

THE ART OF INFLUENCE: ANALYZING XI JINPING'S ILLOCUTIONARY SPEECH ACTS AT BO'AO ASIA FORUM 2022

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ABSTRAK

Penelitian ini menyelidiki tindak tutur ilokusi yang digunakan oleh Xi Jinping dalam pidato utamanya di Bo'ao Asia Forum 2022. Penelitian ini bertujuan untuk mengkategorikan dan menganalisis jenis tindak tutur ilokusi tertentu yang digunakan oleh Xi Jinping dalam pidatonya yang berjudul "Dunia dalam COVID-19 & Beyond: Bekerja Sama untuk Pembangunan Global dan Masa Depan Bersama." Dengan menggunakan metodologi penelitian deskriptif kualitatif, penelitian ini berfokus pada peran bahasa dalam tindak tutur sebagai sarana untuk menyampaikan pesan yang dimaksudkan kepada khalayak. Analisis ini mengidentifikasi empat jenis tindak tutur ilokusi dalam pidato Xi Jinping: tindak asertif (menunjukkan, menyatakan, melaporkan), tindak direktif (menasihati, mengundang, menginstruksikan), tindak komisaris (mengusulkan, menjanjikan), dan tindak ekspresif (menyapa, menyambut), mengeluh, berterima kasih). Dengan mengeksplorasi tindak tutur ilokusi ini, penelitian ini menyoroti strategi komunikasi efektif Xi Jinping dan kemampuannya untuk melibatkan dan mempengaruhi audiens selama Bo'ao Asia Forum 2022. Temuan ini berkontribusi pada pemahaman yang lebih dalam tentang kekuatan persuasif bahasa di pidato tingkat tinggi dan seni berbicara di depan umum yang efektif.

Kata Kunci: *Pidato, Tindak Pidato Ilokusi, Xi Jinping, Bo'ao Asia Forum.*

ABSTRACT

This research investigates the illocutionary speech acts utilized by Xi Jinping in his keynote speech at the Bo'ao Asia Forum 2022. The study aims to categorize and analyze the specific types of illocutionary speech acts used by Xi Jinping in his address titled "The World in COVID-19 & Beyond: Working Together for Global Development and Shared Future." Employing a qualitative-descriptive research methodology, the study focuses on the role of language in speech acts as a means to convey the intended message to the audience. The analysis identifies four distinct types of illocutionary speech acts in Xi Jinping's speech: assertive acts (showing, stating, reporting), directive acts (advising, inviting, instructing), commissioner acts (proposing, promising), and expressive acts (greeting, welcoming, complaining, thanking). By exploring these illocutionary speech acts, the research sheds light on Xi Jinping's effective communication strategies and his ability to engage and influence the audience during the Bo'ao Asia Forum 2022. The findings contribute to a deeper understanding of the persuasive power of language in high-profile speeches and the art of effective public speaking.

Keywords: *Speech, Illocutionary Speech Act, Xi Jinping, Bo'ao Asia Forum.*

INTRODUCTION

Communication is a fundamental aspect of life that occurs incessantly. Successful communication is achieved when a reciprocal exchange takes place between two or more speakers, encompassing the speaker and the discourse partner, commonly known as the hearer (Richards, 2008). Conversational communication transcends mere logic or truth; it also entails cooperation to synchronize understanding of the subject matter. Occasionally, an individual's discourse carries multiple intentions and objectives, one of which is to prompt the discourse partner to undertake an action based on the speaker's message. The precision in language selection and usage can influence and alter the thought patterns of others (speakers) (Subandi et al., 2022). The conditions of communication, along with its types and functions, have been extensively studied within the linguistic field known as pragmatics.

Pragmatics is a linguistic aspect that unveils and examines the relationship between the conveyance, reception, and comprehension of language units by humans, intricately linked to the information derived from intended texts and contexts (Hu & Wang, 2021; Neufeld, 2021). This underscores the need to comprehend language usage within its encompassing context. Thus, a dedicated study of pragmatics, particularly in the realm of linguistic politeness, is essential to discern the appropriateness of language employed by speakers.

