motivations of lying. They are egoistic, self-defensive, pleasing, sheltering. Egoistic is lie told to gain material, psychological, and social advantage for the liars. Self-defensive is a lie told to protect the liars from negative consequences or being bothered or from doing something they preferred not to do. Pleasing is a lie to make someone happy, particularly when "we care about that person". Sheltering to avoid making someone sad.

In this research, the researcher found 63 data. In the *To All the Boys I've Loved Before* movie, the researcher only discovered four different types of lying: knowledge lies, bald-faced lies, bullshitting, white lies. The findings are 6 data of knowledge lies, 20 data of bald-faced lies, 28 data of bullshitting, 0 data of bluffing, 9 data of white lies, and 0 data of group lies. Thus, the researcher is concluding the total findings in the table and give example of each data as follow:

Types	Total	Percentage
Knowledge Lies	6	9,5 %
Bald-Faced Lies	20	31,7 %
Bullshitting	28	44,4 %
Bluffing	-	-
White Lies	9	14,3 %
Group Lies	-	-
Total	63	100 %

Table 4.1 the percentage of the types of lying

From the table above, it can be seen that bullshitting is the most dominant types of lying in *To All the Boys I've Loved Before* movie. The researcher found 28 data of bullshitting. It has 44,4 % percentage of the type of lying. These the code number of bullshitting: 1, 6, 9, 10, 13, 14, 17,18, 21, 24, 26, 32, 34, 38, 42, 44, 46, 47, 48, 49, 50, 51, 56, 57, 58, 59, 61, 63. The following are some of the types of lies that can be found in *To All the Boys I've Loved Before* movie:

a) Knowledge lies

Knowledge lies is lying that does not intend to deceive the addressee into believing a false claim but the liar intends to prevent the addressees from knowing, but not necessarily from believing it. In this research, the researcher found 6 data of knowledge lie. The researcher takes three examples of knowledge lies. The example of knowledge lies in *To All the Boys I've Loved Before* movie are described as below:

1) 36/LRJ/KNL/SDF/00:24:48

Josh   :You really oughta relax. I know you love me.

Lara Jean : **Loved, past tense. You're Margot's.**

The data occurred in datum number 36 found in 24:48 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Josh and Lara Jean. Josh tries to calm Lara Jean who is confused about her accidentally spread love letters. The type of datum is knowledge lies. Lara Jean's intention is not to convince Josh of any particular false claim. She simply wants to prevent him from knowing that she still loves him. By saying that she loved him in the past tense,

Lara Jean seeks to obscure the essential fact. Past tense is something that may still continue and occur in the present. So, it's very possible that Lara Jean still loves Josh today. This is evidenced by Lara Jean who recently wrote a love letter to Josh.

2) 43/LRJ/KNL/SDF/00:27:33

Peter : Wait, hold on, Sanderson? Doesn't that guy date your sister?

Lara Jean : **Yeah... Well, he dated my sister, in the past tense.** And he also got a letter, so you can see how awkward and complicated that one's gonna get if he thinks I like him.

The data occurred in datum number 43 found in 27:33 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Peter and Lara Jean. Peter and Lara Jean talk in the café. Peter asks for an explanation about who received love letters from Lara Jean. The type of datum is knowledge lies. Lara Jean's intention is not to convince Peter. She did not want Peter to know that she liked her sister's boyfriend. So, Lara Jean said that Josh dated his sister in the past tense. By saying that josh dated her sister in the past tense, Lara Jean seeks to obscure the essential fact. Past tense is something that may still continue and occur in the present. Then, the real fact is Josh is still dating her sister until today.

3) 11/JSH/KNL/SDF/00:03:58

Lara Jean : We didn't stop being friends when Josh and Margot got together, it was just different.

Margot : Water. Definitely water.

Josh   : **Yeah, me too. Definitely.**

     The data occurred in datum number 11 found in 03:58 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Margot, Josh, and Lara Jean. Lara Jean, Margot and Josh are arguing. Then Josh tries to hide the truth that he disagrees with Margot's opinion. The type of datum is knowledge lies. In this case, Josh tries to hide the true facts from Margot by saying something contrary to his opinion. Josh did that to avoid ruining his relationship with Margot.

b) Bald-faced lies

     Bald-faced lie is a lie without any intention from the speaker to deceive the addressee but liar often wants there to be common knowledge that they are lying. In this research, the researcher found 20 data of bald-faced lie. The researcher takes three examples of bald-faced lie. The example of bald-faced lie in *To All the Boys I've Loved Before* movie are described as below:

1) 2/JSH/BFL/SDF/00:01:27

Margot   : Hey!

Josh   : **I'm not too late, am I? I was trying to meditate, but I ended up falling asleep.**

     The data occurred in datum number 2 found in 01:27 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Margot and Josh. Josh, Margot's boyfriend, comes to her house for lunch together. He arrived late and tried to make excuses that he had fallen asleep during meditation. The type of datum is bald-faced lies.

One of the characteristics of bald-faced lies is that he lies, and each party knows this is the case. Everybody knows Josh is lying and everybody knows everyone knows it.

2) 22/GEN/BFL/EGO/00:12:02

Peter   : How you doing?

Gen   : I'm good. How are you?

Peter   : Good.

Gen   : So I was just complimenting Lara Jean on her government-issued boots. **Come on, I see someone we need to say hi to. Bye!**

The data occurred in datum number 22 found in 12:02 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Peter and Genevie. Peter meets Genevie in the hallway, then Gen asks him to leave Lara Jean and Chris. The type of datum is bald-faced lies. Gen tells Peter that there is someone they have to greet so that Peter does not know that she is mocking Lara Jean. Even though in the hallway there was no one except them. Genevie lied about Lara Jean, then to cover up her lie, she lied again that there was someone to greet when no one was there. Everybody knows Gen is lying and everybody knows everyone knows it. One of the characteristics of bald-faced lies is that he lies, and each party knows this is the case.

3) 19/GEN/BFL/EGO/00:10:58

Lara Jean : Oh, my God, Gen. I'm so sorry, I wasn't paying attention.

Gen   : Oh, it's you.

Gen : **Cute boots. Thank you so much for your service.**

The data occurred in datum number 19 found in 10:58 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Lara Jean and Genevie. Genevie mocks Lara Jean's old-fashioned shoes at school. The type of datum is bald-faced lies. Everyone knows that Lara Jean's shoes are outdated. Genevie mocked him by saying it was cute, then thanked her for her service. Gen said it was because Lara Jean's shoes were outdated and resembled war veterans. She mocks Lara Jean for pleasure and also wants to makes her look better than Lara Jean.

c) Bullshitting

Bullshitting is a lie that the bullshitter is indifferent toward the truth or falsity of the statement. In this research, the researcher found 28 data of bullshitting. The researcher takes three examples of bullshitting. The example of bullshitting in *To All the Boys I've Loved Before* movie are described as below:

1) 6/FTR/BLS/PLS/00:02:21

Kitty : Or I can drive, and if we get pulled over, we'll switch places really quick.

Father : **Top-notch idea, honey.**

The data occurred in datum number 6 found in 02:21 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Kitty and her father. Kitty thought maybe she could drive a car, even though she was still in elementary school, then her father said it

was a good idea. The type of datum is bullshitting. Father says nonsense and does not care whether what he says is true or false. Father tries to make Kitty happy and avoid unnecessary conversations.

2) 1/LRJ/BLS/SDF/00:00:50

Kitty   : Are we hanging out or what?

Lara Jean   : **I just want to finish this chapter.**

The data occurred in datum number 1 found in 00:50 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Kitty and Lara Jean. When Kitty walked into Lara Jean's room, she daydreamed while lying down, holding a book, and putting her feet on the wall. The type of datum is bullshitting. By holding a book, Lara Jean intends to convince her sister that she is not bullshitting even though she is actually. The bullshitter intends to deceive her audience into thinking that she is not bullshitting. Lara Jean wants to hide her feelings from her sister because she thinks not everything should be discussed.

3) 38/LRJ/BLS/SDF/00:25:11

Kitty   : What are you doing?

Lara Jean   : **Nothing.**

The data occurred in datum number 38 found in 25:11 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Kitty and Lara Jean. Lara Jean wants to escape through the window but Kitty sees her. The type of datum is bullshitting. Lara Jean

is surprised when Kitty sees her about to run away through the window. But, Kitty had not had time to see Lara Jean who was about to come out of the window. Nervous, she answered Kitty's question perfunctorily. Then, the motivation of datum is self-defensive. Lara Jean don't want Kitty to know she's going to run away and want to avoid unnecessary conversation.

d) White lies

White lies are an excusable falsehood not meant to injure anyone. In this research, the researcher found 9 data of white lies. The researcher takes three examples of white lies. The example of white lies in *To All the Boys I've Loved Before* movie are described as below:

1) 20/CRS/WTL/SLT/00:11:05

Lara Jean : They're vintage, but I got them on Etsy.

