

ABSTRACT

FIRDAUS RATNA PUTRA, 2012, WILLY LOMAN'S AMBITION TOWARD HIS SON IN *THE DEATH OF SALESMAN* BY ARTHUR MILLER. ADVISOR: (I) Drs. ANDI ROESTIONO, M. Pd (II) Drs. H. HARDONO, M. Pd.

This thesis concerns a study of Willy Loman's ambition toward his son in drama *The Death of Salesman* by Arthur Miller. The main problems of the study that the writer puts forward are: (1) What are kinds of need in Willy Loman's ambition toward his son and (2) How do the causes of conflict drive Willy Loman's ambition into the tragic life?

In analyzing the problems, the writer uses qualitative approach since the data are taken in the form of words and sentences. Besides, the writer also uses content analysis technique since he wants to give descriptive information that gives clearer information to the problem. The writer takes the step of data collection is done by reading drama, quoting the evidence, and identifying the evidence. This data analysis are classifying the kinds of need in Willy Loman's ambition toward his son and describing the causes of conflict between Willy Loman and his son can drive him into the tragic life.

After analyzing the writer has found some kinds of need in Willy Loman's ambition. They are four kinds of need are found in Willy Loman's ambition toward his son. They are: (1) The Physiological Need, (2) The Safety Needs, (3) The Love Need, and ((4) The Esteem Need. From four kinds of need that found, The Esteem Need is the most. Willy Loman becomes unrealistic and unreasonable with name of Esteem Need to reach his dream or ambition. In the second research, the writer also finding 4 causes of conflict in relationship between Willy Loman as parent and Biff as adult children, they are: (1) Communication and interaction style, (2) Habits and lifestyle choices, (3) Child rearing practices and values, and (4) Work habits and orientation. The main cause of conflict is occurred between Willy Loman and Biff as his son raises a high tension and depression because of bad interaction and communication which finally drive him into the tragic life. Willy Loman never try to build good communication with his son.

Based on the research findings, the writer concludes that the main need in Willy Loman's ambition reflected in *The Death of Salesman* is The Esteem Need. The Esteem Need is everything according to Willy Loman. The Esteem Need can make person to be unrealistic or unreasonable. On the others side, bad communication and interaction between them can raise some conflicts and it tends to be unhelpful. It can drive them into the tragic life.