Linguistic politeness is an integral facet of contemporary pragmatics, universally applicable across various cross-cultural communication studies. In societal interactions, an individual is expected to respond with courteous language (House & Kádár, 2021; Masrur, 2022). This aims to ensure the discourse partner (hearer) feels comfortable and valued through the words spoken, especially when the speaker holds a position of authority. Consequently, each individual is urged to exercise discretion in employing courteous language to avoid causing offense to others. Linguistic politeness is closely tied to speech acts.

Speech acts represent utterances that convey psychological aspects based on the intention and purpose within the discourse. A sequence of speech acts constitutes a speech event, which is subsequently divided into two forms within a

communication process (Chaer, 2010: 27). According to Austin (1975), speech acts are categorized into three different types in the form of performative sentences, namely: (a) locutionary speech acts, (b) illocutionary speech acts, and (c) perlocutionary speech acts. Locutionary speech acts are employed to state something directly, illocutionary speech acts are used to inform and also to perform an action, while perlocutionary speech acts have an influence or effect on the discourse partner or listener (Chaer, 2010: 28).

Speech acts can occur in two-way communication such as conversations, as well as in one-way modes like monologues and speeches. A speech is a means of conveying thoughts through a prepared arrangement of words, presented in front of a group of individuals with a specific purpose. Speeches are typically delivered in formal settings and are well-structured to accurately convey the speaker's intended meaning. There are three steps in preparing a speech, involving physical, mental, and material preparation (Azwar, 2007: 36; Munandar & Darmayanti, 2021). Through this article, we gain insight into the content and intent of a speech, along with the specialized messages it contains.

Speeches encompass various types, including official state speeches delivered by the head of state, commonly referred to as national speeches. National speeches serve as a "bridge" for the president to communicate with the public. Besides announcements and responses to certain matters, speeches also function as a medium to maintain and enhance the trust of both the citizens and other nations. During a speech, a country's leader harbors diverse objectives, ranging from implicit to explicit intentions. This can be observed through the speech of the President of the People's Republic of China, Xi Jinping, at the 2022 Bo'ao Asia Forum held from April 20-22 in Boao, Hainan Province, China.

As reported by Deloitte Contributes Insights, the Bo'ao Forum for Asia (BFA) is a non-profit forum established in China. This forum is intended for government leaders, business executives, and academic institutions from Asia and other continents to exchange their perspectives on urgent global issues. The BFA's discussions encompass topics ranging from economics, integration, cooperation, society, to the environment, and are initiated by 25 Asian and Australian countries.

The 2022 Bo'ao Asia Forum is centered around the theme "The World in COVID-19 & Beyond: Working Together for Global Development and Shared Future." Therefore, President Xi Jinping's speech, as the keynote speaker and also the president of the initiating nation, holds significant interest for further examination.

Pragmatic

Within the field of linguistics, pragmatics is one of the many subfields. Different linguists have different ideas about what constitutes the essence of pragmatics. According to Yule, (2006), pragmatics is a field that studies the complex interactions between language and its skilled users. Tarigan, (2009) in contrast, emphasizes the crucial aspect of pragmatics, requiring a rigorous examination of context-specific utterances while focusing on the various modes that encompass a range of social settings. On the other hand, pragmatics is a separate linguistic field that revolves on the phenomenon of language use (Rahardi, 2005; Toolan, 1996; Clancy, 2015; Suhartono, 2020). In essence, the interplay between the speaker, interlocutor, discourse, setting, as well as the current circumstances or atmosphere, constitutes the core crux of pragmatics examination.

Illocutionary Speech Acts

Introduced by Austin (1975), illocutionary speech acts became a significant part of the branch of linguistics known as pragmatics. Subsequently, Searle (1969) expanded the theory of illocutionary speech acts by classifying them into several types:

1. Assertive Speech Acts

These acts serve to convey information based on the truth of the proposition expressed, involving statements, opinions, and reports. An example of an assertive speech act is :

今天的阅读考试，我考了90分。
Jīntiān de yuèdú kǎoshì, wǒ kǎole 90 fēn.
In today's reading exam, I scored 90.