Chris : **And they're amazing! Not everybody can pull them off. Lara Jean can rock 'em!**

The data occurred in datum number 20 found in 11:05 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Lara Jean and Chris. Chris attempts to defend Lara Jean when she is teased by Genevie about her outdated boots. The type of datum is white lies. Chris lying and tries to defend her best friend from being sad when humiliated by Genevie. She tried to defend her best friend by saying the boots are good and not everyone can be good at wearing them.

2) 7/KTY/WTL/SLT/00:02:26

Margot : What'd I miss?

Kitty　　　: **We were talking about what a bad driver Lara Jean is.**

The data occurred in datum number 7 found in 02:26 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Kitty, Lara Jean, and their father. Kitty, Lara Jean, and their father are discussing their farewell with Margot, who will study abroad. Margot, who returned from the kitchen, asked what they were discussing. The type of datum is white lies. Kitty does not want Margot to be sad if she finds out they are discussing her departure abroad. So, she said that they were talking about Lara Jean who was not good at driving. Kitty lies to keep Margot's feelings from being sad.

2. The Motivations of Lying

The second part, the researcher deals with the motivations of lying. According to DePaulo (1996), there are two major motivations of lying. They are self-oriented and other-oriented. Then self-oriented is divided into two, namely egoistic and self-defensive. Furthermore, other-oriented is divided into two, namely pleasing and sheltering. Egoistic is the lies told for material, psychological, and social advantages. Self-defensive is the lies told to protect the liars from negative consequences and hiding feelings or experiences. Then pleasing is the lies told to make someone happy, particularly when "we care about that person". sheltering is the lies told in order to save someone from being hurt. It also included the desire to protect someone from distress or to serve higher values.

In this research, the researcher found all of the motivations of lying. The researcher found 63 data. In details, the researcher found 11 data of egoistic, 40 data of self-defensive, 2 data of pleasing, and 11 data of sheltering. The table of the motivations are drawing below.

Motivations	Total	Percentage
Egoistic	11	17,5 %
Self-defensive	39	61,9 %
Pleasing	2	3,2 %
Sheltering	11	17,5 %
Total	63	100 %

Table 4.2 The percentage of the motivations of lying

From the table above, it can be seen that self-defensive is the most dominant motivations of lying in *To All the Boys I've Loved Before* movie. The researcher found 39 data of self-defensive. It has 61,9 % percentage of the motivation of lying. These the code number of self-defensive: 1, 2, 8, 9, 10, 11, 13, 14, 15, 25, 26, 27, 28, 30, 31, 34, 35, 36, 37, 38, 39, 41, 42, 43, 45, 46, 48, 49, 50, 51, 53, 54, 56, 57, 58, 60, 61, 62, 63. The following are some of the motivations of lies that can be found in *To All the Boys I've Loved Before* movie:

a) Egoistic

Egoistic belong to self-oriented lies. The lies told to protect or enhance the liars psychological, social, and material. In this research, the researcher found 11 data of egoistic. The researcher takes three examples of egoistic. The example of egoistic in *To All the Boys I've Loved Before* movie are described as below:

1) 19/GEN/BFL/EGO/00:10:58

Lara Jean : Oh, my God, Gen. I'm so sorry, I wasn't paying attention.

Gen : Oh, it's you. **Cute boots. Thank you so much for your**

service.

The data occurred in datum number 19 found in 10:58 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Lara Jean and Gen. While in the hallway of the school, Lara Jean accidentally bumps into Genevie. Lara Jean wears worn shoes she bought from a thrift store. Genevie mocked him by saying it was cute, then thanked her for her service. Then, the motivation is egoistic. She mocks Lara Jean for pleasure and also wants to makes her look better than Lara Jean.

2) 29/LRJ/BFL/EGO/00:18:53

Chris   : What'd you do last night?

Lara Jean   : I finished another book. It was so good.

Chris   : Another bodice ripper, you little perv.

Lara Jean   : I enjoy them for their camp.

The data occurred in datum number 29 found in 18:53 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Lara Jean and Chris. Chris and Lara Jean were walking towards the field and chatting. Lara Jean admits to reading books, even though she watches movies. She backed up his previous lie by saying the book was good as if she had read it. Then, the motivation is egoistic. Lara Jean tells her lie to boast of herself in front of Chris.

3) 55/GEN/BFL/EGO/00:42:13

Girl   : So... Dish. What's up with you and Kavinsky?

Gen   : Oh, no. Don't push her, she's shy!

Lara Jean : What do you wanna know?

The data occurred in datum number 55 found in 42:13 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Lara Jean, Gen and their friends. Gen tries to mock Lara Jean and lie about her in front of her friends. Although everyone knows that Lara Jean is not like that. Gen is jealous because Lara Jean is dating Peter. Then, the motivation of datum is egoistic. Gen wants to take Lara Jean down and wants her to look better in front of his friends.

b) Self-defensive

Self-defensive belong to self-oriented lies. Self-defensive is the lies told to protect the liars from negative consequences, hiding feeling, or to avoid unnecessary discussion. In this research, the researcher found 39 data of self-defensive. The researcher takes three examples of self-defensive. The example of self-defensive in *To All the Boys I've Loved Before* movie are described as below:

1) 1/LRJ/BLS/SDF/00:00:50

Kitty   : Are we hanging out or what?
Lara Jean : **I just want to finish this chapter.**

The data occurred in datum number 1 found in 00:50 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Lara Jean and Kitty. When Kitty walked into Lara Jean's room, she daydreamed while lying down, holding a book, and putting her feet on the wall. Then, the motivation of the datum is self-defensive. Lara Jean wants to hide her feelings from her sister because she thinks not everything should be discussed.

2) 2/JSH/BFL/SDF/00:01:27

Margot : Hey!

Josh : **I'm not too late, am I? I was trying to meditate, but I ended up falling asleep.**

The data occurred in datum number 2 found in 01:27 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Margot and Josh. Josh, Margot's boyfriend, comes to her house for lunch together. He arrived late and tried to make excuses that he had fallen asleep during meditation. Then the motivation of the datum is Self-defensive. Josh tries to avoid negative consequences. He lied so as not to look bad in front of his girlfriend's family.

3) 14/MRG/BLS/SDF/00:05:43

Lara Jean : Are you okay?

Margot : **Yeah. Well... I don't know.**

The data occurred in datum number 14 found in 05:43 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Margot and Lara Jean. Margot was sad, she didn't want Lara Jean to know, so she turned her back to Lara Jean. Then, Lara Jean was worried about Margot's situation, so she asked how she was doing. Margot answered ambiguously. Then, the motivation of datum is Self-defensive. Here, Margot tries to avoid unnecessary conversations with Lara Jean. He didn't want Lara Jean to know the real situation if he was sad. So Margot wanted to avoid a conversation with her sister.

c) Pleasing

Pleasing belong to other-oriented lies. It is lies told to protect or enhance other persons psychologically or protect the interests of others. Pleasing is a lie to make someone happy, particularly when "we care about that person. In this research, the researcher found 2 data of pleasing. The researcher takes two examples of pleasing. The example of pleasing in *To All the Boys I've Loved Before* movie are described as below:

1) 3/JSH/WTL/ PLS/00:01:37

   Josh   : **Smells good, Dr. C.**

   Father   : Hey, Josh.

   The data occurred in datum number 3 found in 01:37 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Dr. Covey and Josh. Josh, Margot's boyfriend, comes to her house for lunch together. At that time, Doctor Covey was cooking meat, but it smelled burnt. As a courtesy, Josh said Doctor Covey's cooking smelled good. It was done so as not to hurt his feelings. Then, the motivation of is pleasing. Josh did that lying because Doctor Covey is his girlfriend's father, so it is crucial for Josh to be concerned about his feelings.

2) 6/FTR/BLS/PLS/00:02:21

   Kitty   : Or I can drive, and if we get pulled over, we'll switch places really quick.