2. Directive Speech Acts

Directive speech acts lead the discourse partner to perform a specific action as desired by the speaker, including commands, requests, invitations, advice, pleas, and orders. An example of a directive speech act is :

我觉得你的感冒越来越严重，块去医院吧。
Wǒ juéde nǐ de gǎnmào yuè lái yuè yánzhòng, kuài qù yīyuàn ba.
I think your cold is getting worse, you should go to the hospital.

3. Commissive Speech Acts

Commissive speech acts prompt the speaker to undertake future actions, such as offering, proposing, and promising. An example of this type of speech act is :

如果我被北京大学录取了，下个星期我一定会请你吃饭。
Rúguǒ wǒ bèi běijīng dàxué lùqǔle, xià gè xīngqī wǒ yīdìng huì qǐng nǐ chīfàn.
If I get accepted to Beijing University, I'll definitely treat you to a meal next week.

4. Expressive Speech Acts

Expressive speech acts convey the speaker's psychological attitude towards a situation, encompassing thanking, congratulating, forgiving, praising, welcoming, threatening, complaining, expressing gratitude, and offering condolences. An example of an expressive speech act is:

那个楼上刚搬家的夫妻最近总是吵架，真打扰了我的学习。
Nàgè lóushàng gāng bānjiā de fūqī zuìjìn zǒngshì chǎojià, zhēn dǎrǎole wǒ de xuéxí.
The newly moved-in couple upstairs has been arguing a lot lately, really disturbing my studies.

5. Declarative Speech Acts

Declarative speech acts allow the speaker to alter the previous state of affairs, including resigning, naming, firing, baptizing, and announcing. An example of a declarative speech act is:

老公，由于我生这小宝宝时正好下雪，于是我们就叫她小雪。
Lǎogōng, yóuyú wǒ shēng zhè xiǎo bǎobao shí zhèngzhǎo xiàxuě, yúshì wǒmen jiù jiào tā xiǎoxuě.
Honey, since our little baby was born during the snowfall, we've decided to name her Xiao Xue.

Method

This study uses a qualitative descriptive methodology, which is used by researchers to gather information or hypotheses about a particular study at a certain period (Moleong, 2020). The speech made by Xi Jinping at the Bo'ao Asia Forum in 2022 serves as the study's main source of information. The method of gathering data

used is taking notes while observing. The researcher pays close attention to YouTube recordings and the speech's official transcript that is posted on New China TV (2022). There is an English and a Mandarin translation of the speech transcript on Xinhua.net, (2022). The researcher makes note of errors in the English translation and then uses a dictionary to cross-reference them.

The researcher goes through a number of steps in the data analysis process, including gathering data from speech transcripts and videos, paying close attention to the data, noting any errors in the English translation and adapting them to the Indonesian translation, classifying the data based on types of illocutionary speech acts, and clarifying the speaker's intended meanings.

RESULTS AND DISCUSSION

Based on the analysis conducted on Xi Jinping's speech at the 2022 Bo'ao Asia Forum, the utilization of various types of illocutionary speech acts and their respective functions were identified. This was done with the aim of conveying specific intentions and purposes encapsulated within the speech through implicit implications, requiring discourse partners to comprehend them. Beyond mere information dissemination, illocutionary speech acts also encompass actions performed through discourse. Hence, the researcher was motivated to examine the types and functions of illocutionary speech acts present in Xi Jinping's speech at the 2022 Bo'ao Asia Forum. A pertinent previous study related to this research is titled "Directive Speech Acts in President Joko Widodo's Speech during the COVID-19 Pandemic" (Mulyaningrum & Sumarti, 2020).

From the analysis results of President Xi Jinping's speech as the keynote speaker during the opening ceremony of the BFA 2022 annual conference, four types of illocutionary speech acts were identified among a total of 73 utterances. These four types of illocutionary speech acts are: 1) Assertive speech acts, totaling 17 utterances; 2) Directive speech acts, comprising 36 utterances; 3) Commissive speech acts, amounting to 10 utterances; and 4) Expressive speech acts, numbering 10 utterances.

From the analysis and classification of the data above, it is evident that certain utterances within Xi Jinping's speech share similar types and functions. Consequently, the subsequent discussion will present selected data to represent utterances that share similar types and functions.

A. Assertive Speech Acts

During Xi Jinping's speech, 17 assertive illocutionary speech acts were discerned and categorized into distinct functions: 6 instances served the purpose of exposition, 3 instances conveyed statements, and 8 instances functioned as reports.

Assertive speech acts showing, used by the speaker as a means to inform the discourse partner about a certain matter or phenomenon. The form of assertive speech act with the showing function in President Xi Jinping's speech is illustrated in the following sentence:

- (1) 当下, 世界之变、时代之变、历史之变正以前所未有的方式展开, 给人类提出了必须严肃对待的挑战。

"Dāngxià, shìjiè zhī biàn, shídài zhī biàn, lìshǐ zhī biàn zhèng yǐ qiánsuǒwèiyǒu de fāngshì zhǎnkāi, gěi rénlèi tíchūle bìxū yánsù duìdài de tiǎozhàn."

"At present, changes in the world, changes in the era, and changes in history are unfolding in unprecedented ways, presenting humanity with challenges that must be treated seriously."

The art of framing is demonstrated through the use of assertive speech acts with the exhibiting function, such as the phrase 当下 (at present) By emphasizing the immediate nature of ongoing global changes, the speaker presents the issue as urgent and important, causing the listener to see these developments as crucial and deserving of serious consideration.

The KBBI uses the verb "menyatakan" (indicating) to denote communicating ideas or inner information. The purpose of assertive speech acts that indicate is to help the other person in the conversation understand the

speaker's thoughts or inner content. The following sentence contains forceful speech acts expressing in the context of the speech:

(2) 在这样的背景下，论坛年会以“疫情与世界：共促全球发展，构建共同未来”为主题，具有重要意义。

Zài zhèyàng de bèijǐng xià, lùntán nián huì yǐ “yìqíng yǔ shìjiè: Gòng cù quánqiú fāzhǎn, gòujiàn gòngtóng wèilái” wéi zhǔtí, jùyǒu zhòngyào yìyì.

Seen from this context, the theme of the Annual Conference, "The World in COVID-19 & Beyond: Working Together for Global Development and Shared Future," is highly relevant.

The Annual Conference's theme, "The World in COVID-19 & Beyond: Working Together for Global Development and Shared Future," is quite pertinent when viewed in this light.

The phrases "论坛年会" (Annual Conference) and "为主题，具有重要意义" (serves as the theme, highly relevant) refer to the speaker's belief that the management and effects of COVID-19 this year make the 2022 Asian Annual Conference's theme particularly pertinent. The speaker uses assertive speech acts to make connections between the theme and the current situations by suggesting.

"Melaporkan" (reporting), according to the KBBI, means to deliver information. The phrase "komandan pasukan melaporkan bahwa tugasnya telah selesai dilaksanakan" (the commander reported that his mission had been finished) is another example of this verb. This example suggests that phrases with the meaning "has been done" are a distinctive feature of aggressive speech acts with the reporting function. This kind of assertive speech act appears in President Xi Jinping's address in the following manner:

(3) 去年，我提出了全球发展倡议，得到联合国等国际组织和近百个国家响应和支持。

Qùnián, wǒ tíchūle quánqiú fāzhǎn chàngyì, dédào liánhéguó děng guójì zǔzhī hé jìn bǎi gè guójia xiǎngyìng hé zhīchí.

Last year, I proposed the Global Development Initiative, which received responses and support from international organizations, including the United Nations, and nearly a hundred countries, willing to collaborate with China in implementing the solid Global Development Initiative.

The use of "去年, 我提出了" (Last year, I proposed) in the sentence shows that the speaker is saying that they introduced a worldwide development project last year, and that as of right now, several parties have agreed to work together to make this initiative a reality. This usage is consistent with the principle of persuasive communication, which holds that demonstrating successes and backing strengthens the speaker's authority and credibility.