   Father   : **Top-notch idea, honey.**

The data occurred in datum number 6 found in 02:21 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Dr. Covey and Kitty. Kitty thought maybe she could drive a car, even though she was still in elementary school, then her father said it was a good idea. Father says nonsense and does not care whether what he says is true or false. Then, the motivation of the datum is pleasing. Father tries to make Kitty happy and avoid unnecessary conversations.

d) Sheltering

Sheltering belong to other-oriented lies. It is lies told to protect or enhance other persons psychologically or protect the interests of others. Sheltering is lies told in order to save someone from being hurt. It also included the desire to protect someone from distress or to serve higher values. In this research, the researcher found 11 data of sheltering. The researcher takes three examples of sheltering. The example of sheltering in *To All the Boys I've Loved Before* movie are described as below:

1) 5/MRG/WTL/SLT/00:01:55

Margot   : **Looks great, Daddy. I'll be back.**

Father   : okay, honey.

The data occurred in datum number 5 found in 01:55 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Dr. Covey and Margot. Margot praised her father's cooking when she would take it to the kitchen. Margot praised the results of her father's cooking even though it was burnt, so she did not hurt her father's

feelings. Then, the motivation is Sheltering. It is because she lies to avoid so that his father would not be ashamed and sad.

2) 7/KTY/WTL/SLT/00:02:26

Margot   : What'd I miss?

Kitty   : **We were talking about what a bad driver Lara Jean is.**

　　　The data occurred in datum number 7 found in 02:26 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Dr. Covey, Lara Jean, and Kitty. Kitty, Lara Jean, and their father are discussing their farewell with Margot, who will study abroad. Margot, who returned from the kitchen, asked what they were discussing. Kitty does not want Margot to be sad if she finds out they are discussing her departure abroad. Then, the motivation is sheltering. Kitty lies to keep Margot's feelings from being sad. So, she lied that they were talking about Lara Jean.

3) 4/MRG/WTL/SLT/00:01:50

Father   : come hang on to this while I saw, would you?

Margot   : **You know, the electric knife's in the kitchen, and it'll have that thing ready to eat in two seconds.**

　　　The data occurred in datum number 4 found in 01:50 minutes in *To All the Boys I've Loved Before* movie. This conversation is happening between Dr. Covey, and Margot. Doctor Covey asks Josh to hold the burnt meat because it is difficult to cut. However, Margot asked for the meat to be cut with an electric knife in the kitchen. Margot lies that it will have ready in two seconds when she asks for the meat to be cut so

that Doctor Covey does not embarrass himself in front of Josh. Then, the motivation of the datum is Sheltering. It is while we lie in order to save someone from being hurt. Margot did not want her father to be embarrassed in front of Josh because the meat he cooked could not be cut.

B. Discussions

In the discussion part, the researcher presenting a reason of some findings from all the data that have been analysed in the previous subchapter. The discussion is arranged to answer the reason of the research question in this research. In the findings, the researcher elaborated the types and motivations of lying in *To All the Boys I've Loved Before* movie. The discussion involved analysis to get the interpretation based on the finding.

As can be seen in table 4.1, based on theory by Meibauer (2018), the most common type of lie used in *To All the Boys I've Loved Before* movie is bullshitting. The movie background is in the American modern life of high school teenagers. Frankfurt stated, one of the most salient features and inevitable social behaviour of modern culture is that there is so much bullshit (Frankfurt H. , 2005). Moreover, Peak dishonesty occurs in adolescence. Thus, teens more often lie, and also get away with it more. Teens tend to push the boundaries as part of finding independence, so lying to cover up risky behaviours is common (Debey, 2015). Then the character who does the most bullshitting is Lara Jean. When her love letters are accidentally spread, the recipient of the letters comes to Lara Jean asked for explanation. Because of it, her life became a bit chaotic. Lara Jean is always stuck in a difficult situation after her love

letters have spread. According to Petrocelli, individuals are more likely to bullshit when they feel social pressure to provide a response (Petrocelli, 2018).

Bluffing is the type of lying with a percentage of 0 % in the movie *To All the Boys I've Loved Before*. This indicates that this type is never used. The purpose of bluffing is to gain advantage in the interaction by manipulating the other individual's expectations and subsequent behaviour (Lewicki, 1998). One may bluff successfully and convince the opposing party to behave in the desired manner. However, one can also be unsuccessful and suffer the consequences of being caught bluffing (Ross, 2000). Whenever one bluffs, there are multiple possible outcomes. Clearly, bluffing must be used strategically during negotiations (Bhatt, 2010). This is a difficult task for the characters in this film, most of whom are teenagers. At this time, teenagers more often commit simple lies.

Next type that has the lowest rate in the movie *To All the Boys I've Loved Before* is group lies. This type is rarely used by the characters in this movie. Group lies are lies that are told by a group, such as a company, a government, or your knitting circle (Meibauer, 2018). Group lies are unlike typical lies, because they are not straightforwardly related to lies told by individuals who are members of the lying group. In this movie there is no specific group, most of the characters in the movie lie for themselves so the lies group is never used.

The motivation of lying according to DePaulo's (1996) theory is the second finding of the study. As can be seen from table 4.2, self-defensive is the most dominant motivations used in *To All the Boys I've Loved Before* movie. Everyone will assume, as well as in the literature on ethics, lying is often

described as a selfish act. People often lie in order to self-defence for example to avoiding punishment, hiding faults, or avoid unnecessary discussions. In this case, Lara Jean is the character who uses the most self-defensive lie motivation. She uses lies as self-defence, either to hide the truth about her love letters, or to avoid unnecessary conversations with her exes.

Pleasing is the lowest motivation of lying with a percentage of 3,2 % in the movie *To All the Boys I've Loved Before*. Pleasing is other-oriented motivation of lying used to make someone happy, particularly when "we care about that person" (DePaulo, 1996). For example, lies told for another person's personal gain, to make things easier or more pleasant for others, or to help them get their way. In this movie, most of the lies are told in the pursuit of material gain, psychological reasons, or personal convenience. As we know, that lies are more often told to serve the self than to benefit others. People told their everyday lies to make themselves look or feel better, to protect themselves from embarrassment or from having their feelings hurt, and to try to gain the esteem and affection of other people (DePaulo B. M., 1998). So, lying to please others will rarely be used.

The link between types and motivations of lying is complex and multifaceted. While there is not a one-to-one correspondence between specific types of lies and their motivations, certain patterns and associations can be observed. There are some general connections that have been explored in the literature. First is white lies and other-oriented motivations. White lies or lies intended to spare someone's feelings, often stem from other-oriented motivations. The underlying goal is to protect or benefit others, maintain social

harmony, or prevent harm. Other-oriented motivations may be driven by empathy, compassion, or the desire to maintain positive relationships.

Next are lies that aim to deceive or obscure information such as knowledge lies, bald-faced lies, bullshitting, bluffing, and group lies. These lies are usually based on self-oriented motivations. Liars lie for personal gain, such as for increased self-presentation, for avoiding negative consequences, or for obtaining advantages. It is important to note that these connections are not exhaustive or definitive. The motivations behind lying can be influenced by a range of individual, situational, and cultural factors. Moreover, individuals may employ multiple types of lies and have diverse motivations in different contexts or at different times.

CHAPTER V

CONCLUSIONS, IMPLICATIONS, AND SUGGESTIONS

A. Conclusions

The conclusions of this study are explained in this section. The researcher concludes based on two issues that were discussed in the previous part. The first problem is what types of lying are used in *To All the Boys I've Loved Before* movie. The second problem is what motivations of lying are used in *To All the Boys I've Loved Before* movie. The researcher applied theory by Meibauer (2018) and De Paulo et al., (1996) to answer the question of this research.

Based on theory by Meibauer (2018), the researcher found 63 data of the types of lying in *To All the Boys I've Loved Before* movie. Bullshitting is the dominant data finding. This is very likely to happen when viewed from the background of this film which is in the modern life of high school teenagers. This happens because the phenomenon of bullshit is a distinctive trait of modern societies. People more likely to bullshit when there is pressure to provide an opinion, irrespective of their actual level of knowledge.

Next, the researcher found 63 data of the motivations in *To All the Boys I've Loved Before* movie using theory proposed by De Paulo et al., (1996). Self-defensive is the dominant data finding. Lying is described as a selfish act. Frequently, people lie in order to self-defence for example to avoiding punishment or avoid unnecessary discussions. In this case, Lara Jean is the character who uses the most self-defensive lie motivation. She uses it when she

is stuck in difficult situations. Either to hide the truth about her love letters, or to avoid unnecessary conversations with her exes.