The speaker presents global shifts as unprecedented, affecting the audience's understanding of societal norms and the importance of solving these difficulties collectively. This assertive speech act demonstrates the art of influence. Invoking common cultural standards of responsibility and action, the speaker emphasizes the significance of approaching the difficulties seriously (Feinberg & Willer, 2019). The speaker's intention to persuade and engage the audience is underscored by the carefully chosen language, emotional appeals, source credibility, and conformity to societal standards (Milburn, 1991). This is an example of the art of persuasive communication in the political sphere.

B. Directive Speech Acts

During President Xi Jinping's speech at the 2022 BFA Annual Conference, 36 directive illocutionary speech acts were identified and categorized into several functions: 13 utterances served the function of advising, 19 utterances were invitations, and 4 utterances constituted commands.

The act of giving advise is denoted by the word "menasihati" (advising) in KBBI. There are many different definitions for advice, including teachings or important lessons, suggestions (direction, warnings, and reprimands), and more. It can be inferred that directive speech acts of advising involve giving the conversation partner sound advice or teachings. During his address, President Xi Jinping uses various examples of this speaking act, one of which is :

(4) “安危不贰其志，险易不革其心。” 人类历史告诉我们，越是困难时刻，越要坚定信心。

"Ānwēi bù èr qí zhì, xiǎn yì bù gé qí xīn." Rénlèi lìshǐ gàosù wǒmen, yuè shì kùnnán shíkè, yuè yào jiāndìng xìnxīn.

As in the ancient Chinese proverb, "A person should not alter their commitment or give up pursuing, even in the face of danger and risk." A review of human history teaches us that the more challenging the times, the greater the need for unwavering confidence.

The speaker wants to impart a worthwhile lesson using the phrase "人类历史告诉我们" (A review of human history teaches us), which is based on an old Chinese proverb. The speaker wants the discussion partner to realize how crucial it is to remain confident, particularly in trying circumstances. This fits with the art of influence since it uses language in a deliberate way to inspire and impart knowledge.

In KBBI, the word "mengajak" (inviting) means to arouse someone's desire to carry out an action. As a result, the main goal of directive speech actions of invitation is to persuade the discourse partner to take a specific activity with you. This type of directed speech act is used by President Xi Jinping in a variety of contexts, including :

(5) 我们要共同守护人类生命健康。

Wǒmen yào gòngtóng shǒuhù rénlèi shēngmìng jiànkāng.

We need to work together to safeguard human life and health.

In Mandarin, the word "要" (need) acts as a precise identifier of an invitation. A request is made for the conversation partner to join the speaker in the effort to protect human life and health in the phrase "我们要共同" (We need to work together).

The goal of directive speech actions with the function of commanding is to get the other person in the conversation to do something specific that the speaker

wants them to. The following sentence serves as an illustration of a directed speech act with a commanding intent :

(6) 各国要顺应和平、发展、合作、共赢的时代，潮流，向着构建人类命运共同体的正确方向，携手迎接挑战、合作开创未来。

Gèguó yào shùnyìng hépíng, fāzhǎn, hézuò, gòng yíng de shídài, cháoliú, xiàngzhe gòujiàn rénlèi mìngyùn gòngtóngtǐ de zhèngquè fāngxiàng, xiéshǒu yíngjiē tiǎozhàn, hézuò kāichuàng wèilái.

All nations should conform to the trends of an era characterized by peace, development, cooperation, and mutual benefit. We must move in the direction of constructing a shared future for mankind, unitedly embracing challenges and collaboratively shaping the future.

The speaker is directing all nations to adhere to the prevailing fashions when he or she says, "各国要顺应" (All nations should conform). The directive speech act, which is related to the idea of persuasive communication theory and aims to persuade people to take particular activities, uses the term "要" (should) to compel the discourse partner.

In conclusion, during his speech at the 2022 BFA Annual Conference, President Xi Jinping successfully uses a range of directive illocutionary speech actions with distinct duties, such advising, inviting, and commanding. The speaker seeks to influence and engage the audience using various types of influence, guidance, and action-oriented language. These tactical linguistic decisions are in line with the principles of persuasive communication in the political environment (Milburn, 1991).

C. Commissive Speech Acts

A total of 10 commissive illocutionary speech acts were identified in President Xi Jinping's speech, comprising 1 instance of proposing and 9 instances of promising.

The commissive speech act of proposing is employed by an individual to present a suggestion or proposal regarding a certain matter. This type of speech

act is often encountered in meetings, conferences, or discussions. One example of this type of utterance in President Xi Jinping's speech can be found in the following sentence:

(7) 为了促进世界安危与共，中方愿在此提出全球安全倡议：我们要坚持共同、综合、合作、可持续的安全观，共同维护世界和平和安全。

Wèile cùjìn shìjiè ānwéi yǔgòng, Zhōngfāng yuàn zài cǐ tíchū quánqiú ānquán chàngyì: Wǒmen yào jiānchí gòngtóng, zònghé, hézuò, kě chíxù de ānquán guān, gòngtóng wéihù shìjiè héping hé ānquán.

To promote global security, China is willing to propose the Global Security Initiative here: It is important for us to remain committed to the vision of shared, comprehensive, cooperative, and sustainable security, while working together to uphold world peace and security.

The phrase "中方愿在此提出全球安全倡议" (China is willing to propose the Global Security Initiative here) indicates that the speaker is attempting to present an idea on behalf of the Chinese government to the conference participants, as an effort to contribute to global security.

The commissive speech act of promising is used by the speaker to make commitments or promises to the discourse partner regarding a certain matter. According to the online KBBI, the verb "berjanji" (promising) signifies expressing willingness or ability to do something. At least nine different forms of promising commissive speech acts were identified in Xi Jinping's speech, one of which is:

(8) 下半年，我们将召开中国共产党第二十次全国代表大会，擘画中国未来发展蓝图。

Xià bànnián, wǒmen jiāng zhàokāi Zhōngguó gòngchǎndǎng dì èrshí cì quánquó dàibiǎo dàhuì, bāi huà zhōngguó wèilái fāzhǎn lántú.

In the second half of this year, we will convene the 20th National Congress of the Communist Party of China, outlining the blueprint for China's future development.

The phrase "我们将召开" (we will convene) carries the meaning that the speaker, within a specified time frame, commits to organizing a specific event, in this case, convening the 20th National Congress of the Communist Party of China.

In order to sway and persuade the audience, the speaker uses persuasive language by outlining plans and offering assurances. China's active involvement in advancing international security is demonstrated by the Global Security Initiative proposal, which plays to the audience's common desire for stability. The decision to call the Communist Party of China's 20th National Congress also demonstrates a strong sense of accountability and continuity, trying to instill confidence in the party's future course. These persuading linguistic techniques help to influence discourse partners' perceptions, establish their trustworthiness, and promote cooperation (Stiff & Mongeau, 2016).

D. Expressive Speech Acts

In President Xi Jinping's speech, 10 expressive illocutionary speech acts were identified, categorized as 5 instances of greeting, 2 instances of welcoming, 1 instance of complaining, 1 instance of praising, and 1 instance of thanking.

Expressive speech acts of greeting are characterized by the use of greeting phrases. An example of such an expressive speech act in Xi Jinping's conference speech is:

(9) 尊敬的各位国家元首、政府首脑

Zūnjìng de gèwèi guójiā yuánshǒu, zhèngfǔ shǒunǎo

Respected heads of state and government officials

This expression serves as a form of greeting extended by Xi Jinping to the attending heads of state and government officials from various countries, who are participants in the BFA 2022 conference.

Expressive speech acts of welcoming are employed by the speaker to convey enthusiasm for an event. An example from Xi Jinping's speech is:

(10) 首先，我谨代表中国政府和中国人民，并以我个人的名义，对出席年会的嘉宾，表示诚挚的欢迎！对年会的召开，表示热烈的祝

Shǒuxiān, wǒ jǐn dàibiǎo zhōngguó zhèngfǔ hé zhōngguó rénmin, bìng yǐ wǒ gèrén de míngyì, duì chūxí nián huì de jiābīn, **biǎoshì chéngzhì de huānyíng!** Duì nián huì de zhàokāi, biǎoshì rèliè de zhùhè!