B. Implications

According to the interpretation of the findings above, there is a link between teenagers and acts of lying. Teenage characters in *To All the Boys I've Loved Before* movie often use bullshitting in their daily lives. The main purpose of such lies is for self-defensive.

Lara Jean is the character who does the most bullshitting in *To All the Boys I've Loved Before* movie. After her love letters have spread, her social life changed drastically. Lara Jean, who is usually introverted, has no friends, and always avoids the crowd, turns into Lara Jean who likes to hang out, has many friends and likes to attend parties. It all happened because of the lies she had previously made. So, she had to back up her lie with another lie. Eventually, Lara Jean is always stuck in a difficult situation. As we know that individuals are more likely to bullshit when they feel social pressure to provide a response (Petrocelli, 2018). People more likely to do it, irrespective of their actual level of knowledge. Lara Jean is willing to bullshit when believe she will get away with the difficult situation.

The self-defensive motivation is the most common excuse for lying. This is because lying is a selfish act that can make it easier for someone to get their desire or save him from negative consequence (DePaulo, 1996). In essence, there are two reasons why we lie. First to gain something or keep us from losing something. Lara Jean saves herself from difficult situations with her lies. Lying has become a kind of shortcut to get out if she gets stuck in a situation that she

can't overcome on her own. Either to hide the truth about her love letters, or to avoid unnecessary conversations with her exes.

The peak of a person's lying frequency and ability occurs in adolescence. One of the reasons is because the act of lying becomes a shortcut to defend yourself and get out of a problem. Mostly like it, but it is not always, because there are many influencing factors. Social, situational, and individual factors play a role in shaping the specific acts of lying in different contexts, highlighting the complexity of this behaviour.

C. Suggestions

Further research is needed to deepen our understanding of the nuanced relationships between types and motivations of lying. Longitudinal studies, cross-cultural investigations, and mixed-method approaches can provide valuable insights into the underlying psychological, social, and cultural dynamics that shape the link between types and motivations of lying.

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APPENDICES

Appendix I : Validator Sheet

Appendix II : Data Validation

Validation

The thesis data titled "THE ACTS OF LYING IN THE MOVIE *TO ALL THE BOYS I'VE LOVED BEFORE*" have been checked and validated by Vilya Lakstian Catra Mulia, S.Hum., M.Hum., in:

Day: Monday
Date: May 29th 2023

Surakarta, May 29th 2023
Validator

Vilya Lakstian Catra Mulia, S.Hum., M.Hum.,

Number	Textual data	Codes	Notes on the codes	Analysis	T/F
1.	[Kitty] Are we hanging out or what? [Lara Jean] **I just want to finish this chapter.**	1/LRJ/BLS/SDF/00:00:50	1: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: When Kitty walked into Lara Jean's room, she daydreamed while lying down, holding a book, and putting her feet on the wall. The type of datum is bullshitting. By holding a book, Lara Jean intends to convince her sister that she is not bullshitting even though she is actually. The bullshitter intends to deceive her audience into thinking that she is not bullshitting. Then, the motivation of the datum is self-defensive. Lara Jean wants to hide her feelings from her sister because she thinks not everything should be discussed.	T
2.	[Margot] Hey! [Josh] **I'm not too late, am I? I was trying to meditate, but I ended up falling asleep.**	2/JSH/BFL/SDF/00:01:27	2: Datum number JSH: Josh BFL: Bald-faced Lies SDF: Self-defensive	Situation: Josh, Margot's boyfriend, comes to her house for lunch together. He arrived late and tried to make excuses that he had fallen asleep during meditation. The type of datum is Bald-faced Lies. One of the characteristics of bald-faced lies is that he lies, and each party knows this is the case. While the term 'bald-faced lie' suggests that the utterance is a lie. Then the motivation of the datum is	T

				Self-defensive. It is because Josh tries to avoid negative consequences.	
3.	[Josh] **Smells good, Dr. C.** [Father] Hey, Josh	3/JSH/WTL/PLS/00:01:37	3: Datum number JSH: Josh WTL: White Lies PLS: Pleasing	Situation: Josh, Margot's boyfriend, comes to her house for lunch together. At that time, Doctor Covey was cooking meat, but it smelled burnt. The type of datum is white lies. As a courtesy, Josh said Doctor Covey's cooking smelled good. It was done so as not to hurt his feelings. Then, the motivation of the datum is pleasing. Josh did that lying because Doctor Covey is his girlfriend's father, so it is crucial for Josh to be concerned about his feelings.	T
4.	[Father] come hang on to this while I saw, would you? [Margot] **You know, the electric knife's in the kitchen, and it'll have that thing ready to eat in two seconds.**	4/MRG/WTL/SLT/00:01:50	4: Datum number MRG: Margot WTL: White Lies SLT: Sheltering	Situation: Doctor Covey asks Josh to hold the burnt meat because it is difficult to cut. However, Margot asked for the meat to be cut with an electric knife in the kitchen. The type of datum is white lies. Margot lies that it will have ready in two seconds when she asks for the meat to be cut so that Doctor Covey does not embarrass himself in front of Josh. Then, the motivation of the datum is Sheltering. It	T

				is while we lie in order to save someone from being hurt.	
5.	[Margot] **Looks great, Daddy. I'll be back.** [Father] okay, honey.	5/MRG/WTL/SLT/00:01:55	5: Datum number MRG: Margot WTL: White Lies SLT: Sheltering	Situation: Margot praised her father's cooking when she would take it to the kitchen. The type of datum is white lies. Margot praised the results of her father's cooking even though it was burnt, so she did not hurt her father's feelings. Then, the motivation of the datum is Sheltering. It is because she lies to avoid so that his father would not be ashamed and sad.	T
6.	[Kitty] Or I can drive, and if we get pulled over, we'll switch places really quick. [Father] **Top-notch idea, honey.**	6/FTR/BLS/PLS/00:02:21	6: Datum number FTR: Father BLS: Bullshitting PLS: Pleasing	Situation: Kitty thought maybe she could drive a car, even though she was still in elementary school, then her father said it was a good idea. The type of datum is bullshitting. Father says nonsense and does not care whether what he says is true or false. Then, the motivation of the datum is pleasing. Father tries to make Kitty happy and avoid unnecessary conversations.	T
7.	[Margot] What'd I miss? [Kitty] **We were talking about what a bad driver Lara Jean is.**	7/KTY/WTL/SLT/00:02:26	7: Datum number KTY: Kitty WTL: White Lies	Situation: Kitty, Lara Jean, and their father are discussing their farewell with Margot, who will study abroad. Margot,	T

			SLT: Sheltering	who returned from the kitchen, asked what they were discussing. The type of datum is white lies. Kitty does not want Margot to be sad if she finds out they are discussing her departure abroad. Then, the motivation of the datum is sheltering. Kitty lies to keep Margot's feelings from being sad.	
8.	[Margot] You... You already paid for this? [Josh] Yeah, I had a Google alert set for flights as soon as you decided you wanted to go to school there. Why? [Kitty] **Mm... Just like Mom's.**	8/KTY/WTL/SDF/00:03:06	8: Datum number KTY: Kitty WTL: White Lies SDF: Self-defensive	Situation: Margot and Josh are fighting over airfare and Kitty tries to break the ice to prevent arguments. The type of datum is white lies. She said the food was delicious, even though it was burnt. Kitty lied to mediate between Josh and Mergot for prevent further arguments. Then, the motivation of datum is self-defensive. It is done to avoid unnecessary situations.	T
9.	[Lara Jean] **I guess I should tell you a little bit about Josh. He and Margot have been together for the past two years, but before Margot even cared that he existed, he was my first boyfriend.**	9/LRJ/BLS/SDF/00:03:11	9: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean tells about her relationship with Josh The type of datum is bullshitting. Lara Jean said that Josh was her first boyfriend even though Josh only considered her as a friend and she know it. All this time they were only friends, nothing more. Then, the motivation of datum is self-	T

				defensive. In this case, Lara Jean is trying to hide something within her.	
10.	[Lara Jean] **I could talk to him about anything. We really understood one another.**	10/LRJ/BLS/SDF/00:03:28	10: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean tells about her relationship with Josh The type of datum is bullshitting. Bullshitting always involves an intention to deceive the audience. Even though, she is indifferent toward her audience's beliefs about what she says. Then, the motivation of datum is self-defensive. Lara Jean tries to hide her feelings about her relationship with Josh.	T
11.	[Lara Jean] We didn't stop being friends when Josh and Margot got together, it was just different. [Margot] Water. Definitely water. [Josh] **Yeah, me too. Definitely.**	11/JSH/KNL/SDF/00:03:58	11: Datum number JSH: Josh KNL: Knowledge Lies SDF: Self-defensive	Situation: Lara Jean, Margot and Josh are arguing. Then Josh tries to hide the truth that he disagrees with Margot's opinion. The type of datum is Knowledge Lies. In this case, Josh tries to hide the true facts from Margot by saying something contrary to his opinion. Then, the motivation of datum is Self-defensive. Josh does one of the goals of self-defensive which is to avoid ruining a relationship.	T
12.	[Lara Jean] **They didn't want me to feel left out, so they invited me**	12/LRJ/WTL/SLT/00:04:04	12: Datum number LRJ: Lara Jean	Situation: Lara Jean shares her feelings about Margot and Josh's relationship.	T

	everywhere... even on dates. They tried to make it as normal as possible, but... I still felt like a third wheel. It's not that I wanted to steal my sister's boyfriend or anything. I was super happy for Margot. She deserves a great guy like Josh.		WTL: White Lies SLT: Sheltering	The type of datum is white lies. Lara Jean tries to look happy and support her sister's relationship with Josh. Despite the fact that she was very hurt, but she wanted to take care of her sister's feelings. Then, the motivation of datum is sheltering. Lara Jean doesn't want Margot to be disappointed. It would be best if Margot didn't know the whole truth.	
13.	[Margot] What are you doing? [Lara Jean] **Nothing.**	13/LRJ/BLS/SDF/00:05:20	13: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Margot goes to Lara Jean's room while she is reading her letter. Then when asked by Margot what she was doing, she replied that she had done nothing The type of datum is bullshitting. Lara Jean said nonsense and does not care about Margot's beliefs. Then, the motivation of datum is Self-defensive. Here, Lara Jean tries to avoid unnecessary conversations with Margot.	T
14.	[Lara Jean] Are you okay? [Margot] **Yeah. Well... I don't know.**	14/MRG/BLS/SDF/00:05:43	14: Datum number MRG: Margot BLS: Bullshitting SDF: Self-defensive	Situation: Margot looks sad. Then, Lara Jean was worried about Margot's situation, so she asked how she was doing.	T

				The type of datum is bullshitting. Margot answered ambiguously, no matter what is right or wrong. Then, the motivation of datum is Self-defensive. Here, Margot tries to avoid unnecessary conversations with Lara Jean.	
15.	[Margot] When I was packing for college, I had Daddy make a box of things to take to Goodwill. I think you should do it too, I made you a box. [Lara Jean] **I don't really think there's anything I can part with at the moment.**	15/LRJ/KNL/SDF/00:06:21	15: Datum number LRJ: Lara Jean KNL: Knowledge Lying SDF: Self-defensive	Situation: Margot asks Lara Jean to donate her unused items. The type of datum is Knowledge Lying. Actually, many things are unused, but Lara Jean hides this fact so Margot doesn't know. Then, the motivation of datum is Self-defensive. Lara Jean avoids responsibility for cleaning her room.	T
16.	[Margot] Come here. [Father] **Hey, you need a magazine. We'll be right back.** [Margot] You gonna be okay? [Lara Jean] Did you have to pick the furthest college you could think of? I mean.. Who am I	16/FTR/KNL/SLT/00:07:58	16: Datum number FTR: Father KNL: Knowledge Lying SLT: Sheltering	Situation: Margot wants to talk to Lara Jean before she leaves, so father takes Kitty to find a magazine. The type of datum is Knowledge Lying. Father intends to prevent his daughters from knowing the actual fact, but not necessarily from believing that he wants to find a magazine. He wanted to give them time to talk. Then, the motivation of datum is sheltering. Father wanted	T

	supposed to eat lunch with?			Margot and Lara Jean to be able to talk comfortably without him and Kitty around, which might make their conversation awkward.	
17.	[Lara Jean] Okay, you ready to go? [Kitty] **One sec.**	17/KTY/BLS/EGO/00:10:02	17: Datum number KTY: Kitty BLS: Bullshiting EGO: Egoistic	Situation: Kitty and Lara Jean are getting ready to go to school. The type of datum is bullshitting. Kitty was asked by her sister if she was ready, but she answered as if she wasn't ready. When in fact, she was ready and could go. She just wanted to play tricks on her sister, does not care whether what she said was true or false. Then, the motivation of datum is egoistic. Kitty does it just for her own pleasure.	T
18.	[Kitty] **All set.** [Lara Jean] That's very funny. [Kitty] Very necessary.	18/KTY/BLS/EGO/00:10:18	18: Datum number KTY: Kitty BLS: Bullshiting EGO: Egoistic	Situation: When getting ready for school, Kitty asked for a minute to get ready even though she didn't do anything afterwards. The type of datum is bullshitting. Kitty plays tricks on her sister by talking nonsense, asking for time which she ends up just keeping quiet and doing nothing. Then, the motivation of datum is egoistic. Kitty does it just for her own pleasure.	T

19.	[Lara Jean] Oh, my God, Gen. I'm so sorry, I wasn't paying attention. [Gen] Oh, it's you. [Gen] **Cute boots. Thank you so much for your service.**	19/GEN/BFL/EGO/00:10:58	19: Datum number GEN: Genevie BFL:Bald-faced Lies EGO: Egoistic	Situation: Genevie mocks Lara Jean's old-fashioned shoes at school. The type of datum is bald-faced lies. Everyone knows that Lara Jean's shoes are outdated. Genevie mocked him by saying it was cute, then thanked her for her service. Then, the motivation of datum is egoistic. Genevie mocks Lara Jean for pleasure and also wants to makes her look better than Lara Jean.	T
20.	[Lara Jean] They're vintage, but I got them on Etsy. [Chris] **And they're amazing! Not everybody can pull them off. Lara Jean can rock 'em!**	20/CRS/WTL/SLT/00:11:05	20: Datum number CRS: Chris WTL: White Lies SLT: Sheltering	Situation: Chris attempts to defend Lara Jean when she is teased by Genevie. The type of datum is white lies. Chris lying and tries to defend her best friend from being sad when humiliated by Genevie. Then, the motivation of datum is sheltering. Chris lie in order to save her best friend from being hurt.	T
21.	[Chris] **But for you, cuz, well, let's just say it's probably a good thing you're playing it safe with those Uggs.** [Lara Jen] Christine. Chris... Gen's cousin, my	21/CRS/BLS/SLT/00:11:13	21: Datum number CRS: Chris BLS: Bullshitting SLT: Sheltering	Situation: Chris tries to defend Lara Jean who is mocked by Genevie The type of datum is bullshitting. Chris is indifferent toward the truth or falsity of what she says. He just wanted to defend his friend. Then, the motivation of datum is sheltering. Chris didn't want Lara Jean	T

	best friend. My only friend, really.			to be sad because of Genevie's taunts, so he tried to defend her	
22.	[Peter] How you doing? [Gen] I'm good. How are you? [Peter] Good. [Gen] **So I was just complimenting Lara Jean on her government-issued boots. Come on, I see someone we need to say hi to. Bye!**	22/GEN/BFL/EGO/00:12:02	22: Datum number BFL: Bald-faced Lies EGO: Egoistic	Situation: Genevie meets Peter in the hallway, then asks him to leave The type of datum is bald-faced lies. Genevie lied about Lara Jean, then to cover up her lie, she lied again that there was someone to greet when no one was there. Then, the motivation of datum is egoistic. Genevie wants to save herself, so she lies again so Peter doesn't know the truth.	T
23.	[Peter] **What... She just stopped drinking caffeine for some diet, I think she's in withdrawal. So..** [Lara Jean] Are you sure she just doesn't have a chemical imbalance? [Peter] Right...	23/PTR/BFL/SLT/00:12:14	23: Datum number PTR: Peter BFL: Bald-faced Lying SLT: Sheltering	Situation: Peter tries to defend Genevie by explaining her current condition. The type of datum is bald-faced lies. Peter tries to defend Genevie by reasoning about her current condition. Then to support the previous statement he made it clear again that Genevie's condition was not good. Then, the motivation of datum is sheltering. Peter attempts to defend Genevie's guilt.	T
24.	[Peter] Yeah? [Lara Jean] Yeah. [Peter] You know people usually check behind	24/LRJ/BLS/EGO/00:15:47	24: Datum number LRJ: Lara Jean BLS: Bullshitting	Situation: When about to get out of the parking lot, Lara Jean accidentally bumped into Peter.	T