First and foremost, on behalf of the Chinese government, the Chinese people, and myself, **I extend a sincere welcome to all the guests attending this annual meeting.** I also express warm wishes for the success of the conference.

This expression conveys Xi Jinping's enthusiasm for the participation of guests in the BFA 2022 annual conference. As the host of the event, the speaker aims to create a welcoming atmosphere for the discourse partners.

Expressive speech acts of complaining are used to express dissatisfaction or disappointment regarding a phenomenon or event. An example from Xi Jinping's speech is:

(11) 新冠肺炎疫情对过去 10 年全球减贫成果造成重大冲击，复苏不均衡加剧全球不平等，南北鸿沟持续扩大。

Xīnguān fēiyán yìqíng duì guòqù 10 nián quánqiú **jiǎn pín chéngguǒ zàochéng zhòngdà chōngjī, fùsū bù jūnhéng jiājù quánqiú bù píngděng,** nánběi hónggōu chíxù kuòdà.

The COVID-19 pandemic has **significantly impacted global poverty reduction** achievements over the past decade. **Uneven recovery has exacerbated global inequality,** and the North-South divide continues to widen.

This expression reflects Xi Jinping's dissatisfaction with the adverse effects of the COVID-19 pandemic on global poverty reduction efforts and its implications for inequality.

Expressive speech acts of praising are intended to convey a sense of admiration, pride, or satisfaction. An example from Xi Jinping's speech is:

(12) 亚洲人民历经热战冷战，饱经沧桑忧患，深知和平弥足珍贵，发展来之不易。

Yàzhōu rénmin lìjīng rèzhàn lěngzhàn, bǎojīngcāngsāng yōuhuàn, shēn zhī hépíng mí zú zhēngùì, fāzhǎn lái zhī bù yì.

After experiencing both hot and cold wars, enduring hardships and difficulties, the people of Asia deeply appreciate the value of peace and understand that development is not achieved easily.

This expression showcases Xi Jinping's admiration for the resilience and wisdom of the people of Asia, who have overcome challenges and recognize the significance of peace and development.

Expressive speech acts of thanking are utilized to convey gratitude. Xi Jinping employs this type of expression in the closing statement of his speech:

(13) 谢谢大家。

Xièxiè dàjiā.

Thank you, everyone.

In this expression, Xi Jinping expresses his gratitude to all attendees of the BFA 2022 annual conference. Such expressions of gratitude are common in various contexts, both formal and informal.

These expressive illocutionary speech acts in President Xi Jinping's speech contribute to the overall persuasive rhetoric, as they convey the speaker's emotional stance, build rapport, and engage the audience in a meaningful manner. The speaker effectively uses the power of language to build rapport, arouse emotions, and mold the political discourse in line with their objectives by using greetings, professions of thanks, accolades, and other emotional appeals. The speaker's total influence and efficacy in the political sphere is influenced by this use of persuasive communication theories (Stiff & Mongeau, 2016).

CONCLUSION

Based on the analysis, it can be concluded that in Xi Jinping's speech at the 2022 Bo'ao Asia Forum, several types of illocutionary speech acts and their functions

were identified. These speech acts were classified into four types: assertive, directive, commissive, and expressive illocutionary acts. No declarative illocutionary acts were found in this study. The most frequently found type of speech act was the directive illocutionary act, with functions of inviting, advising, and commanding. In these instances, Xi Jinping aimed to have the discourse partners understand and be influenced to take action together. The second most frequent type was the assertive illocutionary act, with functions of reporting, showing, and stating. In these speech acts, Xi Jinping conveyed conditions or situations based on data and facts that were occurring at that time. Following that, the expressive illocutionary acts were the third most common, with functions of greeting, welcoming, complaining, praising, and expressing gratitude. Lastly, the commissive illocutionary acts with functions of promising and proposing were identified. Based on this research, it can be concluded that the importance of illocutionary speech acts lies in effectively conveying the speaker's intentions and objectives to the discourse partners. Additionally, through the medium of language, various functions can be achieved, including fostering relationships among different societal groups. Therefore, with the findings of this study, it is hoped that readers can grasp the implied meanings of President Xi Jinping's speech at the 2022 Bo'ao Asia Forum.

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