	them before they reverse to avoid killing others, it's a thing we do. [Lara Jean] **Yeah, well, I'm just not completely comfortable with using my mirrors yet, so...**		EGO: Egoistic	The type of datum is bullshitting. In a state of shock, Lara Jean tried to defend herself by saying anything without caring whether it was right or wrong. Then, the motivation of datum is egoistic. Lara Jean lied to save herself.	
25.	[Peter] Yeah, clearly. Think you're gonna be able to make it out of the parking lot? [Lara Jean] **Yeah. We're fine. Really, seriously. Um, so you should just... go, seriously.**	25/LRJ/BFL/SDF/00:16:00	25: Datum number LRJ: Lara Jean BFL: Bald-faced Lying SDF: Self-defensive	Situation: Peter offers to help get Lara Jean's car out of the parking lot. The type of datum is bald-faced lies. Lara Jean said that she could get the car out and was fine. Despite the fact that she was not yet proficient in using cars and almost ran into Peter. Then in the next sentences he tried to support her lie. Then, the motivation of datum is self-defensive. Lara Jean lies to protect herself so that Peter doesn't know that she is not yet proficient in driving.	T
26.	[Kitty] You know, Lara Jean, if you had a boyfriend, then.. maybe you wouldn't have to drive at all 'cause he would take us places.	26/LRJ/BLS/SDF/00:17:00	26: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean and Kitty were watching a movie and chatting in the living room The type of datum is bullshitting. Lara Jean didn't care and responded lazily to her sister's talk. Answering his sister's nonsense with nonsense too. Then, the	T

	[Lara Jean] **If that's what it takes, I think you're stuck with me.**			motivation of datum is self-defensive. Lara Jean is lazy to respond to her sister. She answers Kitty's talk so that she can shut up immediately.	
27.	[Kitty] So? It's not just that... Don't you find it kinda depressing that it's Saturday night, and you're having a Golden Girls marathon with your little sister? [Lara Jean] **No. I love the Golden Girls, and I love hanging out with you.**	27/LRJ/BFL/SDF/00:17:35	27: Datum number LRJ: Lara Jean BFL: Bald-faced lies SDF: Self-defensive	Sitiation: Situation: Lara Jean and Kitty were watching a movie and chatting in the living room The type of datum is bald-faced lies. Lara Jean doesn't go on Saturday nights because she doesn't have a boyfriend and is forced to spend time at home. But she didn't want Katty to know that, so she invented some lies as an excuse. Then, the motivation of datum is self-defensive. Lara Jean wants to hide her feelings from Kitty, because not everything has to be shared.	T
28.	[Kitty] **Okay, I'm not telling you this to make you feel bad, but, Lara Jean, I'm 11 and I canceled plans to be here tonight. And well, you're 16, and I don't think you had anything else going on, am I right?**	28/KTY/BFL/SDF/00:17:52	28: Datum number KTY: Kitty BFL: Bald-faced Lying SDF: Self-defensive	Situation: Kitty explains her feelings to Lara Jean The type of datum is bald-faced lies. Kitty says she didn't mean to make Lara Jean feel bad, when they knew it was the opposite. Then, the motivation of datum is self-defensive. Kitty lied by trying to express her feelings at the time implicitly.	T

	[Lara Jean] That is way harsh, Kitty. [Kitty] The truth hurts, Lara Jean.				
29.	[Chris] What'd you do last night? [Lara Jean] **I finished another book. It was so good.** [Chris] Another bodice ripper, you little perv. [Lara Jean] I enjoy them for their camp.	29/LRJ/BFL/EGO/00:18:53	29: Datum number LRJ: Lara Jean BFL: Bald-faced Lying EGO: Egoistic	Situation: Chris and Lara Jean were walking towards the field and chatting The type of datum is bald-faced lies. Lara Jean admits to reading books, even though she watches movies. She backed up his previous lie by saying the book was good as if she had read it. Then, the motivation of datum is egoistic. Lara Jean tells her lie to boast of herself in front of Chris.	T
30.	[Chris] Hey, PK, I heard my cousin dumped you for a college student, that true? [Peter] **I heard you have a tail. Is that true, Chris?** [Chris] Yep, really cute. Like a little piggy.	30/PTR/BFL/SDF/00:19:09	30: Datum number PTR: Peter BFL: Bald-faced Lies SDF: Self-defensive	Situation: Peter and Chris were arguing and mocking each other. The type of datum is bald-faced lies. Peter says that Chris has a tail, and of course everyone knows she does not. Then, the motivation of datum is self-defensive. Peter said it was to defend himself and avoid unnecessary discussions with Chris.	T
31.	[Peter] I heard you have a tail. Is that true, Chris?	31/CRS/BLS/SDF/00:19:14	31: Datum number CRS: Chris	Peter and Chris were arguing and mocking each other.	T

	[Chris] **Yep, really cute. Like a little piggy.**		BFL: Bald-faced Lies SDF: Self-defensive	The type of datum is bullshitting. Peter says that Chris has a tail, and of course everyone knows she does not. Then, the motivation of datum is self-defensive. Peter said it was to defend himself and avoid unnecessary discussions with Chris.	
32.	[Peter] I need to talk to... I need to talk to Lara Jean. Alone. [Chris] **If you need me, I'll be in the nurse's office, with a migraine, Googling Justin Trudeau shirtless.**	32/CRS/BLS/SLT/00:19:25	32: Datum number CRS: Chris BLS: Bullshitting SLT: Sheltering	Situation: Peter wants to talk to Lara Jean and asks Chris to leave them. The type of datum is bullshitting. Chris actually didn't want to leave Lara Jean and Peter. But eventually she was forced to do that and answered Peter's request with nonsense. Then, the motivation of datum is sheltering. Chris said the nonsense to hide her true feelings that she actually didn't want to leave Peter and Lara Jean together.	T
33.	[Lucas] **Look, I didn't mean to barge in on you. I saw you run in here and I wanted to make sure you're OK, and, uh... thought you might want that back. It seemed a little personal.**	33/LCS/WTL/SLT/00:22:31	33: Datum number LCS: Lucas WTL: White Lies SLT: Sheltering	Situation: Lucas follows Lara Jean to the restroom to give her a letter. The type of datum is white lies. Upon seeing Lara Jean running to the bathroom, Lucas wants to return the love letter he received from Lara Jean. Lucas pretended to ask Lara Jean's condition to be more polite and not hurt so much.	T

				Then, the motivation of datum is sheltering. Lucas did that to be more polite and avoid keeping Lara Jean from being sad.	
34.	[Lucas] Freshman homecoming, right? I had a lot of fun that night, too. But I feel like I should tell you, though, you know I'm gay, right? [Lara Jean] **I did not (speak within herself). Yes. Of course, yes. I... I did. I did.**	34/LRJ/BLS/SDF/00:22:44	34: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean is shocked when she finds out Lucas is gay. The type of datum is bullshitting. Lara Jean gets shocked and nervous about that fact. Then she talks nonsense and tries to convince Lucas that she already knows that. Then, the motivation of datum is self-defensive. Lara Jean does that so Lucas doesn't know her true feelings and avoids unnecessary conversation.	T
35.	[Lucas] **But don't like tell anyone, though. I'm out and I'm not ashamed. You know, my mom knows. My dad kinda knows. It's just...** [Lara Jean] High school. [Lucas] High school. Yeah.	35/LCS/BFL/SDF/00:23:03	35: Datum number LCS: Lucas BFL: Bald-faced Lying SDF: Self-defensive	Situation: Lucas asks Lara Jean not to tell anyone about their conversation. The type of datum is bald-faced lies. Lucas tries to cover up the fact that he is gay, and tells Lara Jean not to tell anyone. He makes some statements that he is not ashamed and that people already know about it when in fact it is the opposite. Then, the motivation of datum is self-defensive. Lucas lies to hide his true feelings and avoid possible bad consequences.	T

36.	[Josh] You really oughta relax. I know you love me. [Lara Jean] **Loved, past tense. You're Margot's.**	36/LRJ/KNL/SDF/00:24:48	36: Datum number LRJ: Lara Jean KNL: Knowledge Lies SDF: Self-defensive	Situation: Josh talks with Lara Jean about her feeling. The type of datum is knowledge lies. Lara Jean's intention is not to convince Josh of any particular false claim. She simply wants to prevent him from knowing that she still loves him. Then, the motivation of datum is self-defensive. Lara Jean wants to hide her true feelings because Josh is her sister's boyfriend.	T
37.	[Josh] Dear Josh, I lie awake at night and imagine running my fingers through your hair. Feeling your strong arms aro... [Lara Jean] Shut up! You're not real. [Josh] **I'm more real to you than he is.**	37/JSH/KNL/SDF/00:24:57	37: Datum number JSH: Josh KNL: Knowledge Lies SDF: Self-defensive	Situation: Lara Jean reads her love letter to Josh. Then Josh appeared. The type of datum is knowledge lies. Josh's intention is not to convince Lara Jean of any particular false claim. He wants to prevent her from knowing that he's not real. Then, the motivation of datum is self-defensive. Josh want to avoid unnecessary situations.	T
38.	[Kitty] What are you doing? [Lara Jean] **Nothing.**	38/LRJ/BLS/SDF/00:25:11	38: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean wants to escape through the window but Kitty sees her. The type of datum is bullshitting. Lara Jean is surprised when Kitty sees her about to run away through the window. Nervous, he answered Kitty's question	T

				perfunctorily. Then, the motivation of datum is self-defensive. Lara Jean don't want Kitty to know she's going to run away and want to avoid unnecessary conversation.	
39.	[Father] Lara Jean, Josh is here. [Lara Jean] **You never saw me! Ow! Ow, ow, ow. Ow!** [Kitty] Okay	39/LRJ/BFL/SDF/00:25:20	39: Datum number LRJ: Lara Jean BFL: Bald-faced Lying SDF: Self-defensive	Situation: Lara Jean wants to run away, and asks Kitty not to tell anyone. The type of datum is bald-faced lying. Lara Jean asks Kitty to pretend she didn't see her when she clearly saw; and doesn't tell anyone that she ran away. Then, the motivation of datum is self-defensive. Lara Jean lies to avoid meeting Josh and unnecessary situations.	T
40.	[Peter] Hey, Covey. [Waitress] Oh... Anything for your friend? [Lara Jean] **He's not with me.**	40/LRJ/BLF/EGO/00:26:09	40: Datum number LRJ: Lara Jean BFL: Bald-faced Lying EGO: Egoistic	Situation: Peter and Lara Jean have dinner at a café. The type of datum is bald-faced lying. Lara Jean tells the waitress that she didn't come with Peter, when in reality everyone knows they came together. Then, the motivation of datum is egoistic. Lara Jean lies to joking and tease Peter.	T
41.	[Lara Jean] So what you doing here? [Peter] **What do you mean? I'm just here to**	41/PTR/BFL/SDF/00:26:17	41: Datum number PTR: Peter	Situation: Lara Jean and Peter are chatting in the café.	T

	take down one of those chocolate shakes. [Lara Jean] Cool.		BFL: Bald-faced Lying SDF: Self-defensive	The type of datum is bald-faced lying. To reply to Lara Jean's joke, Peter said he just wanted to have a glass of chocolate there. In reality, Peter came with Lara Jean to talk about the love letter. Then, the motivation of datum is self-defensive. Peter commits the lie to hide his true intentions, that he wants to talk about love letters.	
42.	[Lara Jean] Are you trying to reject me? [Peter] Yeah, it didn't really seem like it took back the first time. [Lara Jean] **Peter Kavinsky, I'm not trying to date you.**	42/LRJ/BLS/SDF/00:26:37	42: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Peter explains to Lara Jean his current feelings. The type of datum is bullshitting. Lara Jean tries to defend herself for what Peter said to her. Although in reality she once liked Peter, she told the lie so as not to be too embarrassed. Then, the motivation of datum is self-defensive. Lara Jean tries to hide her embarrassment to Peter.	T
43.	[Peter] Wait, hold on, Sanderson? Doesn't that guy date your sister? [Lara Jean] **Yeah... Well, he dated my sister, in the past tense. And he also got a letter, so you can see how awkward and complicated that**	43/LRJ/KNL/SDF/00:27:33	43: Datum number LRJ: Lara Jean KNL: Knowledge Lying SDF: Self-defensive	Situation: Lara Jean explains her problem with Josh to Peter. The type of datum is Knowledge Lying. Lara Jean's intention is not to convince Peter of any particular false claim. She simply wants to prevent him from knowing her real situation with Josh. Then, the motivation of datum is Self-	T

	one's gonna get if he thinks I like him.			defensive. Lara Jean want to hiding her actual feelings with Josh because she thinks that this situation should not be talked about.	
44.	[Peter] Damn, Covey, you're a player. Who else did you write letters to? [Lara Jean] If I tell you will you leave me alone? [Peter] **Maybe.**	44/PTR/BLS/EGO/00:28:00	44: Datum number PTR: Peter BLS: Bullshitting EGO: Egoistic	Situation: Peter asks who the recipients of the love letter are. The type of datum is bullshitting. Peter answered perfunctorily a question from Lara Jean, he just wanted to know the truth. Then, the motivation of datum is egoistic. Peter was just playing tricks on Lara Jean, not really intending to stop disturbing her.	T
45.	[Lara Jean] Okay, Lucas James. [Peter] He's... He's gay. [Lara Jean] **You don't know that.** [Peter] Everyone knows that.	45/LRJ/BFL/SDF/00:28:05	45: Datum number LRJ: Lara Jean BFL: Bald-faced Lying SDF: Self-defensive	Situation: Lara Jean tells Peter who received her love letter besides him. The type of datum is bald-faced lying. Lara Jean was somewhat surprised that Peter knew about Lucas. So, she said that Peter didn't know about it, even though everyone did. Then, the motivation of datum is self-defensive. Lara Jean tries to hide the truth about Lucas.	T
46.	[Peter] Coulda been worse, right? What are you gonna say to Sanderson?	46/LRJ/BLS/SDF/00:28:44	46: Datum number LRJ: Lara Jean BLS: Bullshitting	Situation: Peter drives Lara Jean home and asks about what she is going to do to Josh.	T

	[Lara Jean] **I guess I'm gonna have to tell the truth.** [Peter] Yeah, but, you know... What is the truth? You mean.. Do you like him, do you not like him?		SDF: Self-defensive	The type of datum is bullshitting. Lara Jean randomly answered Peter's question, she actually didn't want to discuss it. But she answered him so that Peter would quite immediately. Then, the motivation of datum is self-defensive. Lara Jean wanted to avoid unnecessary conversations with Peter, she felt no need to discuss it.	
47.	[Lara Jean] So, first things first, we need to have a contract so we're on the same page about the rules. [Peter] **You got rules? Come on, you really know how to zap the fun out of a situation.**	47/PTR/BLS/EGO/00:31:51	47: Datum number PTR: Peter BLS: Bullshitting EGO: Egoistic	Situation: Lara Jean tries to make rules about her relationship with Peter. The type of datum is bullshitting. Peter questions that Lara Jean has rules about their relationship just to make fun of her. Then, the motivation of datum is egoistic. Peter wants to mock Lara Jean because now she is trying to limit their relationship even though she started it.	T
48.	[Lara Jean] Whoa... The Adler High ski trip was infamous for being the location where more students lost their virginity than Senior Week and Prom combined. **I have never been. Obviously.** Um...	48/LRJ/BLS/SDF/00:34:47	48: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Peter asks Lara Jean to go on a ski trip. The type of datum is bullshitting. Lara Jean answered Peter's question randomly, without thinking about how it would end up going forward. Then, the motivation of datum is self-defensive. Lara Jean answered him so that Peter would quite	T

	That's three months away. Do you think we're still gonna be doing this? [Peter] Let's call it a contingency. No one in their right mind is gonna let their boyfriend go without them, so if we are still doing this by the time it comes around, you have to go with me.			immediately, she wants to avoid unnecessary conversation.	
49.	[Lara Jean] **I'm certain that by the time the ski trip comes around, Peter and I will be ancient history, and that is the only reason I say... Okay. Deal.** [Peter] Nice.	49/LRJ/BLS/SDF/00:35:00	49: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean accepts Peter's invitation to go on a ski trip. The type of datum is bullshitting. Lara Jean answered Peter's question randomly, without thinking about how it would end up going forward. Then, the motivation of datum is self-defensive. Lara Jean wants to avoid unnecessary conversation, she answered him so that Peter would quite immediately.	T
50.	[Kitty] So how exactly do you know my sister again? [Peter] **I guess I'm her boyfriend. Can I have some of that?**	50/PTR/BLS/SDF/00:36:05	50: Datum number BLS: Bullshitting SDF: Self-defensive	Situation: Peter drives Lara Jean and her sister to school. The type of datum is bullshitting. Peter tells Kitty that he is her sister's boyfriend. Even though they just pretend to do that.	T

				Then, the motivation of datum is self-defensive. Peter commits this lie to hide his true relationship with Lara Jean from everyone.	
51.	[Chris] The Kavinsky thing is insane! Who knew you had a secret boner for the king of the cafeteria crowd? [Lara Jean] **I know, I'm just as shocked as you are.**	51/LRJ/BLS/SDF/00:37:29	51: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Chris takes Lara Jean to class to talk to her about Peter. The type of datum is bullshitting. Lara Jean answered Chris's question randomly, saying that she was as surprised as her best friend. In fact, she had planned with Peter before. Then, the motivation of datum is self-defensive. Lara Jean lied to cover up the true situations about her and Peter's relationship from Chris.	T
52.	[Margot] Cupcakes? No. It's so much easier to do brownies. [Lara Jean] Well, I bought all the ingredients for cupcakes, and you're not really here, so... [Margot] **Okay, fine, do cupcakes. I'm sure they'll be great.**	52/MRG/WTL/SLT/00:38:27	52: Datum number MRG: Margot WTL: White Lies SLT: Sheltering	Situation: Lara Jean is talking to Margot over the phone. The type of datum is white lies. Margot says that Lara Jean's cupcakes would be amazing. She tries to take care of her sister's feelings, even though she knows that Lara Jean can't cook at all. Then, the motivation of datum is sheltering. Margot did that so that Lara Jean would not be distressed and sad.	T

53.	[Margot] So have you seen Josh at all lately? [Lara Jean] **What? No. Why would I be seeing Josh?** [Margot] I don't know, 'cause he's our neighbor	53/LRJ/BFL/SDF/00:38:42	53: Datum number LRJ: Lara Jean BFL: Bald-faced Lies SDF: Self-defensive	Situation: Lara Jean is talking to Margot over the phone. The type of datum is Bald-Faced lies. Lara Jean says she's never met Josh, when in reality everyone knows they see each other every day because they are neighbors and also at the same school. Then, the motivation of datum is self-defensive. Lara Jean says it was because she wanted to hide her feelings from Margot and wanted to avoid unnecessary discussion.	T
54.	[Margot] Is everything okay with you? [Lara Jean] **No, you know... sorry. I am just so excited to get to these cupcakes. So actually, I think I'm gonna go and do that, but it was so good to see you, Margot.**	54/LRJ/BFL/SDF/00:41:43	54: Datum number LRJ: Lara Jean BFL: Bald-faced Lies SDF: Self-defensive	Situation: Lara Jean is talking to Margot over the phone. The type of datum is Bald-Faced lies. Lara Jean is nervous and tries to convince her sister that she is okay. She said that she just exited to make cupcakes. Even though, there is a mess she hides. Then, the motivation of datum is self-defensive. Lara Jean did that to avoid her sister, she didn't want to talk with her.	T
55.	[Girl] So... Dish. What's up with you and Kavinsky?	55/GEN/BFL/EGO/00:42:13	55: Datum number GEN: Genevie	Situation: Lara Jean goes to parties and chats with her friends.	T

		[Gen] **Oh, no. Don't push her, she's shy!** [Lara Jean] What do you wanna know?		BFL:Bald-faced Lies EGO: Egoistic	The type of datum is Bald-Faced lies. Gen tries to mock Lara Jean and lie about her in front of her friends. Although everyone knows that Lara Jean is not like that. Then, the motivation of datum is egoistic. Gen wants to take Lara Jean down and wants her to look better in front of his friends.	
56.		[Gen] **You know, forget it. Clearly they haven't done anything.** [Lara Jean] How would you know? [Gen] Because I know Peter, and I know Lara Jean. I'm gonna get a refill. Um... can I get you anything? Like a juice box or chocolate milk.	56/GEN/BLS/SDF/00:42:32	56: Datum number GEN: Genevie BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean goes to parties and chats with her friends. The type of datum is bullshitting. Gen tries to calm herself down, and randomly says that Lara Jean and Peter didn't do anything. Even though she didn't actually know what she said was true or false. Then, the motivation of datum is self-defensive. Gen did that to defend herself, and wanted to avoid unnecessary discussion.	T
57.		[Lara Jean] How would you know? [Gen] **Because I know Peter, and I know Lara Jean.** I'm gonna get a refill. Um... can I get you anything? Like a juice box or chocolate milk.	57/GEN/BLS/SDF/00:42:36	57: Datum number GEN: Genevie BLS: Bullshitting SDF: Self-defensive	Situation: Lara Jean goes to parties and chats with her friends. The type of datum is bullshitting. Gen randomly says like she knowing everything about Lara Jean and Peter. Even though she didn't know what really happened. Then, the motivation of datum	T

				is self-defensive. Gen did that to defend herself and shows that she knows everything.	
58.	[Gen] How do I look? [Peter] **You look good, Gen. You always look good.**	58/PTR/BLS/SDF/00:44:15	58: Datum number PTR: Peter BLS: Bullshitting SDF: Self-defensive	Situation: Genevie meets Peter in the restroom. The type of datum is bullshitting. Peter lies and praise Gen to please her. He said that perfunctorily. Then, the motivation of datum is self-defensive. Peter wants to avoid unnecessary situations with Gen and wishes her to leave soon.	T
59.	[Peter] Come on, give it back. [Gen] **No, I'm going to keep it for a while. Don't worry, I won't tell.**	59/GEN/BLS/EGO/00:44:21	59: Datum number GEN: Genevie BLS: Bullshitting EGO: Egoistic	Situation: Gen asks for Lara Jean's hair tie from Peter The type of datum is bullshitting. Gen tries to play tricks on Peter. She received her and would say that it was Peter who gave her the hair tie. Then, the motivation of datum is egoistic. Gen lies and tries to play tricks on Peter to get his attention.	T
60.	[Peter] Okay, fine. Be honest with me, then. Why haven't you ever had a boyfriend? [Lara Jean] **I don't know. I guess no one's ever liked me like that.**	60/LRJ/BFL/SDF/00:46:39	60: Datum number LRJ: Lara Jean BFL: Bald-faced lies SDF: Self-defensive	Situation: Lara Jean and Peter talk in the kitchen. The type of datum is bald-faced lies. Lara Jean said that no one liked her, even though everyone knew there were some people who tried to closer with her but	T

				she always refused. Then, the motivation of datum is self-defensive. Lara Jean wanted to avoid unnecessary discussion with Peter. She felt it didn't need to be discussed.	
61.	[Josh] No, it's unbelievable that... you're like the sweet, innocent girl, and he's a complete dick. I don't get it. [Lara Jean] **You know you make me sound really boring, right, Josh? I'm not that innocent.** [Josh] Okay.	61/LRJ/BLS/SDF/00:51:09	61: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive	Situation: Josh goes to Lara Jean's house and asks about her relationship with Peter. The type of datum is bullshitting. Lara Jean tries to defend herself by perfunctorily lying that she is not like that, when in reality it is the opposite. Then, the motivation of datum is self-defensive. Lara Jean lies to cover up her true feelings for Josh.	T
62.	[Lara Jean] Okay! Well, great. If that was the reason you came over to talk to me... [Josh] No, it's... I... Wait. Look... Did you mean what you wrote in the letter? [Lara Jean] **I don't know. Okay? It was a long time ago.**	62/LRJ/BFL/SDF/00:51:27	62: Datum number LRJ: Lara Jean BFL: Bald-faced Lies SDF: Self-defensive	Situation: Josh goes to Lara Jean's house and asks about her relationship with Peter. The type of datum is bald-faced lies. Lara Jean lies to avoid talking to Josh. She said she didn't know even though she wrote the letter herself. Then, the motivation of datum is self-defensive. Lara Jean wanted to avoid unnecessary discussion with Josh. She tried to hiding her feeling.	T

| 63. | [Josh] Well, not for me, alright? This is all new, so like, I'm... I'm trying to understand here. [Lara Jean] **There's nothing to understand. Look, It was a mistake. You should have never seen it.** [Josh] I did see it! Alright? So... What am I supposed to do? | 63/LRJ/BLS/SDF/00:51:38 | 63: Datum number LRJ: Lara Jean BLS: Bullshitting SDF: Self-defensive | Situation: Lara Jean and Josh are arguing about a love letter. The type of datum is bullshitting. Lara Jean tried to defend herself by lying that something had gone wrong. She didn't want to talk about the letter further and get her stuck in a difficult situation. Then, the motivation of datum is self-defensive. Lara Jean lies to cover up her true feelings for Josh. | T |